



Melin & Carlsson
E2SYSTEMS ——— TUBEX

Enough power
to move mountains

1990

Jan Olov Melin, Ola Melin and Stig Carlsson starts the company with five employees.

1994

Major agreement with world-leading front loader manufacturer makes us grow considerably and quadruple our turnover.

2012

A new generation and a new take off under Ola Melin's leadership, with a focus on growth, product quality and shorter lead times.

2013

Environmental certification according to ISO 14001 and the implementation of the ISO 3834-2 welding certification.

2020

Melin & Carlsson acquired by new owners. The company is now owned by the main owner Draft Företagsinvest and Ola Melin.

2021

Tubex AB acquired with operations in Tranås and Borås and thereby strengthens the range of hydraulic cylinders, pneumatic cylinders and telescopic cylinders.

2023

The Tubex and E2 systems business operations are legally part of Melin and Carlsson AB with production facilities in Tranås and Borås.



"Our work on delivery precision, quality and increasingly complex products allows us to win market shares in many industries."

Ola Melin, Managing Director

"In sending machines all over the world you better make sure everything works."

It's one thing if the machines are to be used next door. It's quite different if you have customers in other countries or continents. A downtime in this situation has a significant impact on the customer's business and your reputation. Therefore, we want to make sure that all components are up to quality.

You can assume that the cylinders will do what they are specified to do in terms of load/pressure, durability, sealing, weather resistance, resistance to dust and vibration, etc. Product quality is judged just as much by how well managed the manufacturing processes are, as it is by working with good subcontractors. Moreover, the real challenge is to keep these qualities even at high volume and high pressure.

FOCUS ON LEAD TIMES AND FLEXIBILITY

Because suddenly it happens! An unexpectedly large order comes in, several customers projects start at the same time or a customer requires an extra-fast delivery. It's pleasant to have Melin and Carlsson which, thanks to its good forecasting applications, is in phase with the purchase of raw materials and can quickly take up any volume increases.

The reality requires a high level of preparedness; it's as simple as that. So when our customers evaluate our offer, it is rarely just about product quality versus price. Rather, it is about our understanding of their business situation, namely, how we address and resolve problems, how quickly we provide feedback and how we deal with deviations. In short, it is all about service levels, lead times and flexibility. Needless to say, we rarely disappoint our customers.

AFTER-MARKET

What happens after the end of the warranty period is another important factor. As a machine manufacturer, one needs to be prepared to provide spare parts. With a strong emphasis on documentation and traceability, we can quickly source replacement components and service your after-market when needed. All to minimise downtime.

CONSTANT IMPROVEMENT

Of course, whatever is good can be made even better. This is why we at Melin and Carlsson are actively working on our own supply chainflow. We calibrate our forecasting instruments and refine our processes in order constantly improve our own productivity – allwith the aim of offering quality improvements and competitive pricing.

Let's get your operation moving.



THE HYDRAULIC CYLINDER IS AN IMPORTANT COG IN YOUR MACHINERY

Smartly managed, it can also put a better spin on your business. As a partner, we at Melin and Carlsson can contribute in several ways. Simply put, our job is to ensure that the right cylinders are in place when and where they are needed. Preferably batch-packed in the right order to avoid unnecessary reloading for assembly. Perhaps pre-assembled with valves or sensors to save time in production – and thus improve your competitiveness.

HOW MANY STEPS CAN WE SAVE YOU TODAY?

Sometimes there are things that can be done more cost-effectively outsourced. If you think so too, we are happy to help you calculate the options. This may involve painting or pre-assembly of e.g. valves and sensors. What you get is a "finished" product, customised and dimensioned to go directly into your production. Or in other words: easier purchasing and more efficient logistics.

DESIGN SUPPORT

When your designers need to develop, test and verify new cylinder types, it is good to rely on experience. Our skilled staff provide hands-on support throughout the chain, from idea and design to delivery of the finished product.

CUSTOMISATION

Where should the cylinder be placed/mounted? What is its function? How intensively, and in what environment should it work? Based on the answers to these simple questions, we propose standard cylinders or develop special solutions – taking into account installation dimensions, working pressure, power, and weather and corrosion requirements. This applies to vehicle attachments, construction machinery, forestry machinery, cleaning equipment, industrial applications, or whatever your requirements are.





BGFIX

Lampson

All the power required. When and where you need it.

Our speciality is hydraulic cylinders for mobile and industrial applications in dimensions from 25/16 to 250/125 mm and with stroke lengths up to more than 6000 mm, but there are also even larger examples. All of this is developed and manufactured in Tranås, Småland.

HYDRAULIC CYLINDERS FOR MOBILE APPLICATIONS

Cylinders that are exposed to high levels of heat and desert sand – as well as Arctic cold air and salted roads. Tough conditions where we provide the knowledge and, in consultation with you, design the right cylinder for the right purpose. In recent years, many of our customers have focused on weight optimisation of cylinders while maintaining performance.

HYDRAULIC CYLINDERS FOR THE FORESTRY INDUSTRY

In today's forestry industry, machines are often used around the clock, which places high demands on the cylinder. Reliability and longevity are key words. Choosing a cylinder from Melin and Carlsson is a smart choice that does not expose you to unnecessary risks. Continuous operation and many cycles per day require expertise in the field. Using our design team and test room, we develop and test your cylinders.

HYDRAULIC CYLINDERS FOR INDUSTRIAL USE

Our industrial hydraulic cylinders are made to withstand the toughest conditions. Reliability, longevity, performance and serviceability are important factors. Choosing the right constituent materials to ensure optimal performance in each application requires a wealth of knowledge. Close cooperation with the customer is essential to get the right conditions.

HYDRAULIC CYLINDERS FOR CONSTRUCTION

Tough stresses in a variety of environments. Not only tough in the sense of heavy loads that the cylinder has to carry, but there are jerky and rapid movements and a variety of climates. The right choice of materials is a key factor as the loads are often very high. It is also important that the cylinders be able to withstand the external stresses involved.

HYDRAULIC CYLINDERS FOR AGRICULTURE

The environment for agricultural machinery can be demanding. A typical environment can be corrosive, dusty and humid, which places high demands on, among other things, the surface treatment of the cylinders. Tipper rams on modern wagons are expected to work flawlessly for a long time.



We design and manufacture cylinders customised for your end application.

Log Max



CUSTOMER CASE STUDY

"Downtime in the forest will be extremely expensive, fast"

Log Max in Grangärde manufactures harvester heads for the forest industry. The durability of the cylinders that control all movements is a prerequisite. However, becoming a selected supplier requires more than just that. Modern logging is a fascinating process that allows no interruptions. While sustainability is key, the real challenge is to be able to deliver quickly when it counts.

"We are not in a position to hold large stocks. If we get a large order and have to deliver 20-30 units on one board, we need flexibility and short lead times. To get the deal, we have to be able to deliver. Then we have a responsibility to provide spare parts for ten years on all our items. The big challenge is in what is not frequent, when there are disruptions to the normal flow."

According to buyer Tobias Eriksson, the cooperation with Melin and Carlsson works so well that he calls the company in Tranås 'one of our better suppliers in general in terms of flexibility'.

In the development phase design support is also important.

"We really just show up with an idea that the cylinder should do this and that, and then Melin and Carlsson help with design and layout. They are the experts!"



LOG MAX – HARVESTER HEADS FOR FORESTRY APPLICATIONS

Log Max is owned by Komatsu and has a turnover of just over SEK 400 million. About 75 % is exported, mainly to South and North America. The buyers are primarily manufacturers of forestry machinery, but as they only manufacture the head unit (which is at the front of the crane) they can also sell directly to forestry companies, farmers and contractors.

JONSSON



CUSTOMER CASE STUDY

"They have to withstand extreme stresses"

PJ Jonsson in Örnsköldsvik is one of Europe's leading manufacturers of mobile stone crushers. The selling point above others is reliability.

Transportation of crushed material is expensive compared to the price of stone. Mobile crushers and sorters have many advantages. An advantage is that they are not tied to a quarry but can be moved between different locations, such as road construction.

The Ångermanlanders produce around 50 complete machines per year, with each machine having a set of up to 18 cylinders. They are used to raise and lower the crusher itself during loading, and to raise, lower or fold the conveyors that carry the stone fractions to different piles.

"It is an extremely exposed environment – with dust, moisture, vibrations and varying temperatures, plus high loads – which means that crushers and conveyors have to withstand extreme stresses."

It goes without saying that Melin and Carlsson's cylinders meet these requirements. Delivery reliability, vicinity and a good dialogue were other criteria that led to

their being entrusted with all of P J Jonsson's cylinder deliveries in 2013.

Jonathan Jonsson, co-owner of the family business, notes that the cooperation is going very well.

"To me, quality means they understand our customer's situation, have a high level of delivery reliability and handle any complaints smoothly. In addition, they are quick to respond if something out of the ordinary happens. Then, sometimes you need unique, product-specific items. Then it is safe with Melin and Carlsson's competent staff, who can help us with calculations and such."

P J JONSSON – MOBILE STONE CRUSHERS AND SORTING PLANTS

P J Jonsson in Örnsköldsvik has a turnover of over SEK 500 million in mobile stone crushers and sorting plants, mainly for road construction in Europe. Customers are large construction companies but also owners of large quarries. P J Jonsson is today a part of Metso Group.



CUSTOMER CASE STUDY

"Absolutely the best in terms of lead times and quality"

Orwak is a world leader in compaction and baler solutions for solid waste at source. The collaboration with Melin and Carlssons, they say, contributes to making their products and processes more efficient and cost-effective.

That Orwak chose Melin and Carlsson as cylinder supplier is the result of a thorough procurement process, where everything from delivery precision and price to quality and business communication was assessed. Orwak Purchasing and Production Manager Mattias Hageltorn explains the choice as follows:

"What Melin and Carlsson were absolutely best at was lead times and quality. Overall, they are responsive to what we want – quick to deliver, quick to react to deviations, and committed to reducing lead times."

More than 90 % of Orwak's balers and compactors are exported and there are often long distances from customer to end user. It is therefore imperative that the cylinders be in place when needed and last for the duration of the warranty.

"If the machine is 1000 km away, it will be costly for someone to go there to repair it. Take Greece for

for example, the service people are based in Athens. If they need to go by boat to one of the islands, change the cylinders and return home, it takes two days. There will be costly repairs, so it is extremely important that everything works."



ORWAK – MAKING THE WORLD A CLEANER PLACE

Since 2015, Orwak has been owned by the San Sac Group, which is now part of the French Sulo Group. More than 90 % of Orwak's waste management products are exported, mainly to Western Europe. The food and retail segments account for half of the business.



CUSTOMER CASE STUDY

"Assembled and painted in the customer's colour"

Hammar Maskin dominates the world market on side loaders with a nearly 70 percent market-share. Melin and Carlsson provide the "muscle" in the machinery.

A 'Hammar lift' is a self-loading trailer with cranes that lift the load from the side and is mainly used to handle containers. The customers are haulage companies that have contracts to carry containers and the field of work is mainly ports.

A considerable number of cylinders go from Tranås to Olsfors in western Sweden. All painted in the exact colour and gloss specified by the end customer, saving Hammar a time-consuming step. They are also pre-assembled with a valve so that Hammar can install the cylinders on the body without unnecessary reloading.

These are some of the added values that have laid the foundation for a long and fruitful cooperation.

"Melin and Carlsson are flexible in terms of delivery times, affordable and responsive to our requests, while constantly working to improve quality."

"In addition, they work closely with our designers as we develop, test and verify new cylinder types, and are quick to address and resolve any issues that arise. We have a very good cooperation and a good dialogue", says Marcus Johansson, Purchasing Manager at Hammar.



HAMMAR MASKIN AB - WORLD LEADER IN SIDE LOADERS

The family company Hammar Maskin in Olsfors outside Borås is a world leader with its "Hammarlift" side loader for containers. The export share is 95 % and the market spans 112 countries. Malaysia and Australia are the largest markets.

Power to move mountains. Or timbers, containers and warehouses.

Since 1990, we at Melin and Carlsson have built up a recognised competence in cylinder manufacturing.

Our cylinders are used to move everything from rubble and timber to grain, waste and stock – on forklifts excavators and construction machinery machines. In short, in any context where power is conveyed.

Our business philosophy – transferring customer value and power to customers in forestry, agriculture, transport, construction and industry – is increasingly gaining traction, especially with customers looking for tailor-made solutions. This is thanks to our competent staff, who provide hands-on support throughout the chain, from idea to delivery of the finished product.

The big challenge in an industry characterised by short lead times is delivery precision. By managing processes, focusing on quality and improving forecasting tools, we ensure that you get the right cylinder with the right function, delivered at the right time and in the right way.

Come to put us to the test!

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