Amas distributing DYNASET Knowhow in Sweden – HRVB Hydraulic Recycling Vacuum Bucket has huge potential.

Caption: Amas Sales Support Vilgot Mäntynen (on the left), HRVB Hydraulic Recycling Vacuum Bucket (in the middle) and DYNASET Area Sales Manager Esa Kannisto in Maskinmässan 2022 at Stockholm, Sweden. Alt-text: Amas Sales Support Vilgot Mäntynen (on the left), HRVB Hydraulic Recycling Vacuum Bucket (in the middle) and DYNASET Area Sales Manager Esa Kannisto in Maskinmässan 2022 at Stockholm, Sweden.

Distribution of DYNASET Know-how and the knowledge of benefits of hydraulic equipment is hard work. Even though hydraulics itself isn't new, considering that it was invented around 1800, its benefits and all its applications aren't too clear to people. At the same time, there are a lot of possibilities in this field, and our team works hard to turn these hidden possibilities into a competitive advantage for you.

Our dealer network works as a precious distributor of hydraulic know-how, and a Swedish company called Amas is one of them!

Amas is a machinery attachment and equipment specialized company located near Stockholm, the capital of Sweden. We interviewed Vilgot Mäntynen, Sales Support specialist of Amas, who is responsible for DYNASET sales in the company. What does Amas do?

- We mainly sell excavator equipment for building, construction, recycling, and demolition jobs. We currently have seven employees and have hired one more who starts full-time after the summer. So our business is expanding as we speak, said Vilgot Mäntynen.

HRVB Hydraulic Recycling Vacuum Bucket – “A great addition to the side of hydraulic magnet”

Because most of their customers come from the demolition industry, they are excited about the DYNASET HRVB Hydraulic Recycling Vacuum Bucket. This bucket was introduced to the world in 2021. Now it is revolutionizing the sorting of light material, for example, on demolition sites. Long story short, this unique excavator bucket is made for collecting light material easily and fast as a sort of vacuum cleaner. It can be used in many industries like construction, maintenance, infrastructure, and demolition. Especially in demolition sites, the bucket gives significant advantages because sorting waste makes waste management costs smaller, meaning savings to contractors. The bucket also makes working safer because now you can replace hazardous manual work, like collecting sortable materials from ruins and partly demolished buildings.

Caption: HRVB Hydraulic Recycling Vacuum Bucket is extremely handy tool for collection light material like LECA Light Expanded Clay Aggrecate which is used as an insulation material in northern countries. Also materials like wool and plastic can be collected with the bucket. This way collected materials can be reused or recycled which is much cheaper compared to the case where it ends up to the mixed waste container. Alt-text: DYNASET HRVB Hydraulic Recycling Vacuum Bucket with open hatch showing the LECA Light expanded clay aggrecate inside it.

And what were Vilgot's initial thoughts about this new type of light material sorting device?

- My initial thought was that it is a great addition to the side of a hydraulic magnet. The bucket looks nice and helpful in picking up light material. Actually, we were showcasing HRVB Hydraulic Recycling Vacuum Bucket in Maskinmässan, the biggest machinery exhibition in Sweden, at the beginning of June 2022. We got attention with it, even though we couldn't run a full demo because of the exhibition restrictions. Have to say that the bucket has great potential because today, it is wise to sort material when you demolish something because it lowers the contractor's waste management costs.

And what other applications Vilgot Mäntynen sees for the HRVB Hydraulic Recycling Vacuum Bucket in Sweden?

- One application is cleaning debris thrown on the roadsides, which becomes visible when mowing them.

Caption: HRVB Hydraulic Recycling Vacuum Bucket is a whole new type of bucket. It used powerful suction for collecting light material. The bucket is perfect tool for many cleaning tasks on different worksites and even on roadsides, coastal areas and festival grounds. Alt-text: HRVB Hydraulic Recycling Vacuum Bucket attached to an excavator.

Two Experts Together, Ensuring the Best Customer Experience

Amas is an excellent example of DYNASET and dealer collaboration because they are experts in their field, and through partnership, they have Dynaset's technical support available.

- I think the collaboration is working great. We may not be as technical as Dynaset's guys in some areas, and if we need technical support, we get it. Regarding the products, we have got a lot of good feedback. People are still amazed at how much power you get from small pumps, generators, and compressors.

Caption: Maskinmässan is the largest construction exhibition in Sweden. This year DYNASET and AMAS was showcasing products together. In the photo DYNASET Area Sales Manager Esa Kannisto is showing HPW Hydraulic High Pressure Water Pumps power washing abilities to an expo visitor. The pump itself is installed to Ford Transit service van that is behind them. Alt-text: Product demonstration of HPW Hydraulic High Pressure Water Pump