

 **manner**

CASTOR NEWS

M A N N E R N E W S L E T T E R 2 0 1 5

125

1890-2015

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The famous Hango
Keksi biscuit tins were
Manner's first mass-
produced products



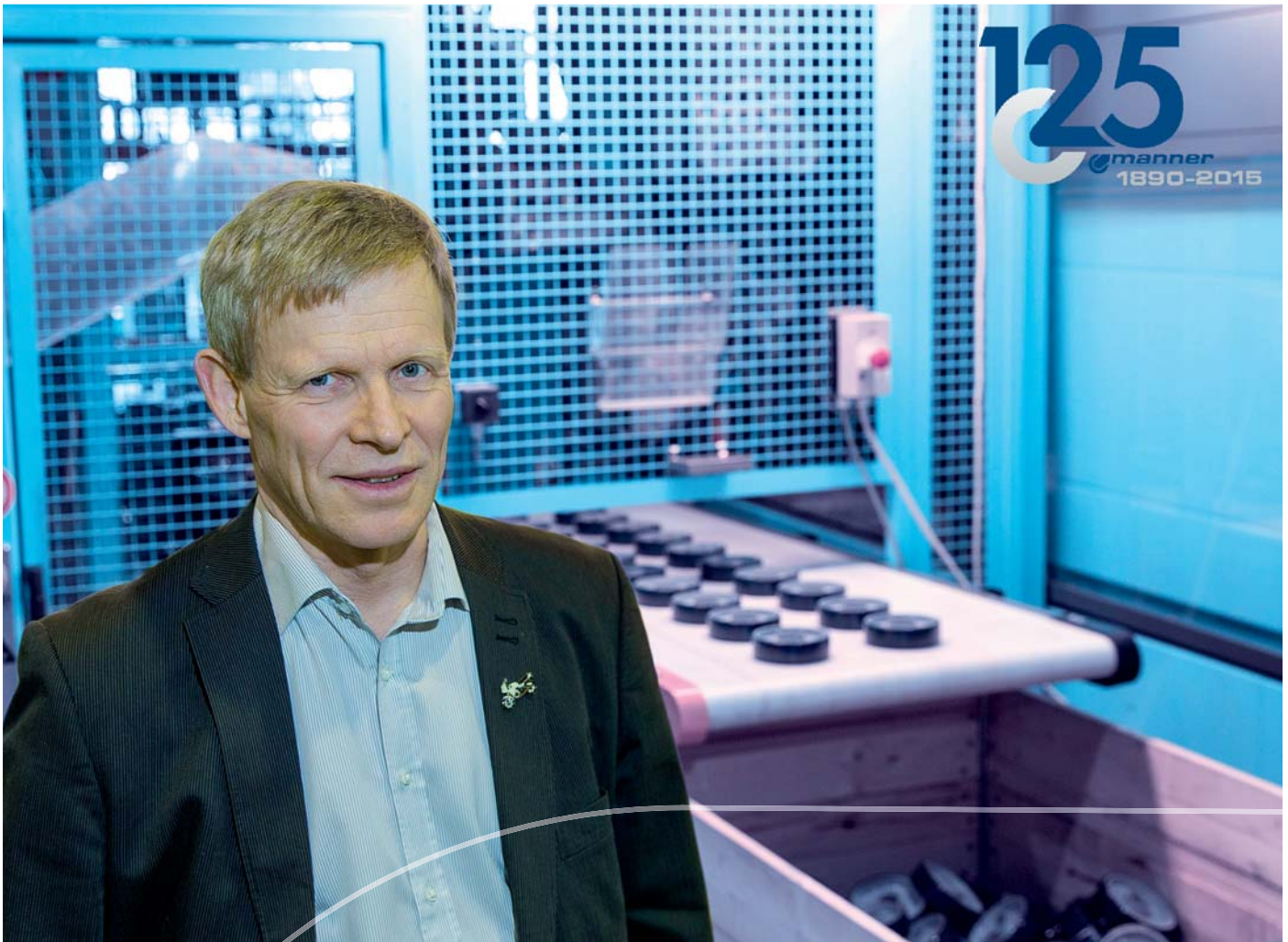
**Meet us at the Medica
Trade Fair, stand 14 E 43!**

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S M A R T M O V E S O N M A N N E R C A S T O R S



Products and operations
can only be developed
through change.
Our customers' success
will always be the goal
of our work.

Many significant changes have taken place within our company during its long history. It started as a tinsmith's workshop and developed into an engineering workshop. Later its foundry operations were complemented with manufacturing and hot-dip galvanizing of high-pressure water tanks. Along the way, the company also produced different wheels as components of machinery, and finally the decision was made to specialise solely in the manufacture of castors in metal and plastic.

In the 125 years of operation, we are guided by our customers' success. It is important for us that the castor products we design and manufacture meet our customers' needs perfectly and add value in each and every application – whether in the field of healthcare, catering, retail, manufacturing or logistics. That is why we use the best specialists and suppliers in the industry.

In the ever-tightening competition, production equipment must be of the highest possible quality – and it is. Moreover, our personnel can provide the highest level of competence in the industry. Despite the challenging conditions, Manner is a successful player, providing products and services its customers want.

Tapio Manner
Managing Director



Manner is a traditional family-owned company, founded in 1890. The same, uncompromising work for the benefit of our customers is now carried out in the fourth generation.



Juho Manner



Yrjö Manner



Aarne Manner

Founding and the first decades: From Juho to Yrjö, 1890–1940

Finnish tinsmith Juho Manner of Vähäkyrö, Ostrobothnia, founded the company on 1 September 1890. At that time, the product range consisted of kitchenware and tin roofs. The first industrial product was the tin biscuit box made for Hangon Keksi using tools developed in-house.

Yrjö Manner took charge of Mannerin Konepaja in 1917 and expanded its operations in Hanko. The product range included high and long iron structures, such as radio masts and bridges. In addition to contract manufacturing, the workshop developed serially produced products for the emerging Finnish industry. Among the products were industrial and household equipment, and castings such as pipe fittings, well covers and wagon bogies.

Towards the end of 1930s, when signs of the imminent Second World War were already in the air, the workshop focused on manufacturing war supplies. During the 1940 truce between the Winter War and Continuation War, Manner relocated production to Lohja and Lahti, southern Finland. Production was resumed in Hanko in August 1942, and in 1943 Manner was established as a limited company.

Industrialisation and specialisation: Aarne decided to specialise in castors, 1950–1970

When Aarne Manner representing the third generation of Manners started at the company in 1949, its main product lines were metal and wood-working machines, foundry products and high-pressure water tanks. Aarne found it important to focus on specific products and decided to specialise in castors, starting with the manufacture of pressed steel castors in 1951.

Plastic castors have been manufactured by Manner since the 1960s. The first injection moulding machines for the manufacture of plastic castors were purchased in 1966. Since 1974, castors have been Manner's only product line and first marketed to all Nordic countries.



Castor products from the 1960s

Internationalisation and development: Tapio takes the business to a new era, 1980–

Since 1984, this family-owned company has been headed by Tapio Manner, representing the fourth generation to do so. Under his management, the determined efforts initiated by his father Aarne to develop the company have been continued by purchasing new machines and increasing the degree of automation. As a result of improved efficiency, the markets have also been expanded. Extending the markets beyond Scandinavia was one of the primary objectives and duly accomplished – today Manner castors are exported to almost 30 countries worldwide.

Major investments have been made in product development while customer-orientation gains in importance – castors are designed in response to customer needs. The importance of attractive design is also increasing. Manner's long history and experience from working metal and plastic combined with active R&D efforts and top expertise have made Manner an internationally known and highly-valued castor brand.



Modern production facilities



Treston Group

Treston Group is one of the leading technical furniture suppliers in Europe, with professionals all over the world relying on its products and service. The main product lines are technical furniture and storage systems for industrial production and packaging lines, for product development, testing and medical laboratories, and for various applications in the healthcare sector.

In addition to high quality and durability, the company puts a lot of effort in product ergonomics and design.

Treston's product range features an extensive selection of furniture equipped with castors, such as workbenches, trolleys, mobile workstations and storage furniture. A good example of special applications is furniture with ESD protection for the electronics industry – the castors used must be conductive.

Treston Group has used Manner castors successfully in the products of its Treston and Sovella brands. The vast range of high-quality castor products makes it easy to find a suitable castor for every application. Therefore, Manner products perfectly meet the challenges set by Treston's extensive product range and high quality level. Our cooperation has been smooth for years.



A mobile workstation by Treston



LAG Spa

LAG is an Italian family company, established in 1962. Now the company is managed by **Fabio Castellani Tarabini**, a son of the company founder, Giov Battista Castellani Tarabini. Since the very beginning, LAG has concentrated on the design and manufacture of castors and wheels, especially on heavy-duty and cast polyurethane-tyred wheels.

Manner and LAG started their cooperation in 1989, and since then it has grown steadily from simple representation in each other's country to cooperation in marketing, product development and production.

"Manner and their customers have always been very satisfied with the quality and performance of LAG castor products. The confidence is high and, as our product ranges supplement each other, I'm proud to state that we are a perfect match", says Fabio Castellani Tarabini.

Manner is representing LAG in Finland and other territories, selling LAG products through a well covered reseller network. In addition to products stored in Finland, Manner can supply a wide range of LAG castor products to order.

Lately, Manner has introduced LAG's soft cast polyurethane-tyred wheels as well as heavy-duty swivel castors with brake. Further combinations of LAG's forks with Manner wheels with a load capacity of 160–300 kg are now in our standard range. For more information about these castors, see page 7 of this edition of Castor News.



Managing Director Fabio Castellani Tarabini and Export Manager Alessandro Fontanesi.



Manner Retailer of the year 2014: Lohjan Kumi ja Matto



In the picture: Heikki Laakso, Kristian Laakso and Jonne Takala of Lohjan Kumi ja Matto, and Tapio Manner.

Lohjan Kumi ja Matto managed to increase the sales of Manner products significantly in 2014. This was achieved by active field work, good knowledge of competitors, higher visibility for Manner products both in store and on their website, and continuous and active research on castor customers. Lohjan Kumi ja Matto also managed to gain new customers.



Manner at trade fairs 2015

INTERNATIONAL

10 to 13 Nov 2015 Elmia, Stand B03:18
Jönköping, Sweden
www.elmia.se/subcontractor

16 to 19 Nov 2015 Medica, Stand 14E43
Düsseldorf, Germany
www.medica.de



Manner at the Medica 2014 trade fair in Germany

Manner participated in the Medica trade fair held in Düsseldorf 12 to 15 November 2014. The event was a great success, and our products generated interest among the visitors. About half of slightly over 100 customer meetings were with new contacts.



NEW PRODUCT CATALOGUE

Our new product catalogue is now available, and it also includes the very latest Manner product innovations.

Order your copy from manner@manner.fi or download it from www.manner.fi



Manner can also be found on Facebook and LinkedIn





The Finnish castor manufacturer founded in 1890

New conductive NP/K castor in the industrial castor series



The demand for conductive castors has been increasing steadily. Manner's versatile product series also include a wide range of conductive castors.

Our latest special product for this sector is a conductive industrial castor with ball bearing (LI-100 NP/K 6202 G A) – a castor that is more quiet and runs smoother. The castor has polyamide centre and soft polyurethane tread, and its load capacity is 160 kg.

Ask also other special castors or custom castors tailored to your specifications!

Bumper for Tango castors

Tango castors can now be equipped with useful bumpers. Bumpers are made for mobile trolleys and similar devices to protect both trolley or equipment as well as doors and walls from damage in the event of a collision. The bumper can roll freely, and its form emphasises the commendable design of the Tango castors. The soft thermoplastic rubber surface on the outer edge does not leave any marks. It absorbs sound and shocks and can endure hard use.

The bumper can be mounted on the adapter or the expander of a Tango castor. It can be used on Tango castors with either a round or square expander, or a treaded stem. The bumper is suitable for Tango castors of all sizes: 75, 100 and 125 mm.

The standard colour is grey RAL 7042.



Industrial castors with a load capacity of 160–300 kg

Manner has expanded its industrial castor series in the range of 100 and 125 mm castors with ball bearing with medium heavy-duty castors, with a rated load of 160–300 kg. These castors introduce new and highly competitive alternatives to the industrial castor series.

The options are swivel castor, swivel castor with brake and fixed castor. There are four tread alternatives: polyamide, polyurethane, soft cast urethane and elastic solid rubber; the centre is of polyamide.

NEW IMPORTERS

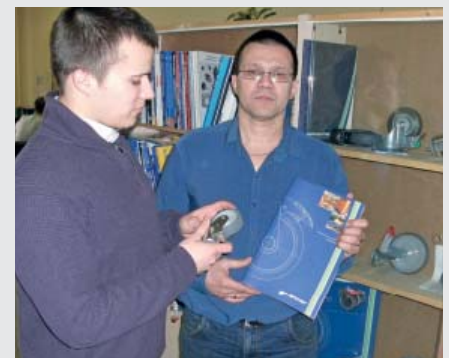
High Klasse Technic is Manner's new importer in South Korea. Our co-operation started at the end of 2014.



Managing Director Jun Yeong Park at the Damex trade fair.



Our latest importer in Russia is LBK Prom that operates in Saint Petersburg and Moscow. The contract was signed in spring 2015.



Sales Manager Evgeni Barinov and Managing Director Aleksey Barinov

Heavy-duty cast iron/cast urethane castors with brake

Manner's heavy-duty cast iron/cast polyurethane castor range is expanded with castors with brake. These castors with brake and ball bearing are available to order in sizes 150 and 200 mm.



GIVE US YOUR FEEDBACK

Please provide feedback on our magazine, our service and our products. We also welcome new ideas for the content of Castor News (subjects, readability, etc.).

Information updates. Please send your feedback, or address or personnel changes to manner@manner.fi, or through our feedback page on our website (www.manner.fi)



Zarges has used Manner castors since 2006



Zarges is part of the German Zargestubesca Group based in Weilheim in Upper Bavaria. Innovative technologies and growing experience of the high-quality material aluminium make Zarges a leading company in the four major business sectors: packaging, transportation, storage and special constructions.

The transportation product range includes a vast selection of mobile devices. A good example of these is the Zarges concept for logistics solutions: a system of modular nursing and organisation trolleys for hospitals and clinics (MPO).

This modular supply and disposal system makes it possible to tailor a complete, individual system that matches perfectly with the existing hospital or clinic equipment.

Zarges has used Manner castors since 2006, and also the MPO product line is equipped with Manner castors. Zarges uses Manner castors because they are of high quality and renowned for their use in a number of healthcare applications. Cooperation, deliveries and customer service work without a hitch. The castors are reliable and roll smoothly. Moreover, a crucial factor for selecting Manner's Tango range was its vast selection of models and properties that enables the castors to be used in a wide range of different solutions.

An example of Zarges module trolley with Manner castors.



Manner importers internationally:

- **DENMARK** • Soco Hjul A/S, Tåstrup, tel. +45 43 525 566, info@socohjul.dk
- **ESTONIA** • Etra Balti As, Tallinn, tel. +372 601 2836, tallinn@etra.ee
- **HUNGARY** • Wicke Kft, Budapest, tel. +36 1 339 9598, wicke@wickekft.hu
- **ITALY** • LAG Spa, Modena, tel. +39 59 585 425, sales@lagspa.it
- **JAPAN** • Sugatsune Kogyo Co. Ltd., Tokyo, tel. +81 3 3866 2267, import@sugatsune.co.jp
- **NETHERLANDS** • VE-Systems B.V., Nijkerk, tel. +31 33 245 8334, info@ve-systems.nl
- **NORWAY** • Otto Olsen A/S, Lillestrom, tel. +47 63 890 800, post@oo.no
- **POLAND** • Manner Poland sp z o.o., Warszawa, tel. +48 22 678 4316, info@manner.com.pl
- **REPUBLIC OF KOREA** • High Klasse Technic, Gyeonggi-do, tel. +82 31 430 1520, highklasse@highklasse.co.kr
- **RUSSIA** • JSC Technopolis, St.Petersburg, tel. +7 812 703 1010, tpolis@bk.ru
- **RUSSIA** • LBK prom, St. Petersburg, tel. +7 812 292 3700, office@tt-parts.ru
- **SWITZERLAND/LIECHTENSTEIN** • FTA Fahrzeugtechnik AG, Unterenfelden, tel. +41 62 737 0404, verkauf@fta.ch
- **UNITED KINGDOM/IRELAND** • H Varley Limited, Cheshire, tel. +44 161 928 9617, nthsales@varley.co.uk

