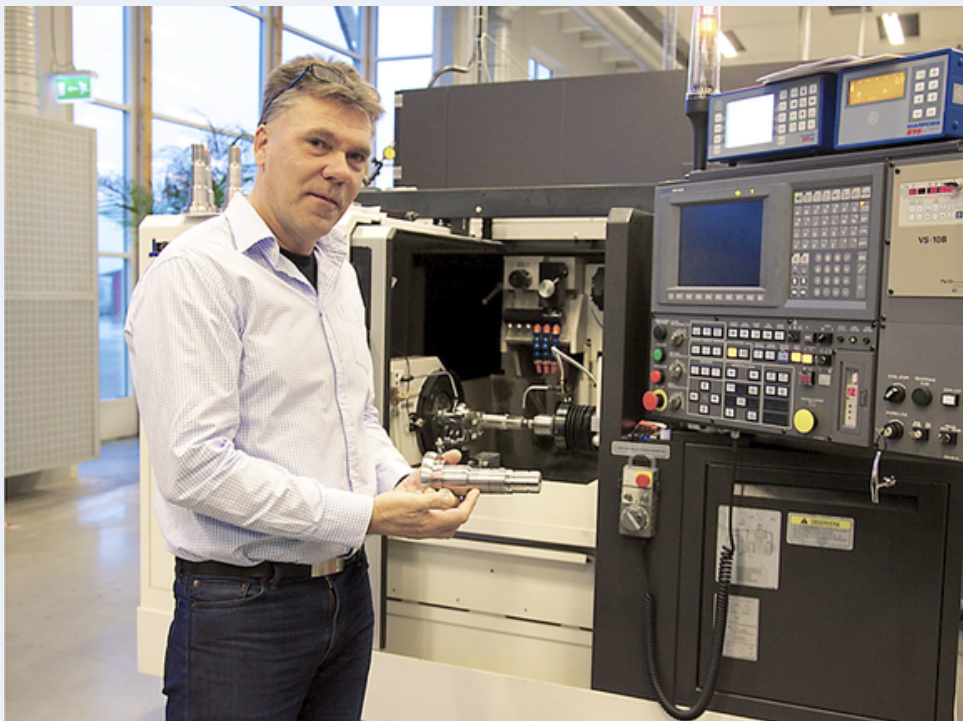


## A world-class production facility!

Seven years ago, Sunfab started up a completely new production facility for manufacturing hydraulic pumps and motors. Today this facility is still one of the most up-to-date in the industry, thanks to Sunfab's annual investments of approx. SEK 10 million on new equipment and preventive maintenance measures.



*Leif Johansson, Production Manager at Sunfab, shows off the company's latest production investment: a new cylindrical grinder, with higher capacity and better operating reliability than the one it replaces.*

Most people in the industry know that Sunfab is a completely Swedish product made at Hudiksvall, 260 km north of Stockholm. What is not so well known is that Sunfab's production facility is a world-beater and is largely automated.

### **In-house component manufacture**

Sunfab has a conscious strategy of encouraging in-house component manufacture. This means that all strategic components in Sunfab pumps and motors are made at the Hudiksvall plant. "By keeping component manufacture in-house, we retain better control over quality," Production Manager Leif Johansson reports. "It is also very useful to be able to control the flow of components as a function of demand."

### **From ear of grain to the full loaf**

"Another example of our strategy is our 2012

### **High level of automation**

"Another reason why our production facility is able to maintain such a high quality level is our strong focus on automation," Leif continues. "Having work performed by robots means we can expand our unmanned operations. Not only that, but the robots often relieve our personnel from monotonous and ergonomically stressful work. The next stage in the automation process is a review of our assembly and final testing. This year we shall produce almost as many units as before the downturn of 2008. But we shall be doing so with about half the number of personnel, thanks to the dedication of our operatives and technicians. These strides are only possible with committed and competent personnel and well-functioning machinery," Johansson concludes.

### **From the MD**



**The end of the year is rapidly approaching and it is time to sum up our efforts. .**

Following a normal start to the first half of the year, we have experienced, right from the summer on, a much increased demand for our products. This has resulted in higher orders and, in some cases, extended delivery times. The upturn has primarily be driven by Sunfab Russia, which despite the turbulent situation over there has achieved considerable success in its market.

In our constant attempts to make improvements and reorganise ourselves as one Sunfab, a number of changes have been implemented during the year. Stock and order management for Sunfab UK has been performed in Sweden since 15 September. The reorganisation and relocation of our German company, Sunfab GmbH, is also part of this process. Here too we shall be taking action next year to move order management to Sweden and to introduce a common ERP system.

Erika Berg, our former Construction and Quality Manager, left the company in September. Her post has now been divided into two separate areas, construction and quality/business development. The main aim here was to strengthen each area and to create a clearer home for business development activities. I am happy to inform you that Andreas Wiberg and Christina Marsch have been recruited to these management positions.

Our participation at trade fairs,

re-establishment of rough piston manufacture in Sweden,” Leif continues. “This has resulted in better quality control and more efficient production. We now treat the piston with induction hardening and mount the piston ring so the piston is ready for assembly. So, a semi-finished product becomes a finished component, or ‘from ear of grain to the full loaf’, as the Swedish saying goes.”

#### **Importance of preventive maintenance**

Sunfab's goal is for all manufacturing machines to have an availability of 80%, 24 hours a day for about 225 days a year. For this reason it concentrates on preventive maintenance and continuously invests some SEK 10 million per year in new equipment to maintain production at the highest level.

“Sunfab's latest investment is a cylindrical grinder for grinding the bearing races on all our axles. An investment of around SEK 3 million. The new grinder has significantly higher capacity and reliability than the old one it will be replacing,” Leif notes. The new grinder is currently being run in, and will enter into fully automated operation in Q1 2015.



*In 2012 Sunfab re-established in-house manufacture of rough pistons. Robots are used for the process of induction-hardening the pistons' vital parts.*

such as CONEXPO, Elmia Lastbil, STT Moscow and IAA, have helped to make many new customer contacts whom we are continuing to work on, with results expected during the coming year. We have also launched a number of interesting products during 2014, which will give us a stronger product portfolio and a higher attractiveness to our customers.

In the coming year, our focus will turn to new business opportunities, product development projects for widening our pump and motor ranges and continued development of the manufacturing side.

I would like to take this opportunity to thank you all for your amazing efforts during the year and to wish you a Merry Christmas and a Happy New Year!

Best regards,  
Marie Nilsson

## **Enhanced skills at Sunfab**

Following a strategic decision by Sunfab to concentrate on quality and development, two new positions have been introduced.

#### **Christina is Head of Quality and Business Development**

In her new job as Manager of Quality and Business Development at Sunfab, Christina will have a birds-eye view of the company's different departments. This will enable her to manage both improvement work and projects within the boundaries of her job.

#### **Christina put in charge of the move**

In March 2014, Christina was offered a project management position at Sunfab, with duties including the relocation of the German subsidiary to the new office at Korschenbroich. She then worked on the project “Sunfab Sales”, under which the British and German subsidiaries were integrated into the same ERP system under the Sunfab parent company.

#### **Birds-eye view of the departments**

In her new job as Manager of Quality and Business Development at Sunfab, Christina will have a birds-eye view of the company's different departments. This will enable her to manage both improvement work and projects within the boundaries of her job.



*Christina Marsch, Head of Quality and Business Development at Sunfab.*



#### **Opening hours during Christmas Holidays**

The factory closes at 12 noon on the 23rd of December, and will open again on the 7th of January 2015.



Andreas Wiberg is the new Design Manager.

As of the 15th November Andreas Wiberg is appointed to the position Head of Design at Sunfab. Andreas is very experienced in the field of hydraulics and feels at home working at Sunfab. Andreas has been with the company since 2008 and has since then worked as a designer specialising in hydraulic motors.

**Increasing the performance of Pumps and Motors**

As a base, Andreas has a Master of Science in Mechanical Engineering, specialising in hydraulics. After Andreas left University, he worked for one year as a Design Engineer at Atlas Copco before applying for a position at Sunfab. In his new position as Design Manager Andreas will firstly be responsible for driving the existing projects at Sunfab.



*Andreas Wiberg is the new Design Manager.*



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