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From Garage to the Global Market: At Timan, Local Jobs Matter

The Story in Brief

- Timan A/S was founded in a garage in 2004 and has grown into a company with 36 employees and 7,000 square metres of production space. Around 75 per cent of its revenue comes from exports, primarily to the EU.
- The company is run by three brothers with clearly defined responsibilities: Arne handles finance, Henning technology and Birger sales. They remain firmly rooted in their hometown and the former machine factory.
- The workforce includes skilled tradespeople and self-taught technicians. Several have been with the company since the beginning, and production includes tool carriers and remote-controlled slope mowers.
- Timan has introduced AI to develop digital systems for sales and trade fairs. Following the financial crisis, the company also broadened its product range to reduce its vulnerability.
- The company aims to increase revenue to DKK 100 million within three to four years while retaining jobs in the local area.

When Birger Pedersen walks across the car park at Timan, the sight of the employees' cars makes him stand a little taller. They remind him of what the company has become and how many people now spend their working lives here.

"I am proud that we still have a company that can provide a livelihood for a group of people," he says.

Today, the machinery company employs 36 people and is run by Birger together with his brothers, Arne and Henning. From 7,000 square metres of production facilities in Tim, tool carriers and remote-controlled slope mowers are shipped to customers in many countries. Around 75 per cent of revenue comes from exports.

But although the machines travel far, the brothers have remained in their home town.

Timan is based in the buildings of the former Tim Maskinfabrik, founded by the brothers' father in 1961. The family has worked with machinery here for decades, and Timan now rents the premises.

The company's own story began in 2004. Henning, an engineer, started designing a machine in his garage in January. In September, Birger left his position as sales manager to join him. They were able to borrow workshop space from Birger's older brother and assemble the chassis there. The following year, the first prototype of the Tool-Trac tool carrier was ready to drive.

The division of responsibilities between the brothers remains clear: Arne manages finance, Henning technology and Birger sales.

“We grew up around machinery, engines, hydraulics and things that could move,” Birger Pedersen says.

Building a machine was only the first challenge. It also had to reach customers. An early agreement with a dealer network provided a route to market, and from the outset the brothers decided that the EU would be their home market.

New Components, Familiar Faces

The production team includes automotive mechanics, other skilled tradespeople and self-taught technicians. Several employees have been with the company since the beginning, and some, like the brothers, have roots in the former machine factory.

One of the employees assembling the machines is Kim Maquardt. He originally trained as an automotive mechanic and enjoys putting together brand-new machines at Timan.

“As you can see, I am not dirty. I am almost wearing the same work clothes I had on Monday,” Kim Maquardt says.

He estimates that he helped assemble around 250 cabs in the cab department alone before moving on to other assembly tasks.

Another machine is being prepared with air conditioning, a seat and cameras, among other equipment. It is going to the Czech Republic, giving the export figures a specific destination in the middle of the daily work.

No Two Days Are the Same

For Sophie Nielsen, who has worked at Timan for almost 11 years, it is primarily the variety and contact with colleagues that make the workplace attractive.

“Because I work as both a buyer and a planner, no two days are the same,” she says.

Her job is to coordinate materials and production. Components arrive from Denmark and other countries and must be available when needed. At the same time, they should not arrive so early that unnecessary capital is tied up in stock.

“I have a great deal of contact with production and the warehouse, and I really enjoy all that communication.”

Artificial Intelligence Has Arrived in Tim

Although Timan is a small company, its employees have started using AI to develop new digital systems. Nicolai Bjerg Moesgaard, who is responsible for AI at the company, explains that, despite having no programming experience, he has built a portal where sales staff can configure machines and prepare quotations.

He has also developed a solution for trade fairs that allows both sales staff and visitors to find information about the machines:

A Broader Product Range

The financial crisis was a turning point for Timan. According to Birger Pedersen, it showed how vulnerable the company was with just one main product. This led to the development of remote-controlled slope mowers, which have since become an important part of both revenue and earnings.

Development of the tool carriers is continuing at the same time. With the new, smaller 2620, Timan intends to enter a market where Birger Pedersen believes there is room for another supplier.

Comfort is a key consideration when developing new machines. Air conditioning, low noise levels and a well-designed operator station should make a difference for anyone who spends the working day behind the wheel.

“Comfort and the working environment go hand in hand,” Birger Pedersen says.

Ambitions Rooted in Tim

Most exports go to the EU, but Timan also sells to Japan and has recently begun working with the Canadian market. Birger Pedersen sees promising opportunities there, although it is still too early to know how large the market may become.

The aim is to increase revenue from around DKK 58 million to DKK 100 million within three to four years. This should create more activity in the production halls and may eventually require additional space.

“Keeping jobs in the town is something very close to our hearts,” he says.

And when he looks across the car park, he does so knowing that the result is a shared achievement:

“We all depend on one another, and we have helped each other get to where we are today.”

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