



**A READY-MADE SOLUTION
IS OFTEN BETTER THAN
A CUSTOMISED ONE**



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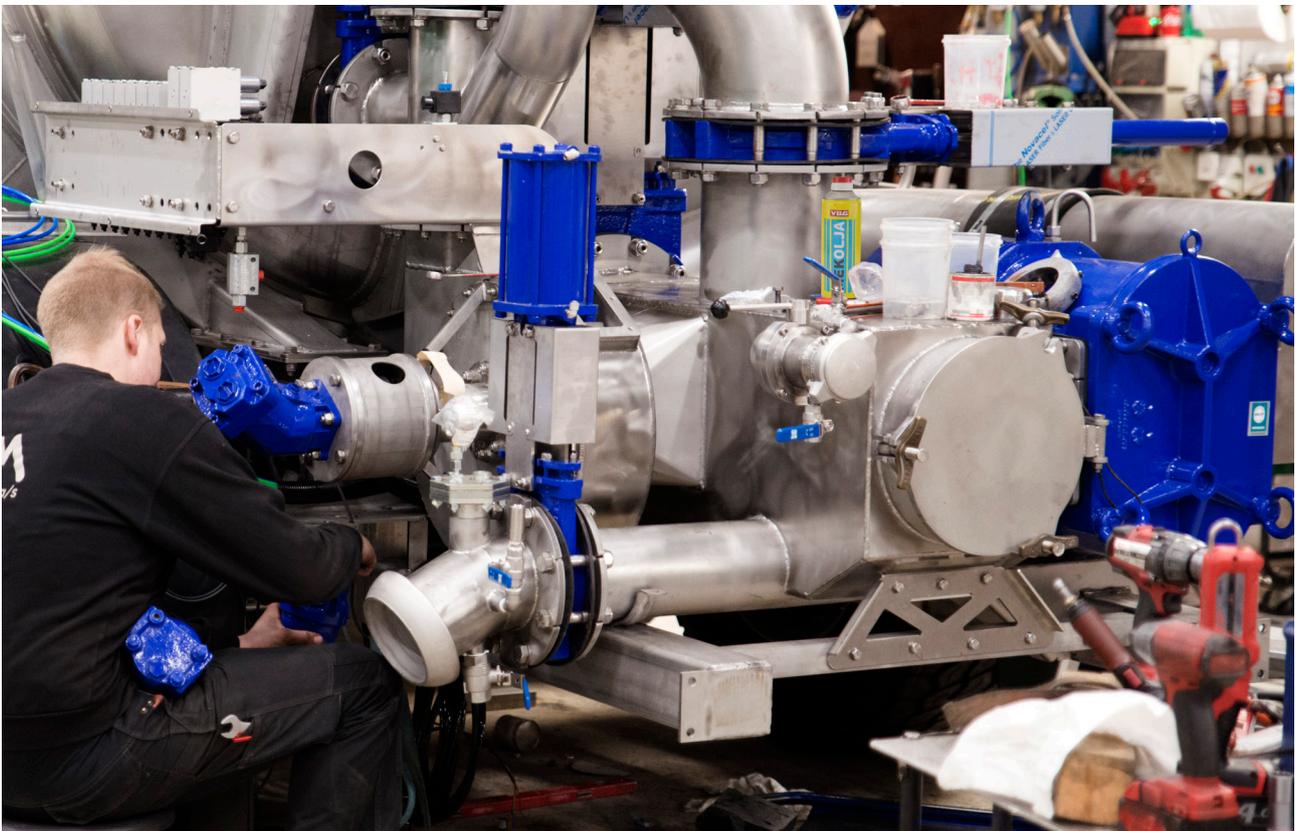
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A ready-made solution is often better than a customised one

INTRODUCTION

Customised solutions can sometimes be useful for adapting a product or system according to your specific requirements and needs. The disadvantage, however, is that it can be expensive, time-consuming and require specialist input if the customised equipment needs to be modified at a later date.

Perhaps a "turnkey" solution is still preferable if you cannot add anything significant by creating your own? Or are there alternatives that provide a ready-made solution, but with sufficient built-in flexibility to suit the individual customer? Ideally, it should be possible to use standard elements that are easy to fit, and which at the same time provide considerable possibilities for variation if the design is well thought out. If you can also benefit from the simpler management and the long production series with their lower costs, there is a lot to be gained.

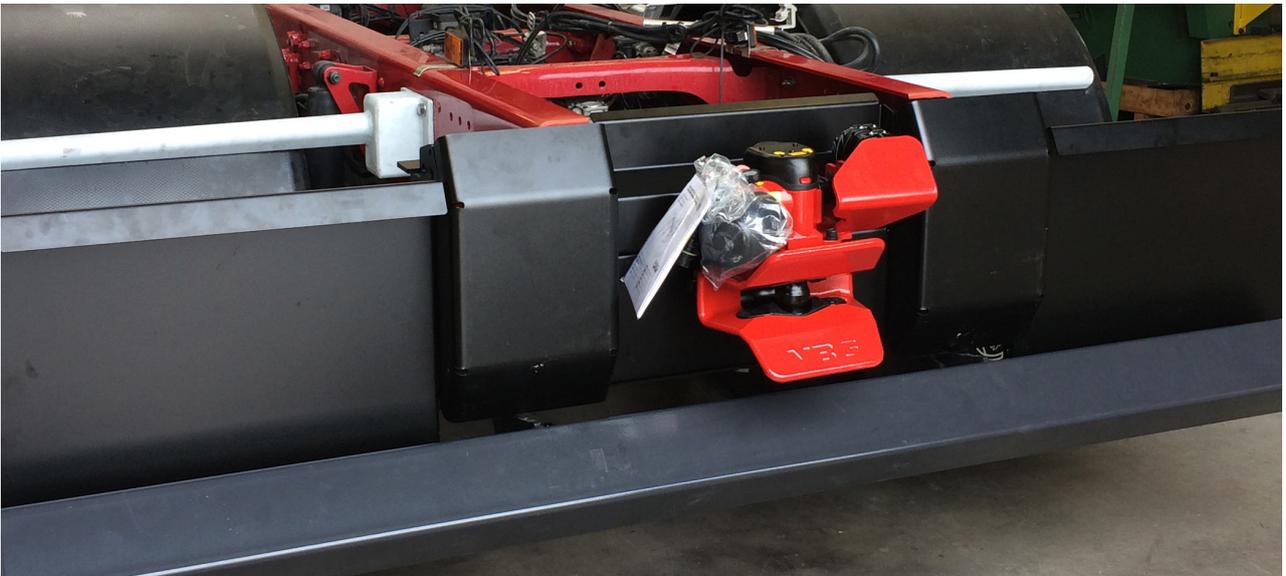


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1.

REAR END SOLUTION

The rear end of a truck must meet a number of requirements in order for the vehicle to function fully in the transport system. Serviceability, technical specifications and good, well-balanced design are examples of these. Traditionally, the bodybuilder has had the final word when it comes to the design of the rear end, where special solutions have become something of a norm.



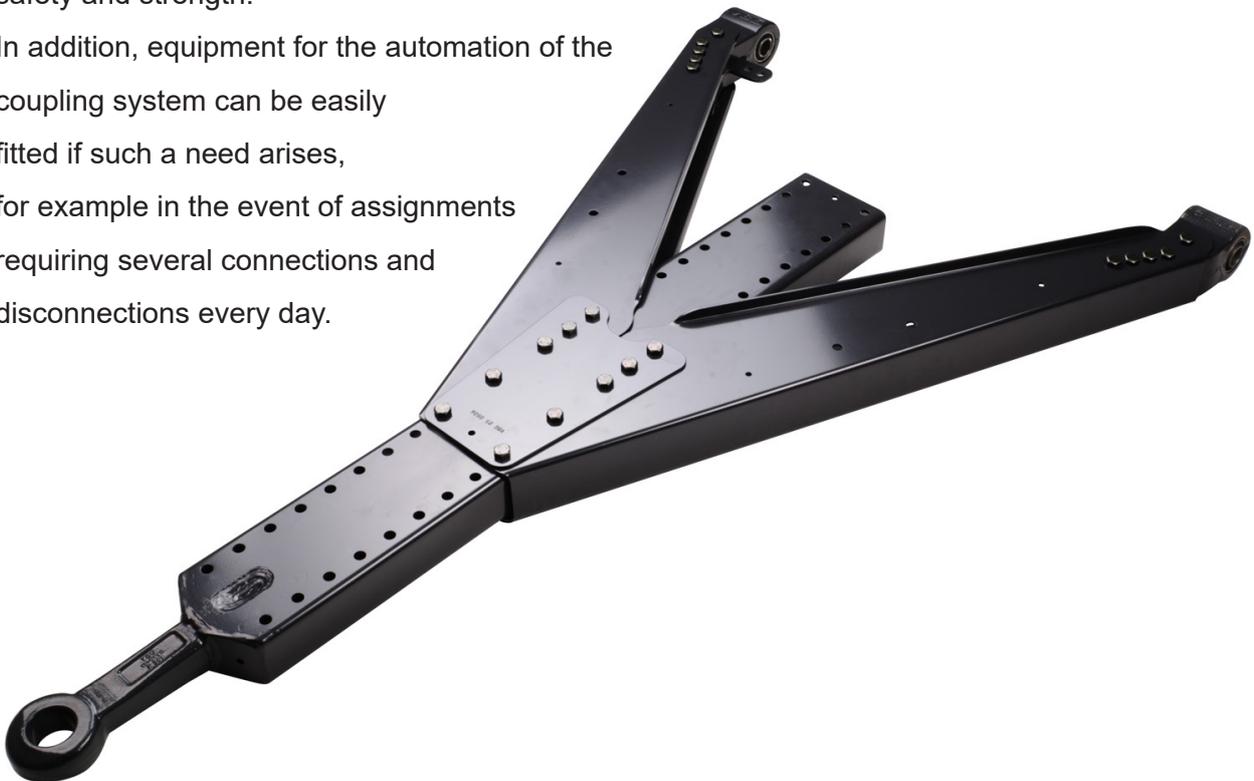
By instead being actively involved in the design of the rear end, the purchaser can save money and still achieve a uniform, standardised and sustainable system. Brand-adapted plates and beams, with built-in flexibility as well as space for extra equipment, makes it easy to adapt the rear end to new transport needs and upgrades. All without the need for welding jobs and time-consuming workshop downtime.

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2. ADAPTED DRAWBARS

With drawbars that are adapted to the coupling system, there is no longer a need for special solutions in the bodybuilding work. Systems with ready-made bolted joints and standard dimensions consequently simplify the installation considerably, while at the same time ensuring safety and strength.

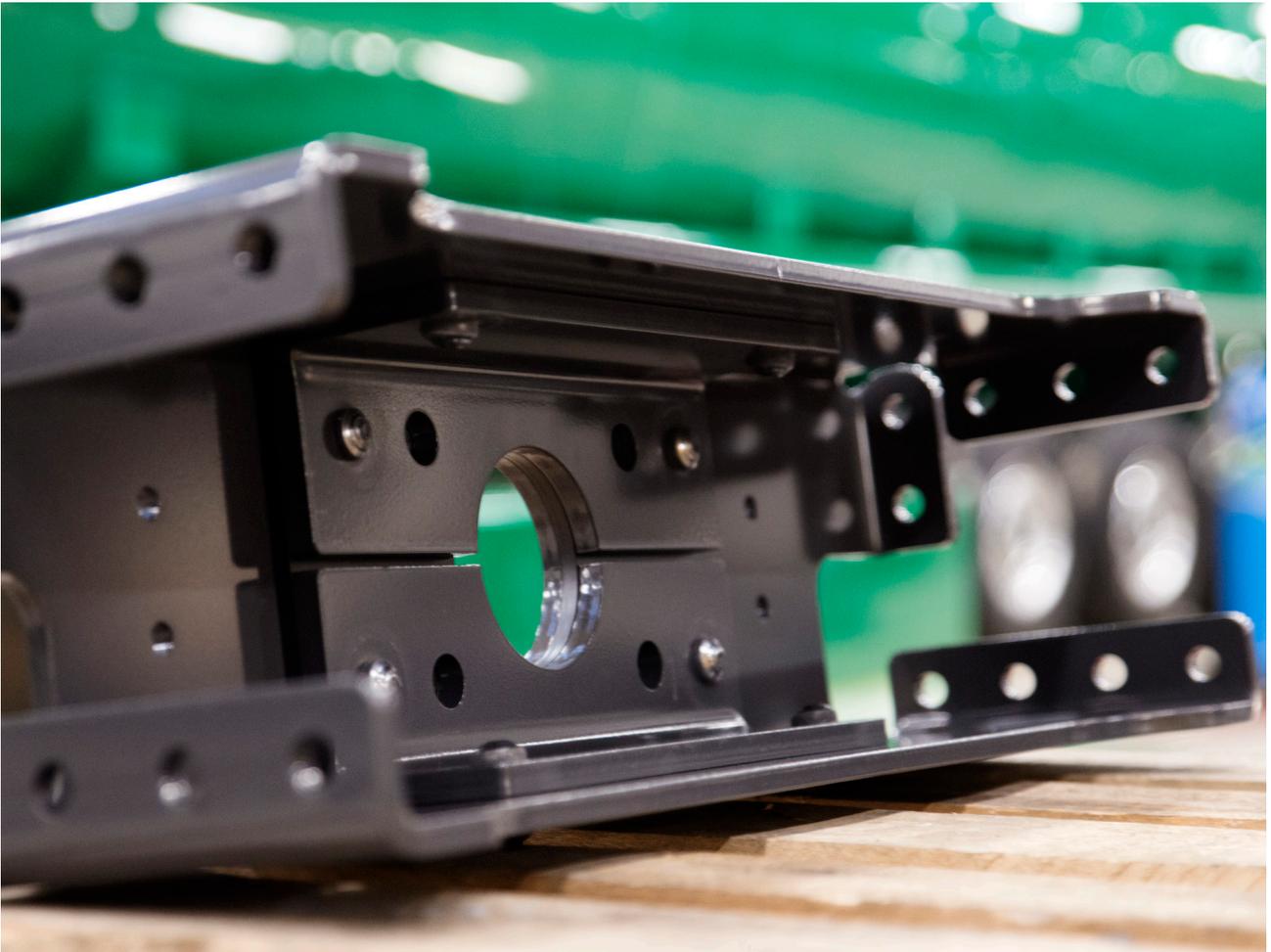
In addition, equipment for the automation of the coupling system can be easily fitted if such a need arises, for example in the event of assignments requiring several connections and disconnections every day.



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3.

HOLE PATTERNS/ THE BEAM SYSTEM



Many trucks have additional equipment added to them sooner or later. Well thought out and tested designs for hole patterns in mounting plates and beam systems give big advantages. First and foremost, right from the outset all the holes are where they should be, located so that they fit the make of truck. Furthermore, there is a clear benefit in being able to simply screw your equipment in place without having to engage either welders or mechanical engineers. It also means that the surface treatment and finish do not need to be touched up after welding and grinding, giving an added bonus of increased durability and less rust.

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4. THE PRESTIGE VALUE

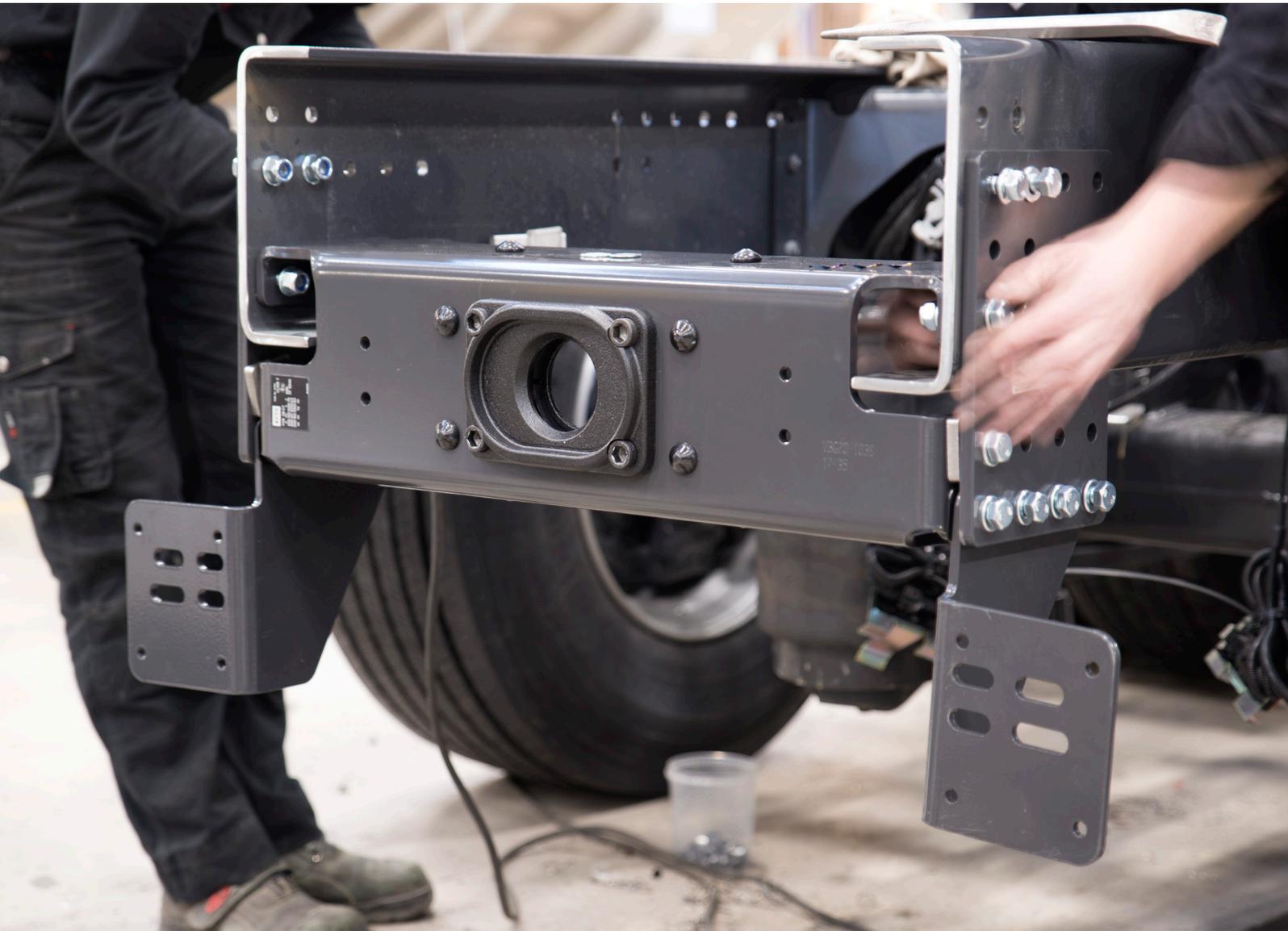
Do not underestimate the value of a well-known brand. This applies to drivers and mechanics, as well as to vehicle managers and tech managers. Working with quality brands in respect of e.g. coupling equipment indicates an aspiration to select only the best. It will also be easier to find motivated staff, as they usually want to work with equipment that does not make the working day difficult, but instead simplifies work operations.



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5. EVERYTHING FITS

A big advantage with ready-made solutions is that everything fits and works as intended. The need for adaptations to different truck makes is then dispensed with, since distances, hole patterns, brackets, etc. have already been tested and worked out for each model. This does not mean that the flexibility is reduced, because even ready-made solutions in well-developed systems can allow for considerable variation. Different requirements for e.g. heights when fitting the trailer coupling equipment can then be satisfied without problems.



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6. CERTIFIED AND READY

The requirements for type approval and certification can be difficult and time-consuming to satisfy. By choosing solutions where all coupling parts and additional equipment are, from the outset, certified, approved and have a warranty, the body building is simplified considerably. In other words, pre-inspected before you start!



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7.

STANDARDISATION OF THE TRUCK FLEET



Choosing ready-made solutions for the entire truck fleet means a choice of cheaper and simpler service, which can also be planned in a better and more long-term way. The investment cost can also be reduced per vehicle, through rationalisation gains. A sensible choice of ready-made solutions can therefore lead to a win-win situation, for the benefit of all parties.

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8.

THE ACTUAL CUSTOMER BENEFIT

What is meant by the concept of actual customer benefit? Well, as is often the case, the word “money” plays an important role here. When you get to the bottom line of the annual accounts, it often turns out that ready-made solutions are cheaper in the long run than individual add-on structures. And actual profit is what matters in the end!



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Knowledge



System



Products