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A few words from the CEO

EdmoLift continues to deliver

The slowdown in economic activity is showing and we now have a more normal economic situation after many years of an economic boom. Following several years of growth, that trend is now in decline and what forecasters predicted is being felt by many of our competitors in the form of slimmer order books.

But despite the cooler climate, EdmoLift is continuing to deliver:

- October was an all time high, both with regard to orders received and billing.
- Our half-year accounts post a result that is the best in the company's history.

We haven't just managed to keep afloat, we have continued at full steam ahead. We are winning market shares and when the market falls, we do more business.

This is, of course, a sign of EdmoLift's strength and it is the result of very good work by our employees, business partners and dealers around the world.

I would like to focus a little extra on EdmoLift Benelux. The company has enjoyed exceptional development over the last few years, it has won major market shares and is doing very good business. The company has extraordinary drive and its award of Distributor of the Year this year is well deserved.

That we - despite the slowdown of the market - continue to grow is good testimony to our long-term work. We are deliberately investing in developing our products, our company and the product range for our customers as a single entity. Doing it all to be able to be a world-class global partner, not just today but also tomorrow.

This is a strategy that we will hold on to wherever the economic indicators point, and we will continue to invest in the company and in the markets. And of the two new employees that will be presented in this newsletter, one is a direct recruit to the continous strive to develop forward. In other words, we cannot see any reasons for any great concern and we have a strong belief towards the future, which we know we are well-equipped for.

In conclusion, I would like to take this opportunity to say a special thank you to those of you who responded to our customer survey this autumn. Honest feedback from our customers is, of course, extremely important to our constant endeavours to improve at all we do. Your responses mean a lot - and help us make EdmoLift better!

Anders Wahlqvist
CEO EDMOLIFT AB
anders.wahlqvist@edmolift.se

END OF YEAR INFORMATION FROM EDMOLIFT

Our hard-working EdmoLift employees are deservedly taking some time off to celebrate Christmas and New Year's. Hence, we will be closed from 23/12/2019 through 01/01/2020. If you come to think of any questions while our office is closed, you can send us an email at b2b@edmolift.se and we will attend to your matter immediately after the holidays.

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Bespoke work platforms for Emhart Glass

The glass machine manufacturer Emhart Glass wanted to improve the working environment at its production line in Örebro. The solution was two bespoke work platforms from EdmoLift.

Anders Larsson, quality development manager at Emhart Glass

"After a lot of discussion, we found a solution that has proven to be very good. We use the platforms on a daily basis and we are really satisfied," says Anders Larsson, quality development manager at Emhart Glass.

Emhart Glass is constantly looking for opportunities to improve its working environment and ultimately reduce its sick leave. At its facility in Örebro, Emhart Glass manufactures parts for machines that make glass bottles. Part of the production line involves the raw materials being fitted in a fixture on a machine pallet that is subsequently processed by a milling machine.

The work of fitting the materials takes place at a work station that could neither be raised nor lowered, which meant that parts of the work had to be performed at an uncomfortable height. In the long term, this meant that operators risked problems with their shoulders and neck, so the company looked for a solution, but it turned out to be difficult to find one.

In the spring of 2019, EdmoLift was invited to an impartial meeting. EdmoLift sent along their salesperson Niklas Fällström, who inspected the workplace and listened to the customer's requests.

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"I could see quite quickly that this was something we could solve. I came back from Örebro and went straight to our design department with ideas and specifications. We could quite swiftly present an outline solution to the customer and they placed the order straight away," says Niklas Fällström.

In the autumn of 2019, two work platforms that could be raised and lowered were delivered to Emhart Glass in Örebro. Each platform consists of custom-built lift tables that are fitted together. The U-shaped platform makes it more accessible for the operator to work on all three sides of the mobile workstation and to get very close to the machine pallet.

A mat makes standing on the platform comfortable and there are yellow lines along the edge to improve safety. No railings are needed because the platform never raises higher than 500 mm.

"This has worked well and the work platforms are used daily by our operators," says Anders Larsson at Emhart Glass, who was the project manager for the work on the new platforms. "We are really satisfied."

Installation of the new work platforms took place in conjunction with changes to the floor in the premises and involved making two shallow pits in the floor in which the platforms were installed. This means that the work platforms can be lowered down to floor level when not in use, so that they don't take up any space in the premises or get in the way.

As in the Emhart Glass case, bespoke solutions for direct customers have become a strongly increasing customer segment for EdmoLift. By customizing standard products, or by combining different products, you can essentially find a solution for virtually any problem.

Customization is often very cost-effective for the customer - and for Niklas Fällström and EdmoLift, the projects are a lot of fun to work with.

"Going in somewhere where there are no ready-made products to do the job for the customer, and then be able to present a solution, that feels good. Solving problems is actually the most fun part of this job!" 😎

New product accessory for the CL 1001 lift table!

During the fall, EdmoLift launched a protective bellow as a product accessory to the popular lift table CL 1001. The decision to start selling the protective bellow is a direct answer to the market's demand, explains Tomas Edmo, Sales Area Manager at EdmoLift:

"For quite a while now we have gotten many requests from customers in many different markets regarding this specific product accessory. The situation that you sometimes find yourself in after purchasing a lift table is that you realize that a protective bellow would have been an effective and priceworthy alternative to protect the lift tables's scissors, its hydraulics and its electric system. After we created some prototypes, we found a solution that really worked well and allowed us to develop the new product accessory. The solution makes it very easy for the customer to, in retrospect, mount the protective bellow onto the lift table."

SEE THE VIDEO ON OUR YOUTUBE CHANNEL

https://www.youtube.com/EdmoLiftWebmaster

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From left:
Ruud Henderson, EdmoLift Benelux
Vincent Demper, EdmoLift Benelux
Anders Wahlqvist, EdmoLift AB

Strong teamwork behind Distributor of the Year

EdmoLift Benelux is the Distributor of the Year 2019. While many competitors are slowing down, the company has continued to develop very strongly.

– The success is the result of hard work from a fantastic team, says EdmoLift Benelux CEO Vincent Demper.

The strong growth of EdmoLift Benelux comes during a period when several indicators have pointed to a weak slowdown and where several of the company's competitors have had a hard time.

– Three years ago EdmoLift Benelux bought VandenBos Groep B.V. and Lift Quality B.V., and ever since then we have had an exceptional development, notes EdmoLift's CEO Anders Wahlqvist.

On May 1, 2019, the three companies EdmoLift Benelux, VandenBos and Lift Quality formally merged into one company, which has further strengthened the business. The sales curve is pointing upwards and the Netherlands, Belgium and Luxembourg are now approaching EdmoLift's historical volume markets.

– EdmoLift Benelux has made a fantastic journey and the explanation is the incredible drive that exists in the company, says Anders Wahlqvist. They continue to gain large market shares and have decided to become the largest in their market.

Vincent Demper points out that the basis for doing good business is that you have a good offer, and according to Demper, EdmoLift's lifting table is "a perfect product".

But in a tough competitive situation, a lot of hard work is also required, and Demper is happy to highlight his employees.

– Our staff has a great deal of knowledge both about the market and about the needs of the individual customers. They have worked extremely hard and as a team to reach out. We have also been focusing on not only to sell but also to keep in touch with the customer and follow up on the deal.

Despite strong growth for several years, Vincent Demper sees no reason to lower expectations for the near future.

– We expect growth next year as well. We have been very active, many new customers have found us and are very satisfied with what they have received. Even in a long-term perspective, it looks good. The real estate market in the Netherlands is going through the roof, partly because of the uncertainty surrounding Brexit, and there will be built a lot here for several years - housing, roads and other infrastructure. It looks good for at least four years to come. 😎

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SAMUEL BIRGERSSON

AGE: 36

FAMILY: Partner, two children

JOB: Purchasing and Logistics Manager at EdmoLift since August 2019.

Samuel Birgersson

Purchasing and Logistics Manager

DESCRIBE WHAT YOU DO!

I am responsible for long-term and strategic purchasing and work with ensuring the material flows. An important part is the issue of second source - finding parallel suppliers for critical items, we must never run out of anything. I do a lot of work on taking in and evaluating new suppliers.

WHAT IS MOST FUN IN THIS JOB?

It is primarily the breadth of the assignment. I have the overall responsibility of ensuring reliability in the material flow, which includes daily operational purchases, although I also work in part on projects in connection with the development of new products or new versions of existing products.

WHAT IS THE GREATEST CHALLENGE?

Right now the greatest challenge is to find more suppliers. We have a number of critical parts for which I would really like to see that we try to work with more than one supplier, which is partly linked to EdmoLift having so many unique products. Finding new suppliers takes time - even with regard to delivery of standard components.

And it is always a challenge to find ways to increase the turnover rate of our stock. Everyone's goal is to sell out the stock as many times as possible in a year. You want to have as little stock as possible, at the same time as production must never be held up because we are out of stock of something. It is all about finding efficiency measures in all stages.

WHAT SORT OF IMPRESSION OF EDMOLIFT HAVE YOU GAINED AS A NEW EMPLOYEE?

A very positive impression! My last job was in a small business and it is great fun to come to a larger organisation. There are clear roles and directives. It is also fun to work in a company that dares to be at the forefront of things and that wants to develop new products all the time.

WHAT DO YOU DO WHEN YOU ARE NOT WORKING?

I play a bit of golf, I hunt and fish, and I play some floorball. But family-related activities are the main focus for me. 😎

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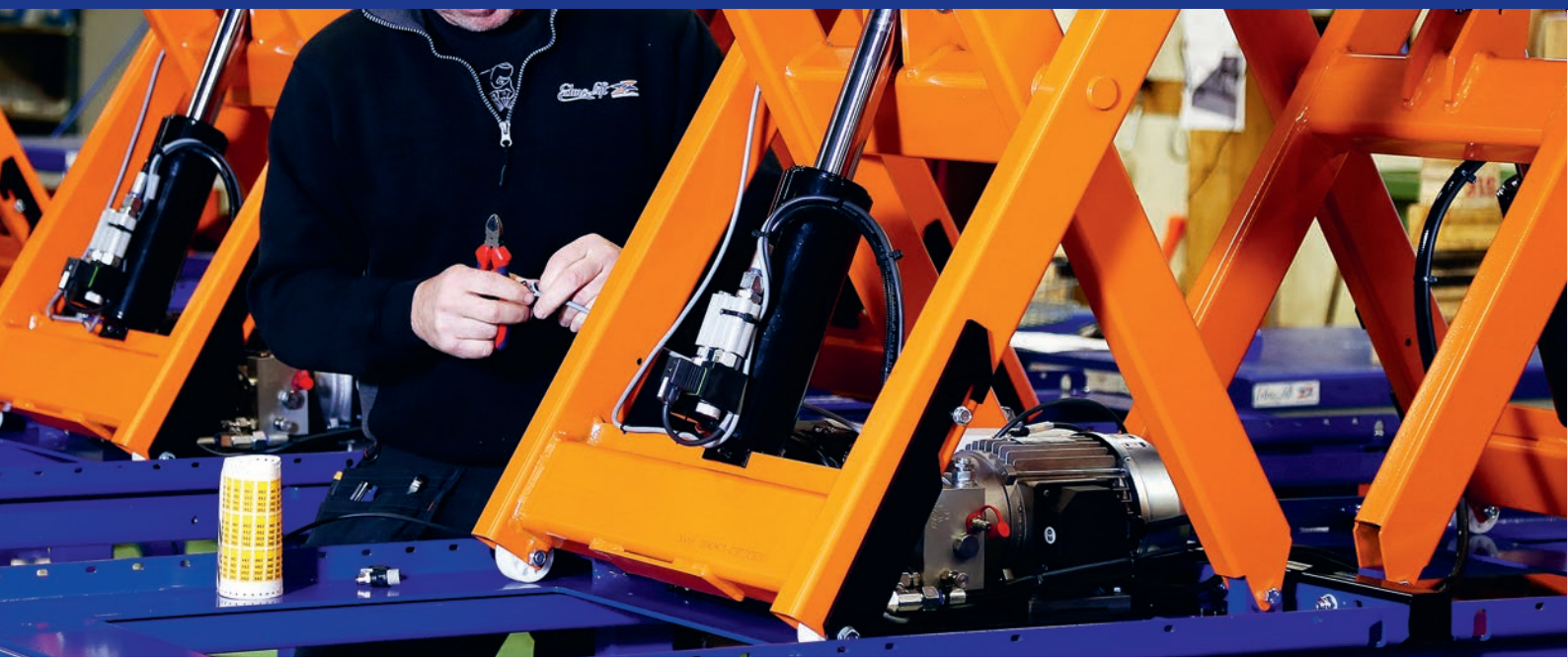


We have strengthened our stock even more!

Since the summer of 2018, an important part of EdmoLift's strategy has been to improve the delivery times of the most common lift table models. EdmoLift started to store some of their cost-effective lift tables within the C-series. But now, EdmoLift has filled up their warehouse with more models.

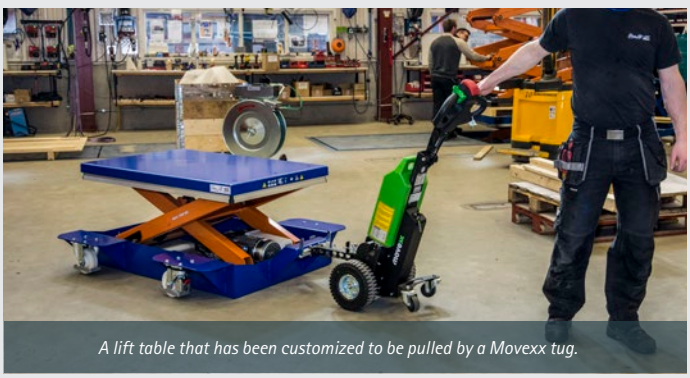
"Today, more often than not, it is the company who can deliver its products faster than the competition that wins deals", explains Mikael Fernlund, sales manager for the Nordic countries, and continues.

"The action plan from 2018 has started to come to fruition and our customers appreciate the quick deliveries. During 2019, we have continued on the same track and there are now more lift table models stored than ever before. We have especially focused on stocking up on our best-selling models within the T-series, developed for more demanding applications."

Skills development Movexx electric tugs

EdmoLift is the Nordic general agent for Movexx products. During the autumn of 2019, EdmoLift has continued to develop the partnership and has held product training sessions for some of its Swedish and Danish salespeople at the Movexx head office.

"It is obviously a win-win situation for both us and for Movexx that our salespeople get the chance to develop their skills within the product group, meet Movexx employees and adopt some of their corporate culture. The more familiar you are with a product, its functions and the people behind it, the easier it is to communicate this to potential customers. Sales of Movexx products have really taken off in the Nordic markets and we have managed to win some exciting projects where the combination of Movexx electric tugs and lifting tables from EdmoLift has delivered fantastic results," says Mikael Fernlund, sales manager for the Nordic countries.



A lift table that has been customized to be pulled by a Movexx tug.

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LEIF JOHANSSON

AGE: 53
FAMILY: Partner, three children
JOB: R&D Designer at EdmoLift

Leif Johansson

R&D Designer

DESCRIBE WHAT YOU DO!

I construct! That means designing, developing and modifying products. A lot of what I do is customer modifications, in other words everything that is not included in our standard range. This involves a lot of modelling in 3D applications which are then transferred to drawings and manufactured in our workshop. But it is not just about manufacturing lifting tables that do what the customer wants them to do, it is also about ensuring that the products are practically possible to manufacture and that the manufacturing process is as cheap as possible.

WHAT IS MOST FUN IN THIS JOB?

I think it is having production right next door. It makes the job very real. We can go and look at everything we draw in the workshop straight away, and we can be there during all the testing. If it doesn't work as it is supposed to, we see that straight away.

WHAT IS THE GREATEST CHALLENGE?

The greatest challenge in this job is to to figure things out, to find new ways to go and to find new solutions. It is easy to follow the old paths instead of seeing things without any preconceptions. And it is always a challenge to make all of the products safe.

WHAT SORT OF IMPRESSION OF EDMOLIFT HAVE YOU GAINED AS A NEW EMPLOYEE?

For me, it is a bit like coming home. I have worked at EdmoLift previously and and left the company as R&D Manager in 2013. Since then, I have worked at other companies as a designer only and as a product manager, but I chose to return. This is a family business, everyone sits together and it is easy to get a hold of people. And there is an incredible driving force here. They want to expand all of the time, develop further, and something new is always happening here - it is so much fun!

WHAT DO YOU DO WHEN YOU ARE NOT WORKING?

My daughters used to ride horses and that took a lot of time, but they are now spending less time with the horses. Myself, I run a lot and ski in the winter when I can, both downhill and cross-country. 😎

New drawings!

EdmoLift's design department has started a comprehensive project of updating all drawings of our own manufactured projects that are available on-line and in the public price list.

The project will result in more informative and detailed drawings, and the goal is to have it completed by the end of April 2020. 😎

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Winner of our Social Media Competition!

During the months of September and October we ran a competition on our social media pages as we launched the HDL 2000 lift table. To give you a little background to the competition, the price for the chosen winner was a CL 1001 lift table from EdmoLift. In order to win it, you had to figure out the right word in a series of riddles that were presented on our Facebook and Instagram. Furthermore, to be able to win the lift table the participator had to provide us with a video motivation for why they wanted the lift table.

The winner, which we were happy to present in October, is from the Netherlands and his name is Jan-Willem. In his hometown of Aalsmeer in the Netherlands, there is an annual boat race on the canals that runs through the city. During the race there are two low bridges that these boats have to pass through. While the race of course has a competitive element to it, the boats are beautifully decorated and the race is a day of fun and joy. For Jan-Willem and his team, the opportunity to install the lift table would mean that they could have decorations vertically superior to the rest of the competition because the lift table would allow them to put the decorations on top of the lift table, raise it, and put the decorations on display. But when they are approaching the two lower bridges they will be able to lower the decorations to avoid crashing into the bridges. A perfect example of how to get creative with vertical positioning!

A big thank you to all of you who participated and helped spread the word about the competition. We look forward to presenting the lift table after it has been delivered and installed in Jan-Willem and his team's boat during 2020! 😎