

A few words from the CEO

## This year is coming to an end ...

2011 can be summarized as a very good one. Our growth looks very positive, partly due to the innovative ergonomic solutions provided by our world patented Armlift which has been a big sales success in European industry.

In manufacturing companies, we can see a rapidly growing trend for truck-free environments, as a result of the inherent risks and costs. This trend has resulted in the use of small goods trains instead of forklifts and stackers and in these industries we see the Armlift as an indisputable winner with one reason being that the Armlift has the world's lowest distance between the floor and table top in the closed position, compared to similar products that have dual lift and tilt functions. This makes the Armlift a wonderful product when it comes to docking concept. (Read more in next article)

We would like to continue to have positive dialogue with you, our business partners and customers. Our growth is based on commitment. We would

like our customers to decide in our favour when making purchasing decisions, based on value, product range and delivery terms.

If we get things right, work together, we can achieve mutual growth!

*Thank you for your valued business during the year and we look forward to new profitable contacts in the coming year and would now like to wish you a Merry Christmas and a Happy New Year!*

P.S. Don't forget that we will soon be releasing a new pricelist - buy our products before prices rise!



*Anders Wahlqvist*

**Anders Wahlqvist**  
CEO EdmoLift AB  
anders.wahlqvist@edmolift.se

## Armlift – a new trend in the manufacturing industry – In Germany they call it “Ein exemplarisches Hubneigegerät”

### Truck free environments

In the manufacturing industry today we can see a rapidly growing trend of truck free environments; this trend has resulted in the use of “goods trains”; instead of fork lifts or stackers. A goods train transport material in containers to the assembly line in the production environment; within those industries the Armlift is a clear winner. One reason is; the Armlift has the lowest loading height in the world compared with other products with similar dual function of lift and tilt and is outstanding in “docking” concepts.

This solution optimises the production flow to the maximum and is less time consuming for the operator than other solutions; the operator gets an ergonomic working environment and can focus on assembling.

### Advantages with the Armlift

- The world lowest loading height for products with dual function of lift and tilt; especially for capacities over 1500 kg.
- It has a very compact design and doesn't take more space than the container to be lifted and tilted.
- Ample foot space gives the operator close access to the goods.
- Ergonomic working environment.
- Very precise and smooth movement to gain exactly the right working height and angle.
- A unique product; there's no other product in the world with this functions.
- The Armlifts function is world patented and can only be found at EdmoLift.

Since 2008 EdmoLift has sold; only in Germany more than 1000 Armlifts and roughly half of those were sold to the manufacturing industry. A clear example of this is our latest order of 115 units. There's a high demand for Armlifts on the market; our target for 2012 is to sell 500 more units to Germany and we are confident we will reach that goal.



Goods train



Armlift



Read more about the Armlift at <http://www.edmolift.com>

NEWSLETTER

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## EdmoLift Hebeteknik GmbH – distributor of the year 2010/2011

EdmoLift's distributor and partner in Germany, EdmoLift GmbH, have been appointed Distributor of the year 10/11. Well done!

The company receives the award because they have performed outstandingly in the current difficult business climate. EdmoLift GmbH has continued to grow, and refused to be affected by the global crisis!

Through a lot of hard work and determination, EdmoLift GmbH have managed to diversify its product range and been able to approach new markets and niches, mainly within the manufacturing industry with the Armlift programme which has made it possible to develop their sales and bring it to new levels.

*Thank you to all the staff at EdmoLift GmbH and we look forward to continuing our excellent working relationship and towards more, new exciting projects! a continues good collaboration and towards new exiting projects!*



Ronny Månsson, CEO EdmoLift GmbH holding the plaque.



During the coming holiday we will close our office the following days:

- 23/12 (Friday) From 12.00
- 26/12 (Monday) Closed
- 30/12 (Friday) From 12.00
- 5/1 (Thursday) From 12.00



Michael Andersson  
Production Manager, EdmoLift AB

## Improved production process

Following our investment in a powder coating line almost a year ago, we now have the whole production process under one roof with an excellent overview of our production and can act and work with the right things at the right time. Therefore, we have chosen to leave the batch production method and switched to a simplified version of customer order based production planning in order to improve our lead times, reduce WIP and consequently our tied up capital.

Our new production process starts with the first production group, laser cutting. It is considered to be its own "station or cell". Bending does not start until all material for an order is cleared from laser cutting. There can be many different steel thicknesses in just one order. When the whole order has cleared bending the operator picks all parts and components on a separate pallet and takes it to the next work centre, welding. This enables us to take action quickly and easily if there are any structural faults or incorrect number of parts in any product. At the welding group the operators can directly start to process the material as it is cleared from bending and setup time for the welding operators is therefore minimized. This has allowed us to reduce our WIP and freed up space for pallets, giving us better visual control of what to do, where and how, at each production station

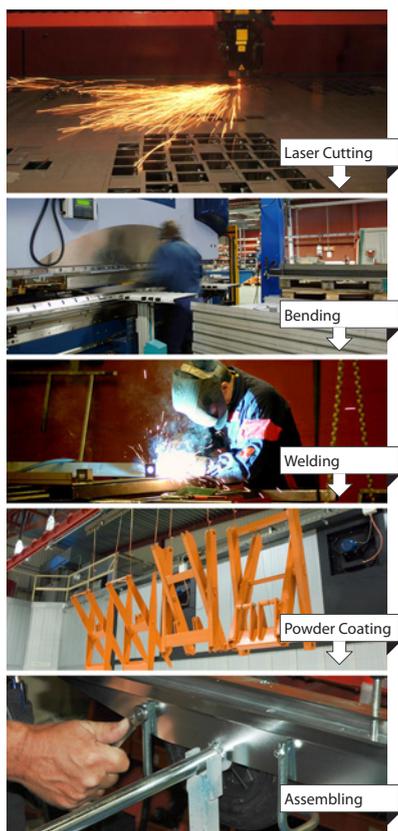
Our staff in these two production teams rotates every week to improve process insight and product knowledge.

After the order is completely welded, the pallet is transported to our powder coating and then painted on arrival. When the order is painted our lift table assembly shop immediately takes over and begins the final assembly.

Our new production process was introduced as a pilot test during week 38 and we decided a few weeks later to adopt it full scale. We now see a clear improvement in our lead times for standard products, which have decreased from 20 to 15 working days, whilst also radically reducing WIP. We will continue to remain focused and dedicated with this, as our goal is a 10 day lead time for standard products.

Our material inventories have successfully been reduced through better partnership and service from our suppliers. We also work with Kanban systems with our key partners at component level. Component balance security has increased significantly as we have less material and components consequently our work inventory is less time consuming.

We look forward with excitement and enthusiasm to the continued development of this work and we monitor it on a daily basis. Our goal is obviously to increase our competitiveness in the market while we have a more "lean-oriented" production, and therefore get more and more satisfied customers thanks to the shorter lead time and optimal delivery performance.



## The next generation micro access platforms has arrived

### – AIR designed for you and your workplace

For almost five decades EdmoLift have designed and manufactured advanced access and lifting products. We designed our first lift table in 1964 and 1976 our first access platform. It's time to bring micro access platforms to the next level, AIR Access Innovations Range is the next generation in micro access platforms that has been specifically designed for public access environments such as shops, offices, hospitals and hotels.

Unlike many other products that are big, bulky, and awkward to move, often designed for building sites AIR is the total opposite. It's compact size and intuitive drive makes your entire workforce quickly feel comfortable and confident using AIR. The entire platform is controlled with a joystick, it couldn't be simpler.

#### It's not only the exceptionally manoeuvrability and compact size that makes AIR a fantastic product .

- Designed to compliment it's environment, to be unobtrusive and blend with it's surrounding.
- The operator can reach working heights up to five meters.
- Safe, stable and simple to operate; operators quickly feel comfortable and confident when using AIR.
- Almost silent in operation.
- Will not damage or mark floor surfaces, walls and doors.
- Compact, suited to narrow aisles and confined areas.
- Self closing soft stop gate provides easy cage access and great security.
- Lightweight, easy to move around.
- AIR is ultra compact, and has no problem fitting through a standard doorway.

There are many hundreds of work tasks and working environments for which AIR is ideally suited, most public areas will benefits from the use of an AIR access platform, from changing light bulbs in an office to cleaning on a hospital ward, decorating a hotel Christmas tree to point of sale display in a supermarket, AIR will tackle hem all with ease!

#### AIR- the Evolution of Elevation

AIR is available in two models; MA is self-propelled and controlled with a joystick, PA is a push around model.

Read more at <http://www.edmolift.com/support/manuals-and-catalogues>



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