

## Volvo broadens specialised applications service

Volvo Construction Equipment (Volvo CE) has expanded its ability to provide customised machines that meet customers' specialised application requirements. By partnering and outsourcing modifications to an experienced special application solutions partner, such as Sweden's CeDe Group, Volvo CE is increasingly able to supply a wide range of specialist machines and provide innovative solutions to sectors where Volvo equipment has not traditionally been present. Examples of Volvo CE's facilitated special application solutions include road-rail machines, drilling and piling rigs, forestry carriers, material handling machines and amphibious machines etc.

Volvo CE's special application solutions partnerships have been developed with the dealer and customer in mind, facilitating both the customisation process and aftermarket care. Machines are adapted according to Volvo CE's strict technical guidelines and provided with comprehensive manuals and warranties covering the entire equipment. This manufacturer-endorsed process also dramatically reduces delivery lead times.

Approved partners are granted access – and must adhere to – Volvo CE's Body Builder Instructions. These web-based guidelines for articulated haulers and excavators are written by Volvo technicians and explain how to adapt vehicles in a safe and approved manner. Machines must also be compliant with local product safety and liability law as part of the agreement.

From its base in Sweden, CeDe Group is able to ship finished custom Volvo machines to dealers around the world. However, by entering into new partnerships strategically positioned across Europe, Asia and USA, Volvo CE has been able to decrease lead times on special application solutions even further. The global partners now include Hyundai TMC in Korea (specialising in forestry and demolition equipment), JUN CS (material handling) also in Korea, TSA (forestry) in Indonesia, EIK in Malaysia, Young Corp (material handling) in USA, BECO (trailers) in the Netherlands and Fliegl (push-off trays) in Germany. Volvo CE is also in talks with a potential new partner in China and looking to increase its presence in South America. ■

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A Volvo EC210 excavator in amphibious long boom-and-arm dredging guise.



A Volvo EC480D crawler excavator adapted for drilling.