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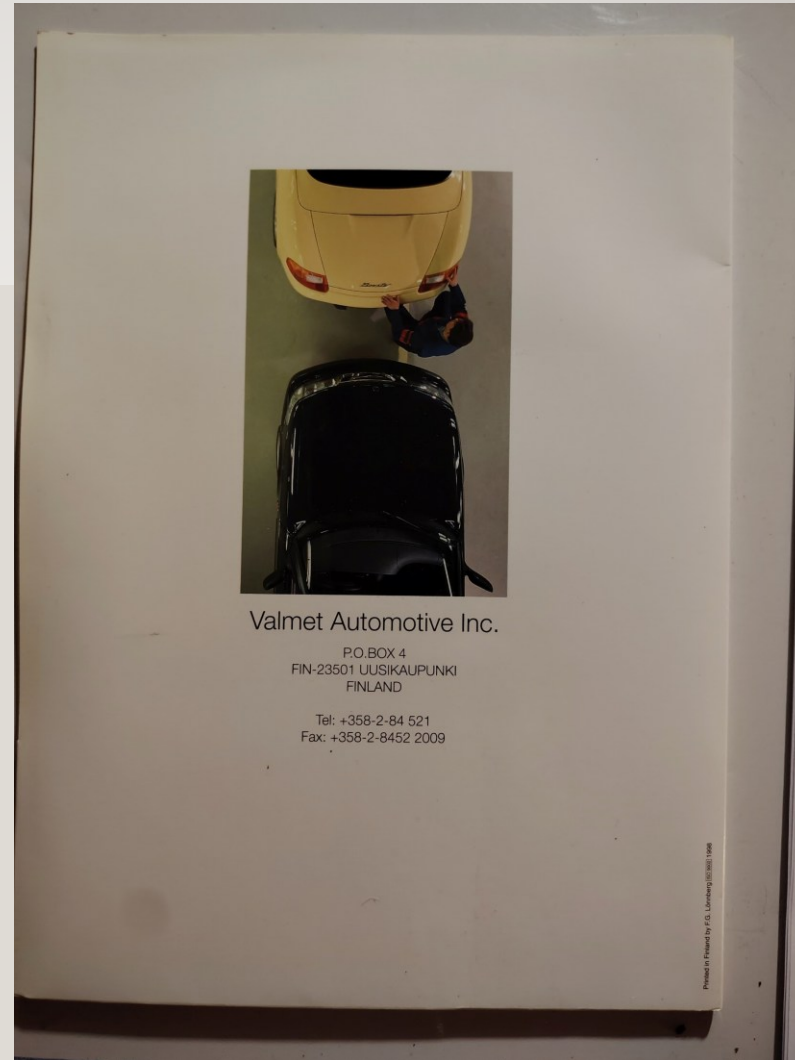
Contact : Jean-Claude ROGER

06 80 28 60 92

jcbourseauto@gmail.com

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Valmet Automotive

LET US
HELP YOU
SEIZE THE
OPPORTUNITY



Classics apart, the market for specialty cars is more trend-conscious than the volume market. This means that speed is of essence. When the market warms to a new vehicle concept, you must move fast. If you are able to bring out, say, the new roadster or the performance model before the competitors, you will reap the full benefit of the market opportunity.

Are you pressed for resources to seize the opportunities in the specialty car market? We have our finger on the pulse of the market and can provide the needed resources cost-effectively with competitive productivity.

The annual demand for special models is typically of the order of 10 000 - 30 000 cars. We have the resources simultaneously to cater for three-four customers' needs.

From concept to production

We at Valmet Automotive have the tools, the experience, the skills, and the partner and supplier network to enable us to handle your special model projects all the way from concept to production and delivery.

The design, engineering, and manufacturing equipment of our plant in Uusikaupunki, Finland, is up to date and compatible with those used by major manufacturers.

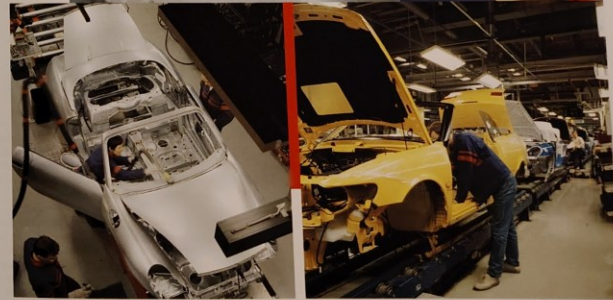
Our track record speaks for itself. The cars currently in production include the Saab 9-3 Convertible and the Porsche Boxster. We have produced all the Saab Convertibles since 1996. The Porsche Boxster production started in 1997 and it took us only 8 months to bring the car into production, with all the

Valmet Automotive

customer's strict quality requirements attained at every stage. The customer, Dr. Ing. h.c. F. Porsche AG, stated after the production start-up that no other manufacturer could have done the same.

Special people

It takes special people to act fast and flexibly with consistently high quality. For us, competent and motivated workforce is the key to high quality and productivity. Our workforce has an exceptionally good basic education and virtually everyone holds a vocational diploma. With a workforce motivated by Finnish high work ethic, absenteeism has never been an issue for us.



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YOUR SATISFACTION IS THE MEASURE OF OUR QUALITY



"This has been a mutually beneficial partnership. We have exchanged a lot of visits and ideas in both directions. The customers have been the first to benefit, and the volume of the Boxster manufactured by Valmet Automotive has exceeded the expectations."

Hans-Stefan Heimberger, Resident Engineer, Porsche AG.

In our view, quality is created, maintained and improved by people. We are all individually and collectively committed to getting things right first time. The core of our quality is the team, which takes responsibility for its own work. The management supports the teams by providing resources for continuous improvement of skills and method of working.

When quality targets have been agreed upon with the customer, we take responsibility for

compliance with the targets and automatically initiate corrective action if necessary. The customer receives audit reports on a continuous basis and results are jointly reviewed at regular intervals.

We monitor the same independent quality indicators as the customers use for their own production, notably warranty and delivery inspection statistics. They also serve as a benchmark by which we can compare our performance to that of our competitors.

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Certified to the ISO 9001 standard in 1995, we are also among the first automotive companies to receive the QS-9000 certificate for our quality system.

Quality partnership

Porsche AG chose Valmet Automotive as its first production partner outside Germany. With demand for the Porsche Boxster running high, the schedule was extremely tight.

For Porsche, quality is top issue. In the course of the quality process leading to production,

Valmet Automotive's quality system was audited. Design reviews were conducted, the processes were checked, tested, pilot cars were produced and tested.

According to Mr Hans-Stefan Heimberger, Resident Engineer of Porsche AG, the project has been successful through all the stages, with all the quality requirements achieved from the very beginning. He describes the success to the motivation and good skills of Valmet people, guided by teamwork and root-cause analysis. "As a result, action is always well thought out," Mr Heimberger states.



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OUR EXPERIENCE AT YOUR DISPOSAL



"From the standpoint of Saab, the most important thing in starting the project is to know and trust the people you are working with and to be sure that they understand your quality thinking. Knowledge of the customer's other products is also a definite advantage."

Peter Leonard, Manager Special Vehicle Operation, Saab Automobile AB.

Specialty cars are typically niche products with a shorter time-to-market and lower sales volume than standard cars. These cars live by quality. The market calls for speed, flexibility and unfailing quality performance. Your challenge is to find the design, engineering and production solutions that meet market expectations cost-effectively.

We offer you the benefit of our specialty car experience. Backed up by a network of design and engineering partners as well as component suppliers, we have the skills and resources to find the optimal solution to your special model project.

Our flexibility grows from innovative ways of combining human skills and machinery in production engineering and in production itself.

Open car expertise

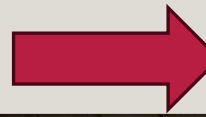
Open car concepts are our strongest field of specialty car expertise. Valmet Automotive had a significant role in the design of the Saab Convertible and has exclusively handled the manufacture of this car, which has become a classic. We believe it is helpful for mutual understanding on specialty car projects that our experience also includes manufacture of

Valmet Automotive

standard cars. In the course of our long and continuing cooperation with Saab, we have manufactured standard and special models side by side.

Valmet Automotive will produce Saab's high performance special version of the 9-3, the Saab 9-3 Viggen. Peter Leonard, Manager Special Vehicle Operation of Saab Automobile AB, says Saab's most important demand for the project is achievement of the company's quality objectives, which cover production quality, customer satisfaction and warranty repairs.

"Our goal is to be among the best in the industry in these areas," Mr Leonard states.



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NO NEED TO SHOP ELSEWHERE



Valmet Automotive

The manufacture of a specialty car will typically involve a large number of component suppliers. You need not go into the trouble of shopping around. The partnership we offer centres on us finding the production friendly solutions in cooperation with engineering and component specialists.

Our coastal location is one of our strengths. With a sea port close at hand we can offer a competitive logistical solution to the supply of components and delivery of finished products.

Quick reaction to market needs, active design and engineering role, fast production start-up and ramp-up, quality work, high productivity, competitive logistics – we offer you the whole value chain.






Valmet Automotive

When it comes to contract manufacturing of specialty cars, the motor industry increasingly prefers systems partnership, with the manufacturing partner taking responsibility for the project from concept to delivery. That is also our preferred model.

We operate with a strategically focused base of in-house resources backed up by an extensive network of cooperation partners and suppliers. In our view, it is the best way of securing exactly the right resources for your project.


As an independent automotive company we have learned to live by speed and flexibility. All our regular resources from design and engineering to production and logistics are based in connection with our plant. Information flows quickly, decisions are made fast and projects are efficiently managed.

The whole value chain

The whole value chain from concept to manufacturing contains in addition to product design, engineering and testing, prototypes, manufacturing engineering and management of component suppliers and logistics.

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CONSIDER VALMET AUTOMOTIVE



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The tools







Our production plant in Uusikaupunki, Finland, houses all the company resources and operations from design and product development to production and logistics. The main facilities are Technical center, Body shop, Paint shop and Final assembly. The capacity of the existing production system and supplier infrastructure can easily be expanded to approximately 100,000 cars per year.

The welding shop is flexibly robotized with 70-90 per cent of welding automated. The paint shop line is designed with a view to high corrosion resistance, quality finish and a wide range of colours. The process is nearly fully automated and meets the environmental requirements of the EU.

The flexible production system comprises a main assembly line, with separate lines installed as required for new niche products. Different product lines can be either partly integrated or kept separate, whichever suits best the customer and the product.

Financial resources and investment in future

Valmet is a stock exchange quoted company with worldwide operations. The financial situation of the group and of Valmet Automotive is strong. We have consistently invested in upgrading our production and engineering system.

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All in place

It is easy to start systems partnership with Valmet Automotive. Everything required is already in place – plant, systems, equipment, trained personnel. With no major investment needed, we can get down to work from the word go.

All-in value

We offer you an inclusive partnership, with turnkey deliveries flexibly tailored to your needs. It is a competitive all-in offer.

The experience

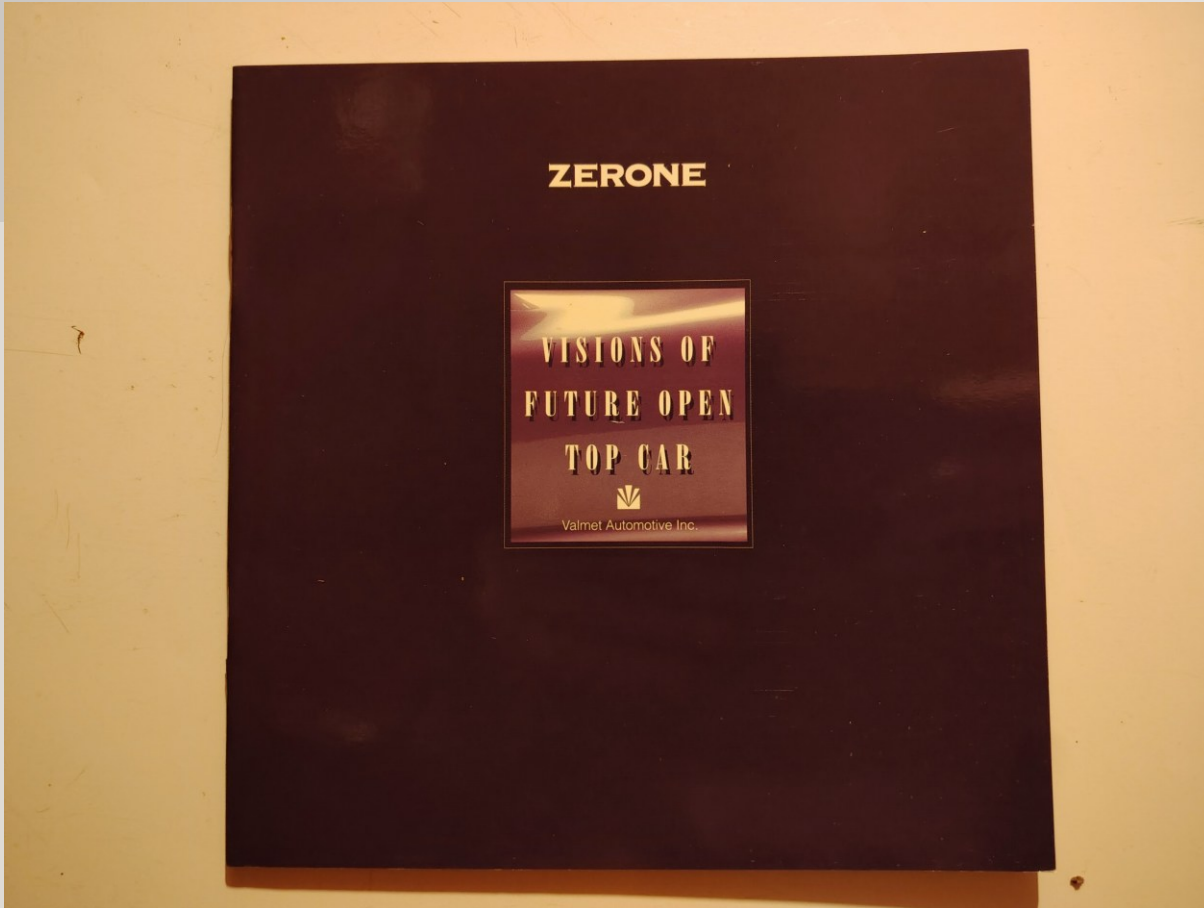
A member of the globally operating Valmet engineering and manufacturing group, Valmet Automotive has been the development, engineering and manufacturing partner to the motor industry for some 30 years. We have delivered a total of over 800,000 quality cars to the world market. The share of open models, our strongest specialty car field, has grown steadily. In 1999, nine out of every ten cars produced in Uusikaupunki will be convertibles.

SPECIAL CARS FOR SPECIAL NEEDS

1969	Start of Saab 96 production. Models produced for Saab: 95, 96, 99, 90, 900, 9000
1979	Start of Chrysler-Talbot production. Models produced: Horizon, 1510, Solara
1986	The first Saab 900 Convertible (generation one)
1991	Start of Opel Calibra production
1994	The first Saab 900 Convertible (generation two)
1997	Start of cooperation with Dr. Ing. h.c. F. Porsche AG. The first Porsche Boxster completed by Valmet Automotive
1998	The first Saab 9-3 Convertible
1999	Start of Saab 9-3 Viggen production



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ADVANCED CONVERTIBLE ROOF SOLUTIONS

The Zorone unveils an entirely new innovative soft top concept that offers significant advantages.

The fully automatic top is extremely simple to operate. Pressing one button does it all. The cycle time is significantly shorter than in traditional convertibles.

The wide rear window offers an appreciable improvement of rear visibility in comparison to current traditional open top cars. The glass rear window is attached to rigid bow, resulting in a sturdier top. This robust design enhances safety aspects and enables accessory installations, such as cargo carriers etc.

The long quarter glasses and narrow C-pillars let more daylight into the car and also improve visibility out of the car.

Easy and quick to operate, the roof folds into a shallow space, giving a larger scope to design and leaving more space for luggage.

The roof of the Zorone has a striking appearance. Traditionally, canvas roofs slope down gently at the back. In the Zorone, the top ends in a bold perpendicular slash. The tightly fitting roof and effective seal concept with short-drop functional door glasses effectively exclude leaks, draught and noise.



FORTSCHRITTLICHE LÖSUNGEN FÜR CABRIOVERDECKE

Der Zorone präsentiert ein völlig neues innovatives Konzept für Cabrioüberdecke mit bedeutenden Vorteilen.

Das vollautomatische Verdeck ist äußerst leicht zu bedienen. Ein einziger Knopfdruck genügt. Die für das Öffnen oder Schließen benötigte Zeit ist erheblich kürzer als bei herkömmlichen Cabriolets.

Durch das große Heckfenster ergibt sich im Vergleich zu herkömmlichen Cabriolets eine deutliche Sichtverbesserung nach hinten. Das gläserne Heckfenster ist an einem starren Spiegel befestigt, was ein stabiles Verdeck gestattet. Dieses robuste Design erhöht das Sicherheitsniveau und erlaubt die Montage von Zubehör wie etwa Gepäckträgern. Die langgestreckten Schwellen und schmalen C-Säulen lassen

mehr Tageslicht in den Innenraum dringen und verbessern zugleich die Sicht nach draußen.

Das leicht und schnell zu bedienende Verdeck faltet sich sehr flach zusammen, wodurch erweiterte Gestaltungsmöglichkeiten für designorientierte Lösungen und mehr Platz für das Gepäck gegeben sind. Das Verdeck des Zorone hat ein auffälliges Aussehen. Normalerweise fallen Verdecke aus Stoff nach hinten sanft ab. Beim Zorone jedoch weist das Verdeck hinten seinen nahezu senkrechten Abschluß auf.

Der stramm sitzende Verdeckboug und das effektive Konzept der Verdeckabdeckung mit automatischer Kurzhubsenkung der Seitenscheiben verhindern wirkungsvoll Wassereintritt, Zugluft und Windgeräusche.



SPACIOUS, SAFE AND SPORTY INSIDE

The Zorone is a spacious convertible for four adults. It offers superior use-of-space and travelling comfort in its size segment.

The front seats with integrated safety belts contribute to open car comfort. The rear seat is wider than is usual in convertibles of this segment. In the back, the safety belts have been installed up in the middle, making them easier to use.

The curved and cup-like forms of the interior emphasise the sporty character of the car and its travelling comfort. The lines of the dashboard and the rear seat continue on to the side sills, separating the interior from the body in form an spacious self-contained environment.

The luggage capacity of the variable trunk is of competitive volume. Long items, such as skis, can be loaded through a load hatch in the centre of the rear seat back.



GERÄUMIGE, SICHERE UND SPORTLICHE FAHRGASTZELLE

Der Zorone ist ein geräumiges Cabriolet für vier Erwachsene. In seiner Größeklasse zeichnet er sich durch eine überlegene Raumnutzung und besten Reisekomfort aus.

Die Vorderplätze mit ihren integrierten Sicherheitsgurten erhöhen den Komfort des Fahrerzuges zusätzlich. Der Rückbank ist breiter als dies bei Cabriolets dieses Segments üblich ist. Die oberen Befestigungen der hinteren Sicherheitsgurte sind in der Mitte angebracht, wodurch die Gurte bequem anzulegen sind.

Die geschwungenen Formen des Innenraums unterstreichen den sportlichen Charakter und den Fahrkomfort des

Fahrerzuges. Die Linienführung der Instrumententafel und des Rückleitzers setzt sich in der seitlichen Polsterung fort, wodurch sich der Fahrstrom von der Karosserie abhebt und eine geräumige, eigenständige Umgebung bildet.

Das Fassungsvermögen des variablen Kofferraums ist von beachtlichem Volumen. Lange Gepäckstücke, wie etwa Skier, können dank der Durchlademöglichkeit in der Mitte des Rückleitzers bequem transportiert werden.



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ZERONE

TECHNICAL HIGHLIGHTS

Ease and simplicity of operation are the central goals guiding the technical solutions of the Zerone.

The roof mechanism of the Zerone has fewer bows than current five-bow concepts. This results in a significant reduction of cycle time and very competitive manufacturing costs. The roof contour over the rear seat also increases the passenger headroom.

Thanks to the omission of one bow, the roof mechanism can be stacked into a smaller space than five-bow structures. The actual stacking depth depends on the length and shape of the roof.

Another innovation is that the roof requires no latching on the tonneau cover, which makes it simpler and eliminates potential wear and strain problems.

In the Zerone, the flush tonneau cover is part of the body surface, made of steel and painted in the body colour. The tonneau cover travel path is low and horizontal over the rear deck lid, ensuring unobstructed rear visibility during the actuating cycle.

The attaching of the rear window to the rearmost bow significantly contributes to the robustness of the roof mechanism.



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FROM CONCEPT TO DELIVERY

Open cars have lower sales volumes than standard cars. These cars, which live by quality, must be brought to the market fast. That calls for flexibility and experience.

Valmet Automotive's open car experience and capabilities cover the whole value chain from design concept to delivery to the market. Thanks to our flexible design, engineering and manufacturing capabilities, we can be your partner in the design, engineering and manufacturing of your specialty car.

Since 1969 we have manufactured over 100.000 convertibles. Concept cars have been a normal part of our product development activities. We have previously presented both soft top and retractable hard top concepts. Development of automatic power tops is one of our fields of expertise.

In design and engineering, our aim is always to come up with a production friendly solution. That involves, in addition to product design, engineering and testing, production engineering and management of component suppliers.



VOM KONZEPT BIS ZUR AUSLIEFERUNG

Cabriolets haben ein geringeres Verkaufsvolumen als Standardfahrzeuge. Diese Fahrzeuge müssen hohen Qualitätsanforderungen genügen und möglichst schnell auf dem Markt platziert werden. Daher ist für ihre Produktion Flexibilität und Erfahrung unumgänglich.

Die Erfahrung von Valmet Automotive in der Herstellung von Cabriolets umfasst den gesamten Prozess vom Konzept bis zur Auslieferung an den Kunden. Dank unserer Flexibilität und unserer vielfältigen Konzepte sind wir der geeignete Partner für Sie bei Entwurf, Konstruktion und Produktion Ihres Spezialfahrzeugs.

Seit 1969 haben wir bereits mehr als 100.000 Cabriolets produziert. Konzeptfahrzeuge waren stets ein fester

Bestandteil unserer Aktivitäten in der Produktentwicklung. Wir haben bisher sowohl Softtop-Modelle als auch neuartige Hardtop-Konzepte vorgelegt. Die Entwicklung von automatisierten, angetriebenen Verdeckeln ist eines der Gebiete, auf denen wir über eine besondere Expertise verfügen.

Bei Entwurf und Konstruktion haben wir stets besonderen Wert auf produktionsfreundliche Lösungen gelegt. Daran sind neben Produktdesign, Konstruktion und Testverfahren auch die Planung und Erstellung von Fertigungsanlagen und das Managen der Zulieferer maßgeblich beteiligt.



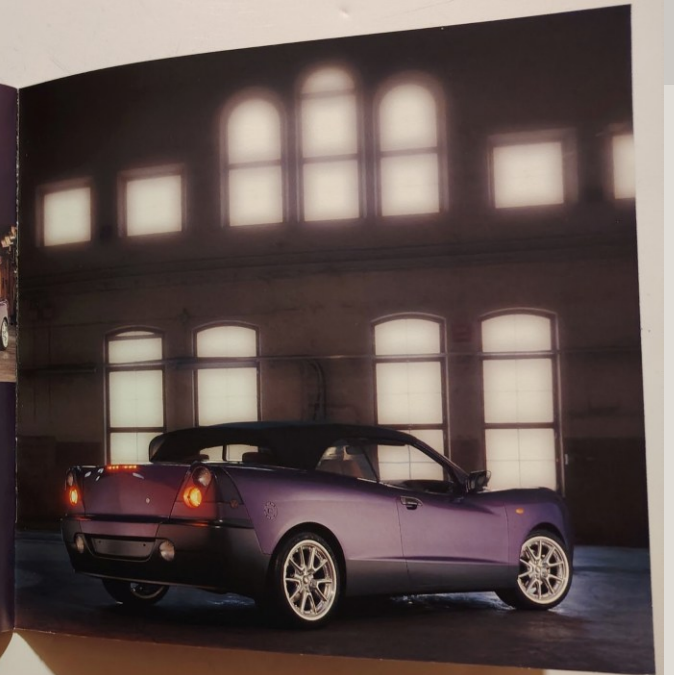
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Valmet Automotive is an independent contract manufacturer of high quality specialty cars for the global market. Valmet Automotive has top class open car expertise and experience. The company offers the speed, the flexibility and the uncompromising quality required for success in the specialty car market. With the whole value chain from concept to delivery at its disposal, Valmet Automotive is a competitive partner for specialty car projects.

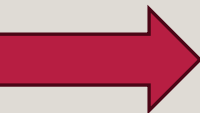
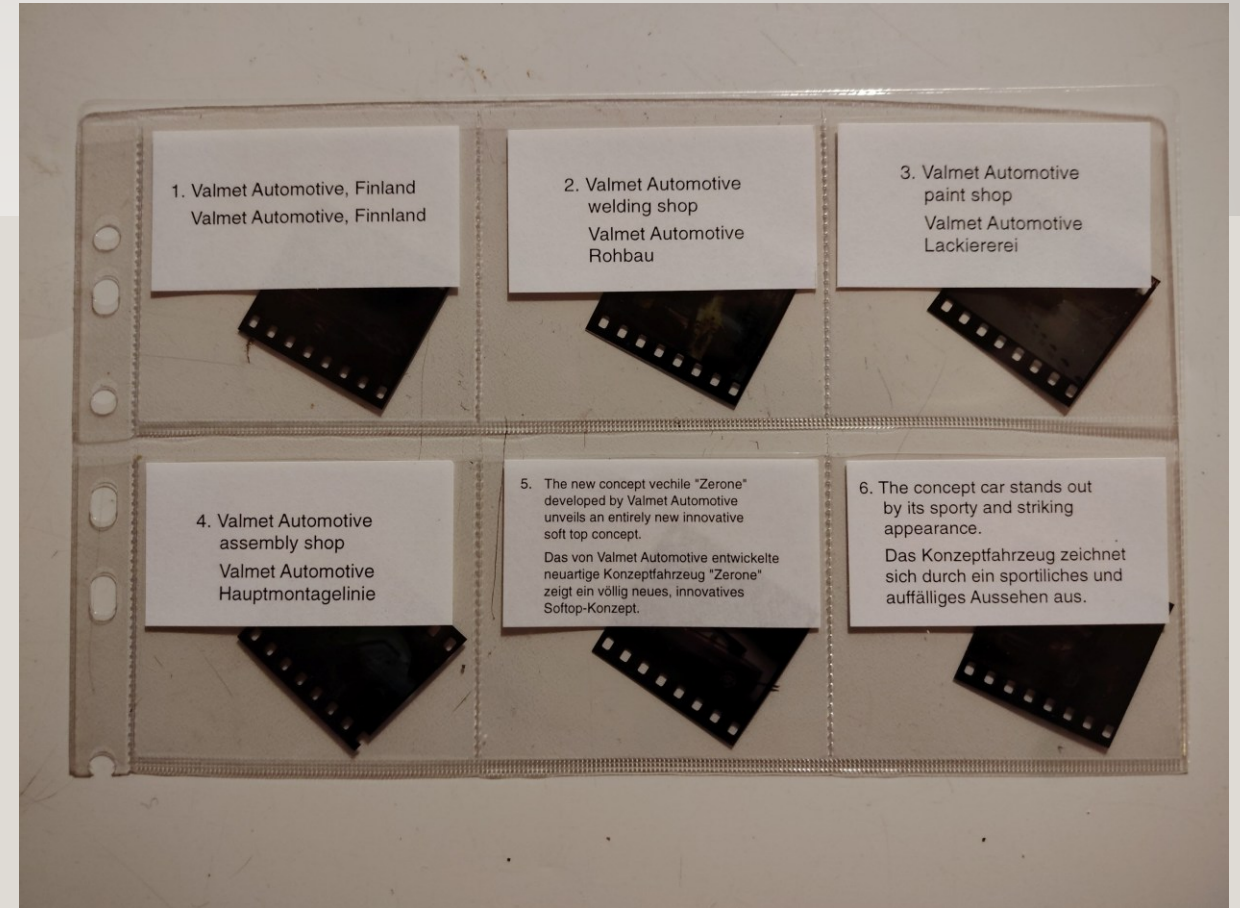
Valmet Automotive has produced over 100.000 cars since 1969. Models currently in production are the Saab 9-3 Convertible, the Saab 9-3 Viggen and the Porsche Boxster.

Valmet Automotive ist ein unabhängiger Hersteller von hochwertigen Spezialfahrzeugen für die Märkte in aller Welt. Valmet Automotive verfügt über beste Referenzen und Erfahrung in der Produktion von Cabriolets. Das Unternehmen bietet die für eine erfolgreiche Tätigkeit auf dem Markt für Spezialfahrzeuge erforderliche Schaulichkeit, Flexibilität und kompetitive Qualität. Mit allen Stufen der Produktentwicklung und Herstellung vom Konzept bis zur Auslieferung unter einem Dach ist Valmet Automotive ein wettbewerbsfähiger Partner für Projekte von Spezialfahrzeugen.

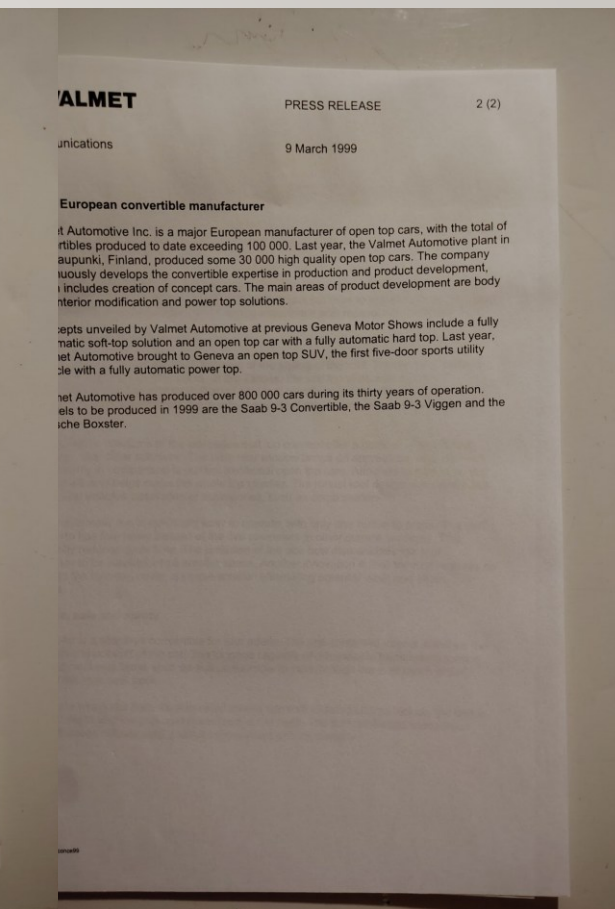
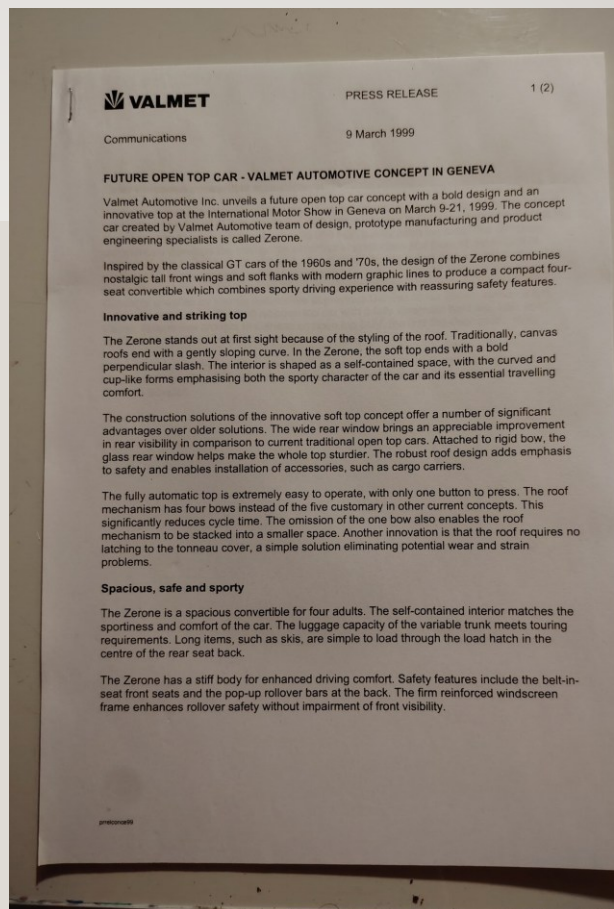
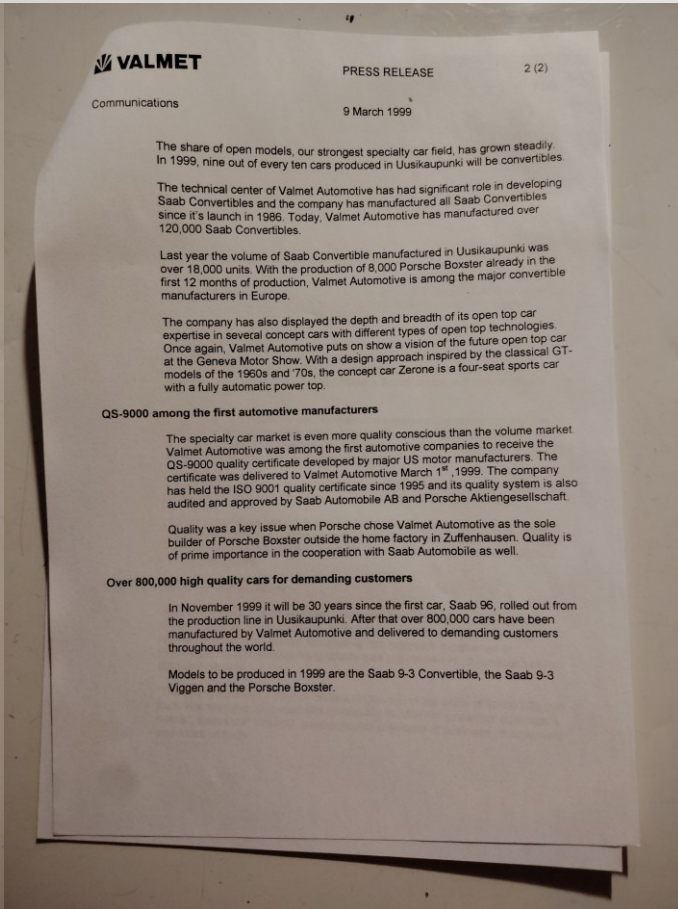
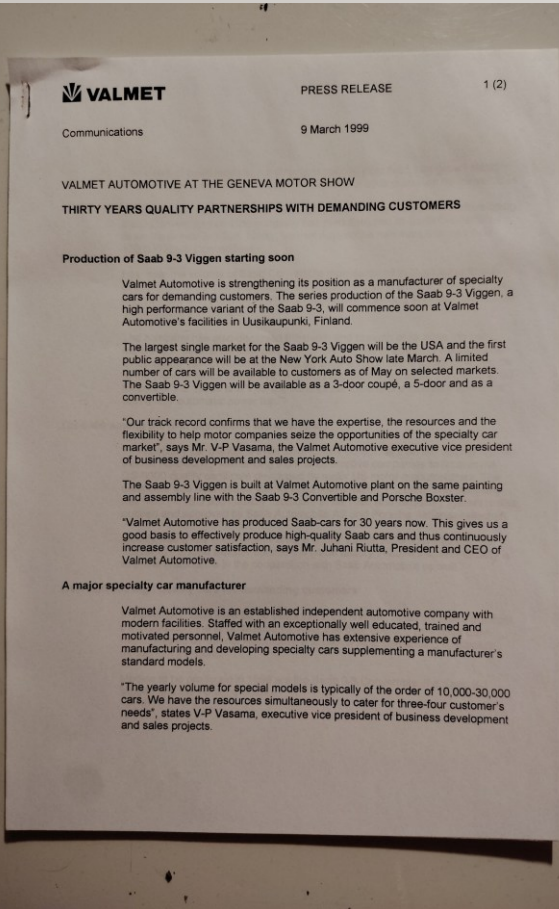
Valmet Automotive hat seit 1969 bereits über 100.000 Automobile produziert. Die derzeit gefertigten Modelle sind das Saab 9-3 Cabriolet, der Saab 9-3 Viggen und der Porsche Boxster.



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Valmet Automotive Inc.

P.O.Box 4
FIN-23501 Uusikaupunki
Finland

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Jean-Claude ROGER
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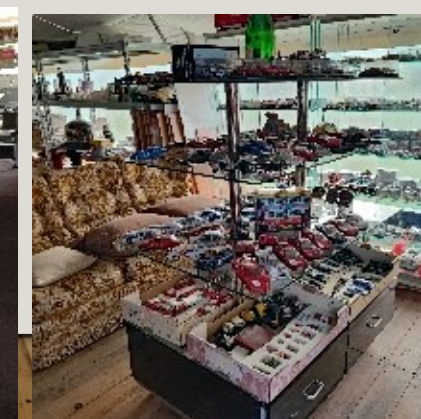
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