PRECISION WORK
FELDBINDER TANK AND SILO

IAA 2018
September 20-27, Hanover, Hall 26, Stand C03
HALDEX SELECT
WM SE: Successful Strategy
Anyone flicking through the trade fair calendar in even-numbered years will not fail to notice two big events in the autumn: Both Automechanika and IAA Commercial Vehicles open their doors in September. For Haldex, these two leading trade fairs are real highlights, where we present both proven products and innovations, dialogue closely with our customers and discuss our ideas about future direction for the automotive industry. Our electro-mechanical brakes, which are already undergoing pre-production testing in China, and a new generation of fast-acting brake valves are just two specific topics here: We are also looking at electromobility, autonomous driving and corresponding requirements for ‘intelligent’ foundation brakes.

Implementing innovative concepts with new technologies, materials and practices is also one of the challenges faced by our customer Feldbinder. We took a glimpse behind the scenes at the Wittenberg-based tanker and silo specialist to find out, amongst other things, what role our components and services play in the overall concept. On a related note, although in a different industry, we also paid a visit to the agricultural machinery manufacturer Oehler at their headquarters in Offenburg, where we had a look at some current developments in agriculture and forestry.

We would also like to introduce our Select partner WM SE, who is charting a path to success using a two-brand strategy: ‘Our philosophy is that a repair should return a vehicle to mint condition wherever possible’, affirms WM Sales Manager Gerald Rolfes in conversation with Haldex Magazine – a view we endorse wholeheartedly. In line with this, you can once again expect some tips and information in this issue about our products and services. As usual, I encourage you to share Haldex Magazine with your employees and colleagues in the workshop.

I hope you enjoy reading this latest issue.

Yours

Andreas Richter
Senior Vice President, EMEA and ROW Sales

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**New regulations in China**

**Growing demand**

It seems 2018 is set to become a record year for Haldex automatic brake adjusters. China is a key driver behind this: Stricter guidelines for braking systems in commercial vehicles were introduced there in January. Speaking on Capital Market Day, Haldex CEO Åke Bengtsson had this to say: ‘China is an interesting country in a lot of ways. On the one hand, there are fully electrically powered buses that utilise our new electromechanical brakes. On the other hand, most heavy commercial vehicles on the road still use drum brakes and manual brake adjusters. With the new regulations, we expect a significant increase in demand for automatic brake adjusters – an increase from the current figure of around one million to twelve million per year. So just by keeping our market share – around 30 percent in this niche segment - we have significant demand to fulfil in China’.

**Essers Group**

**Another milestone**

Haldex’s partnership with the Belgian group of companies H. Essers has reached another milestone: The company recently commissioned its 3,000th trailer equipped with Haldex components. The celebratory model is part of a batch of 30 silo semi-trailers, 30 low-loader trucks and 50 container chassis commissioned by H. Essers at the start of the year. The company, founded in 1928 by Henri Essers, has evolved into one of Europe’s leading transport and logistics providers. Partnership with Haldex began in 1994, initially as part of a project to adapt U.S. Peterbilt trucks to European regulations. Its success speaks volumes: Since then, H. Essers has equipped almost all new semi-trailers with ABS and EBS from Haldex. Pictured left to right: Dirk Franssens and Stefan Ulenaers, Fleet Manager and Workshop Manager, respectively, at H. Essers; Johan Cooninx, Trailer Workshop Manager; and Ivar Hamers, Haldex Sales Manager Benelux.

**Exam passed**

**ModulT in South Africa**

Together with Johannesburg-based manufacturer TSE Big Max, Haldex is set to launch the first disc-brake trailer axles on the South African market, with production to start in Autumn 2018. Until now, drum-brake trailer axles have been the standard in South Africa. The project to introduce ModulT DBT 22 LT disc brakes started in 2017 as a collaboration between Haldex, TSE Big Max and Haldex dealer Mico SA, also based in Johannesburg.

**Training**

**In step with the times**

Haldex can look back on 65 years of training at its Heidelberg site. It all began in the year 1953, back in the days of Graubremse — the long-standing Heidelberg company that subsequently became part of Midland-Grau before integration with Haldex at the end of the 1990s. ‘At the time, we dealt almost exclusively with issues involving mechanics. But today it’s far more things like digitalisation and implementing new legal requirements’, says Günter Leiberich (right in picture), who is responsible for Documentation and Training at Haldex in Heidelberg. Interestingly, changes in issues over the decades provide insight into the recent history of commercial vehicles as a whole. A more detailed report on this subject will be presented in the next issue of *Haldex Magazine*.

**Company information**

**Smart growth**

The number of Haldex employees worldwide increased by 6.4 percent from 2,045 to 2,176 between 2016 and 2017 despite difficult overall conditions. At the same time, net turnover rose by two percent. In terms of sales, the 2017 annual report attributes around 46 percent to the aftermarket sector, followed by the trailer and truck segments with 31 and 23 percent respectively. By territory, Haldex generated half its turnover in North America, 37 percent in Europe and 10 percent in Asia.
Haldex has created three new posters that deal with the EB+ Gen3 electronic braking system. The detailed schematic diagrams are valuable aids that provide a quick overview for use in workshops.

The posters cover the following subjects:

- Braking schematic 2M with TEM
- Braking schematic 3M with TrCM+
- Suspension schematic double circuit, COLAS+ and ILAS-E+

You can obtain the posters from your Haldex sales representative or download them in PDF form at www.haldex.com.

CONSEP PRETREATMENT AT A GLANCE

Haldex has revised its technical information about Consep pretreatment separators/condensers. The PDF files are available for download at www.haldex.com.

The high-performance Consep air condenser is positioned in trucks and buses between the compressor and the conventional air drier. Consep rids the compressed air of contaminants such as moisture, oil and particulates and removes them via the drain valve thereby significantly increasing the service life of the treatment cartridge.
Replacing EB+ Gen1 with Gen3

I need to replace an EB+ Gen1 with an EB+ Gen3. I have an orange cable connected to the Power B socket. Where do I connect this on the EB+ Gen3?

On the EB+ Gen1, the Power B socket provides backup power via the brake light. On the EB+ Gen3, the Super AUX connection supplements this lighting system connection. On the EB+ Gen1, an orange socket was provided for the orange plug. On the Gen3 with Super AUX (pictured on the right), this socket is now black. Detailed installation instructions can be found here:

Telematic applications

Is the Haldex EB+ actually compatible with telematic systems?

Yes! Since 2014, all telematic systems use a common language called TCAN. For more information, go to www.trailercan.org (or scan the QR code). For all generations of the Haldex EB+, you can update ECU software and activate the TCAN function using the DIAG+ software. If the telematic system is then connected to the EB+ DIAGN socket, it can access data such as axle loads, brake pad wear, TPMS alerts, etc.
Driving Our Future’ is Haldex’s motto for the 67th IAA Commercial Vehicles trade fair in Hanover. The slogan is perfectly suited to the current situation where the commercial vehicle industry is experiencing more upheaval and change than ever before. The fair’s organiser, the German Association of the Automotive Industry (VDA), has also captured the general mood with the trade fair tagline ‘Driving tomorrow’, which ‘underlines the key role commercial vehicles have in the future of mobility, logistics and transport as a whole’, affirms VDA President Bernhard Mattes speaking prior to the fair. ‘This industry will actively help shape the innovation process’. The driving forces behind the various future-orientated sectors suggest keywords such as electromobility and alternative drive systems, digitalisation and connectivity, e-commerce and last mile, as well as platooning and autonomous driving.

Haldex’s focus is primarily on electromechanical systems and electropneumatic systems for high performance, e.g. electromechanical brakes (EMB) and fast-acting brake valves (FABV). ‘The key issue usually raised is system integration. In essence, this concerns the hardware and software, the exchange of data and the interaction of OEMs and suppliers, each to an equal extent’, emphasises Haldex head of development Andreas Jähnke. In this regard, Åke Bengtsson, Haldex CEO, summarises the company’s strengths as follows: ‘Our systems are flexible, open and, above all, adaptable to an extremely wide range of vehicle architecture. This clearly sets us apart from many of our competitors who offer turnkey “black box” systems, so to speak. We develop individual solutions in close cooperation with our customers’.

Listening intently to its customers, Haldex has also developed the brand new double diaphragm spring brake cylinder LifeSeal+ for air disc brakes. The new generation, to be premiered at IAA, is primarily intended for use in semi-trailers in long-haul transport throughout Europe. However, its robust design also makes LifeSeal+ suitable for the hard conditions for tippers on construction sites. Outstanding features include fully sealed housing, which...
In Hanover, Haldex will present several variants of the ModulT air disc brake. Pictured here is the 22.5-inch version of the DBT 22 LT, which weighs less than 30 kilograms with pads and is definitely the lightest 22.5-inch disc brake for trailers on the market.

Haldex is presenting the LifeSeal+ actuators at IAA together with air disc brakes from the ModulT range. Visitors can get a detailed look at the 19.5- and 22.5-inch versions for trailers, trucks and buses. Once again, Haldex will spotlight the success of the entire ModulT range: More than a million brakes have been produced since the range was launched in 2010. ModulT products, now as then, are lightweight yet high-performing due to their characteristic single-tappet mechanism and lean construction.

There will, of course, also be other proven products from Haldex on display in Hanover. Whether it’s S-ABA automatic brake adjusters, universal ABS or the EB+ electronic braking system with tyre pressure control and ramp approach aid, Haldex will be showcasing a cross-section of products from its current range, but also with one eye firmly on the future.

With a visionary video specially produced for IAA 2018, Haldex presents future-orientated topics and the company’s approach to electrification and autonomous driving. Two examples currently being tested are the electromechanical brake (EMB) and a new generation of fast-acting brake valves (FABV).
Anniversary records: For the 25th Automechanika, 11-15 September 2018, the Frankfurt trade fair is proud to announce a new all-time high. For the first time, the event organisers anticipate over 5000 exhibiting companies from more than 70 different countries. The truck and trailer contingent should be especially thrilled to know that in this 25th incarnation, the prominence of the commercial vehicle sector will be significantly increased, with specialist events and workshops as well as, in purely numeric terms, more than 1000 exhibitors specialised in trucks.

Haldex will be in the best of company when the doors open on 11 September. For Haldex CEO, Åke Bengtsson, the slogan ‘A world of safer vehicles’ is pretty much a matter of course. ‘It is only natural that we talk about our products being safety products. Ultimately, they are installed in vehicles travelling roads all over the world and, therefore, directly and indirectly affect the lives of a great number of people’. In an age of high-tech assistance systems, the simple fact that the reliable, problem-free operation of each and every component constitutes the basis of
Haldex presented its secondary brand Grau for the first time on the international stage at Automechanika 2016. Since then, the brand’s range of components and market acceptance have increased significantly. Under the Grau brand, Haldex sells, amongst other things, air tanks, air hoses, actuators, push-in fittings, fittings and disc brake pads.

At Automechanika, Haldex will demonstrate once again how ‘ease of maintenance and repair’ can be actualised with spare part kits for ModulT disc brakes. Brake pads, for example, can be completely replaced without any special tools. As far as components are concerned, self-setting automatic brake adjusters (S-ABA) and secondary brands Grau and Reman, which offers additional parts and re-worked compressors, complete the range. But that’s not all! Trade fair visitors can learn more about all Haldex services, whether through training courses, the Findex online product catalogue or the company’s new online shop for ordering parts. Another area of focus is Haldex’s interactive product presentation, which can be found at www.haldex.com. Here you can continue to visit the world of Haldex products and see what sets Haldex apart.

Haldex has put together a practical guide to parts and repair kits for ModulT disc brakes, which is available at www.haldex.com/ModulT.

Leading contract hire and rental firm, Dawsongroup truck and trailer, is attracting huge interest around the UK with the high-level safety enhancements available across its fleet. It is a clear demonstration that the Haldex trade fair motto ‘A world of safer vehicles’ also works in practice. Dawsongroup is specifying additional safety features on both trucks and trailers and offering many of these as standard features to its customers. Mercedes Benz Actros tractor units, for example, are equipped as standard with driver airbag, front camera and lane departure warning, as well as the most recent generation of emergency braking, Active Brake Assist 4, which includes pedestrian recognition. Supporting this move, Dawsongroup’s trailer fleet is equipped with numerous safety features, including the Haldex Trailer Control Module+ (TrCM+), which helps prevent serious accidents when coupling and uncoupling a trailer. Suitable for all trailers with ABS and EBS, TrCM+ automatically activates the trailer’s parking brake as soon as the red supply line is disconnected.

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FELDBINDER IS RENOWNED FOR ITS LIGHTWEIGHT, SAFE AND DURABLE SILO AND TANK TRUCKS, PRODUCED USING HIGH-QUALITY MATERIALS AND COMPONENTS.

Anyone transporting liquid foodstuffs such as fruit juice, beer or chocolate, or cargo such as fuel, acid, bitumen or other hazardous material will, without doubt, have encountered Feldbinder in the past. For over four decades, this family company has made a name for itself in liquid transport and established itself as a top silo trailer manufacturer.

At its two sites in Germany, Feldbinder manufactures various silo and tank vehicles for transporting fluids and granulated and powdered materials by road, rail and container in intermodal transport. Almost every sector of the chemical industry from food to construction to mineral oil can order their stainless steel or aluminium tanks from Feldbinder. Titanium will also soon be added as a special material.

Right from the start, Feldbinder has focused on its core expertise in container construction and purchased key vehicle parts such as axles, brakes and control products from renowned suppliers. The company’s partnership with Haldex goes back decades: Ongoing deliveries to the plants in Winsen and Wittenberg include EBS, lift-axle and levelling valves, among other things. Feldbinder also orders components for its control panels, reversing sensors and tyre pressure monitoring systems from Haldex.

‘We incorporate the brands and components the customer wants. We also advise them and make recommendations based on our experience. Haldex always comes up in this context’, says Silvio Schneider, who works in Feldbinder’s production planning department.
and primarily looks after braking and lighting systems. Just recently, Feldbinder was commissioned to supply 36 vehicles with extensive Haldex equipment to HeidelbergCement, a leading German materials group. As well as the EB+ Gen3 electronic braking system, the various silo trailers are also equipped with park and shunt valves from the Trailer Control Module+ (TrCM+) series, COLAS raise and lower valves and EGP levelling valves.

**Haldex products** are said to account for around 80 percent of the classic air suspension components used by Feldbinder, such as levelling and raise and lower valves. ‘They have proven their worth’, stresses Silvio Schneider, before also attesting to the components’ road and occupational safety attributes. The engineer praises his partners at Haldex, who are reliable and, if necessary, will happily visit the Wittenberg plant at short notice to provide solutions on site. Although, he adds, telephone support is usually sufficient to solve any problems. And whenever Haldex launches new components, comprehensive training is provided for Feldbinder employees.

‘**Vehicles are becoming increasingly specialised.** Classic series production is not possible as vehicles have to be individually adapted according to the goods they will transport and to various loading and unloading conditions’, explains Bernhard Prinz from the commercial management team, citing the transport of ethylene oxide as an example. This noxious, compressed liquid gas is highly flammable and highly explosive when mixed with air. It can only be transported by rail and requires special carriages with significantly reinforced walls. For similarly challenging products, Feldbinder is also working on titanium rail carriages, which the medium-sized company will build in Wittenberg in the future.

**However, thicker walls and new materials** such as titanium also necessitate production and welding processes as well as clean rooms with low air circulation and dust levels so as to guarantee clean weld seams and edges with no foreign bodies in them. This is not easy to achieve and is not always possible, explains Bernhard Prinz, particularly as the quantity of individual custom-made items is extremely low. It is estimated to account for under one percent of all production at Feldbinder.

**Feldbinder produces** about 2,000 units each year. For 2018, 2,200 silo and tank trucks are planned, which should ensure a turnover of around EUR 180 million. A workload like this can be handled only by well-trained specialist staff. Above all, the company is desperately seeking capable welders and is also training its own employees. ‘Feldbinder currently has some 1,000 employees, of which 75 are specialists at Feldbinder’s Wittenberg site (left to right): Silvio Schneider, production planning; Anne-Marie Richter, marketing; and Bernhard Prinz, commercial management.
trainees learning their craft in five professional groups. The management team changed for the first time in May 2018, with Dirk Feldbinder, Olaf Feldbinder, Dr Nina Lorea Kley and Wolf-Dietrich Kley taking the reins as the second generation of the company’s founders’, explains Anne-Marie Richter from the marketing department.

In the silo sector, Feldbinder’s share of the German market is 75 percent. The company is also the market leader in Europe. For tank trucks, the market share is around 30 percent in Europe. The company’s dedicated service and repair centres contribute significantly to its success, both at home and abroad. There are two service centres in Germany. Feldbinder also operates sales and service offices in the UK, France, Spain and Austria.

Wherever there are Feldbinder vehicles on the road, the OEM wants to be able to satisfy customer requirements at any time and expects the same of its suppliers. Here, the tank and silo specialist can fully rely on the quality of Haldex products and their acceptance in the market. Bernhard Prinz specifically mentions the important markets in the UK and Poland in this context. The 40-year-old summarises: ‘Quite simply, Haldex’s overall package fits perfectly with our products, which need to run economically, reliably and safely’.

RAPID DEVELOPMENT

It all began back in 1975, when qualified lathe operator Otto Feldbinder founded the company together with mechanical engineer Jan-Dirk Beckmann, initially manufacturing silo bodies. At the time, one of them was selling silo vehicles while the other was gaining experience at a silo and tank truck freight company. Supplier and user decided to pool their knowledge thus laying the foundation for their own company. They started with three employees just outside Hamburg, and set out to bring to market high-quality, durable vehicles of lightweight construction with as much capacity as possible.

After just five years, the company was bursting at the seams. The two owners found a four-hectare plot in Winsen, which has since been extended many times and continues to serve as the head office of Feldbinder. As well as manufacturing silo and special-purpose vehicles of aluminium, this site is also home to all central marketing and administrative departments. At its second location in Wittenberg, Feldbinder constructs stainless steel pressurised containers for its tankers – containers hang vertically during production to protect the materials used. Wittenberg also supports the aluminium container production of the Winsen head office. Container and rail carriages are also manufactured here, both silo and tank versions. This Feldbinder location is the only one with rail access and additional gantry cranes for the heaviest loads. The two founders acquired the plant immediately following the reunification of Germany. Prior to this, an equipment and chemical systems manufacturer had used the site to build pressurised containers for the East German chemical industry for half a century.
IN 2016, WM SE ACQUIRED AUTOMOTIVE PARTS WHOLESALER TROST. WITH ITS NEW TWO-BRAND STRATEGY, THE OSNABRÜCK-BASED GROUP OF COMPANIES HAS ACHIEVED AN OPTIMAL POSITION IN THE MARKET.

The figures speak for themselves: With more than 250,000 catalogued parts at 250 locations in seven countries, WM SE is one of the best-performing wholesalers of automotive parts and accessories throughout Europe. Gerald Rolfes, Sales Manager for Commercial Vehicles, is keen to stress that WM SE is a ‘complete provider’, whose ‘main focus is cars and trucks; however, we also supply, for example, agricultural machinery dealers and have various partnerships in this sector’. Across all segments, the term ‘complete provider’ includes tyres and wheels, tools, workshop equipment and concepts as well as consumables such as oil, lubricant and paint. Another common denominator is that, in addition to its own high-quality brands, WM SE relies exclusively on original spare parts from reputable manufacturers. Gerald Rolfes explains: ‘Our philosophy is that a repair should return a vehicle to mint condition wherever possible. We do not even contemplate using copies. Entirely aside from this, the use of copied parts may even lead, under certain circumstances, to termination of the operating license’. Unsurprisingly, the name Haldex springs to mind whenever the conversation turns to sensitive areas such as compressed air systems. Haldex is exceptionally strong in air treatment, with a catalogue that spans the entire product range from air dryer cartridges, pre-separators and actuators to chassis control. Gerald Rolfes praises his company’s relationship with Haldex stating, ‘Our cooperation is flawless’.

Today, the company’s entire product range is based on the two retail brands WM and Trost vehicle parts. The long-standing company Trost was incorporated into WM SE in 2016, but the familiar brand name was retained. As a result, the company’s expertise and sales structure have once again improved which, Gerald Rolfes believes, has led to a general competitive advantage: ‘We have a strong position in the logistics sector. All our sales offices are served by a central warehouse throughout the night, and deliver goods to customers three times a day or sometimes even hourly in urban areas’.
When it comes to the company’s range, Yvonne Oehler appears rather confident: ‘We are one of the most diversified companies out there’. This 33-year-old is ‘Junior’ Manager at Oehler Maschinen Fahrzeugbau, which does indeed boast a very broad palette of products. The range consists of various agricultural and forestry trailers, including vehicles for technological handling of manure, compact loaders with Perkins diesel engines and hydrostatic drives, and forestry, mulching and motorised equipment for both professional and amateur gardeners. ‘We essentially offer a year-round product portfolio for the agricultural and forestry sectors’, summarises Yvonne Oehler. ’This involves working with about 800 specialist dealers throughout Germany, as well as representation through importers in over 20 European countries’. As a result of the company’s growing number of sales areas, in-house capacity has also increased over time: In addition to regular extensions of the Offenburg headquarters in the Black Forest, a second site was constructed at the end of the 1990s in Triptis in eastern Germany. Despite this, the company remains a purely family affair, and was passed down to the second generation in 1974 when Manfred Oehler assumed the reins along with his wife Diana. Daughter Yvonne is responsible for sales and marketing and her husband, Sascha Riedinger, heads exports.

From two-tonne single-axle trailers to tridem push-off trailers for loads up to 34 tonnes, the vehicle range is not only extremely...
broad but also includes a number of speciality items. ‘Our combi vehicles, for example, have been a real hit on the market: They can be quickly converted from three-way tippers into lumber trailers’, explains Yvonne Oehler. ‘There is also high demand for vehicles with built-in load securing systems, for bales or fruit crates for example. So there’s a lot going on in the agricultural sector at the moment’. Another trend that has come to the attention of the family in Offenburg is the use of dump truck and tractor combinations on construction sites as an alternative to traditional dumpers.

**Overall, Oehler endeavours** to maintain a high level of vertical integration, which includes manufacturing its own steel and containers. For other components, suppliers are considered only if their products and services satisfy the company’s high standards. ‘Of course, you can’t have your own specialist for every individual component, so good cooperation is necessary’, explains Vehicle Construction Manager Marcus Wimmer. ‘That’s why we primarily work with partners from whom we purchase whole packages, so we know that everything works as a unit. In the case of Haldex, for example, we get all our compressed air containers, valves, brake cylinders, load sensing valves and coupling heads from a single source’.

However, the complete package doesn’t stop there, as Claas Mindermann, Manure Technology Manager, explains: ‘We rely on technical support from Haldex, and also use them for our brake calculations. Things run smoothly and information from the specialists in Heidelberg is prompt: We send key technical data by email, receive required calculations in return, then send them on for verification by the TÜV’. Depending on the kind of vehicle, it receives either type or individual approval. Claas Mindermann lists various vacuum and pump tank trucks as prime examples of vehicles that require individual approval as ‘almost every manure tanker is different’.

When it comes to the delivery of finished vehicles, Oehler once again takes matters entirely into its own hands: It has its own fleet of vehicles on call, with five truck units and a range of flatbed trailers, all of which are tailor-made. As Marcus Wimmer stresses: ‘With flatbed heights of sometimes only 40 centimetres, we can even load tall tippers, including wheels, and still stay under a total height of four metres’. As for sales and advertising, the Offenburg firm primarily focuses on offering first-hand experience: Oehler is present at around 35 trade fairs each year, ranging from international heavyweights such as Agritechnica, Bauma and Interforst to regional shows and consumer exhibitions. For Yvonne Oehler, this is essential: ‘Close contact with customers is our key to success’.

Four times a year, Oehler organises in-house exhibitions at its headquarters in Offenburg and its branch in Triptis, which almost have the feel of a country fair.

From the initial sketch, utilising computer-aided design technology, to manufacturing the final vehicle, the production process for various models takes place entirely in-house.

Vehicle Construction Manager Marcus Wimmer points out a Haldex park and shunt valve on a 20-tonne tipper by way of example.

Load securing is also increasingly important in the agricultural sector. Hay bales that are only strapped in place may end up in the middle of the road. This is why Oehler offers bale transporters with a patented load-securing system, which uses hydraulically driven clamping gates that can be raised and lowered to keep bales in place.
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