



The Swedish Association for Suppliers of Mobile Machines (ML)



CLIMMAR Congress 5-7 October 2017



The organisation

ML has three different types of members:

- 19 manufacturers
- 32 importers
- 70 dealers in four regions

Total of 121 member companies

The dealers are becoming larger, and many importers have their own dealer network within their own corporate group



Activities

Trade fairs

ML are getting more involved in the trade fairs in Sweden. The members found the existing fairs had lost focus on the core products; the visitors did not have enough time to see the actual machines with all the novelties and nick-nacks being sold at the fairs.

In 2016 we held our first own fair, Svenska Maskinmässan, where only members were allowed to exhibit. This resulted in 46 new member applications (38 were approved).

The fair in 2016 was a success and got very good reviews from both visitors and exhibitors. The fair will return in May 2018 and is already sold out in terms of exhibitors.



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Activities

Education

We are focusing on finding new mechanics. The member companies need to recruit over 200 mechanics/year over the next five years. Only 60 new mechanics are finishing high school/year.

Many schools are closing their mechanic programmes due to high costs. In order to stop this downward spiral, ML will choose ten schools throughout Sweden to co-operate with and free of charge provide them machines, technical service information and supplementary training for the teachers.



Thank you for your attention!

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