

A few words from the Managing Director:

## A lovely summer to everyone

First of all – Happy Midsummer to everyone! Many who receive this newsletter around the world will not have experienced a genuine Swedish midsummer. This ancient tradition which has existed across Scandinavia since pagan times is a homage to light and life and very dear to our hearts in Sweden.

Midsummer also provides a good opportunity for taking a look at the first half of the year - it has seldom been better.

EdmoLift started 2006 on a very sound basis. Never in the company's history have we had such well-filled order books as we do today. Incoming orders have been eighteen percent higher to date than in the same period last year.

While we are delighted by this success, we realise that this places even higher demands on our organisation. We are facing new challenges and working single-mindedly to remedy the disruptions which have affected certain deliveries as a direct result of our very positive order intake and increasing our purchase volumes accordingly. A third shift has also been introduced at our robot and laser welding workshop.

### New sales manual

In order to give our distributors an even better opportunity to provide their customers with professional service, in addition we have prepared an updated sales manual that is being distributed in early summer.

### Holidays

Our production department is closed for weeks 28, 29 and 30, but we have organised a summer warehouse with our most popular elevating platforms which we can naturally



deliver during this period. Our marketing department will, of course, remain open all summer in order to provide the best service.

Have a fantastic summer and a great holiday!

Anders Wahlqvist  
Anders.wahlqvist@edmolift.se

*PS. Our new homepage and our newsletter were warmly received. Many people have contacted us with tips and encouraging words. More please!*

## Successful launch in USA

Approx. 30,000 people came to the NA2006 trade fair in Cleveland in March. One of the most important operators present was Southworth – the USA's largest manufacturer of lift tables – which launched eight products during the fair. Two of them, a low profile table and a WP trolley, come from EdmoLift.

“Innovation makes our customers enthusiastic. Enthusiastic customers buy our products. Customers who buy our products make us happy”, reasons Randy Moore from Southworth in Portland. “EdmoLift's lifting devices are seen as amazingly innovative in the sector. Therefore we have included some of them in our range”.

Thanks to these additions from EdmoLift, Southworth has strengthened its position as a market leader and can now offer a complete portfolio of lifting devices.

Before NA2006, one of USA's most important trade fairs for material handling products, Southworth advertised in leading trade magazines. Randy Moore believes that product exposure was very good – likewise the reception.

“This will strengthen our and EdmoLift's trademarks in USA still further”.

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## NEWS

### The new generation of low profile lift tables

When EdmoLift started work on the new generation of pancake design lift table, it had one main objective: that of creating a low profile lift table with a better performance than its predecessors – but with a smaller footprint.

A task that is not so simple given that the lift movement and size of the platform in scis-

sor solutions are directly related to one another.

“But we managed to reduce the platform by 100 mm at the same time as increasing the lift movement by 100 mm”, says Per-Arne Grahn, responsible for this product group.

The customer quite simply obtains a better performance and a more flexible product. This is why the new TUL 1000, TUL 2000 and TCL 1000, TCL 2000 models go under the name of “The evolution of elevation”. These platforms are available for purchase now.

The idea is that “little brother”, with a lifting capacity of 500 or 600 kilo, will be on

the market next year. Then all models of the low profiles, will have been replaced.





### The ArmLift is ZF's latest favourite

#### - Report on the development of an improved workstation

Work at ZF in Germany is hard. The components to be processed weigh between 20-40 kilos and are often bulky, resulting above all in back problems for employees. In a comprehensive analysis of the workload of employees involved in partial assembly and punching work for control units for trucks, cranes and track-laying vehicles, new ways of improving working conditions were sought.

Among other things, a training program for improved ergonomics was started, with instructions for better lifting methods.

A decision was also taken to look for means of lifting whole skeleton containers or pallets with frames as close to employees as possible. The workpieces would then be lifted a minimum distance, with only a minimum difference in height, to a machine tool such as a punch or press, etc.

Union management visited trade fairs

together with experts in working methods from ZF in order to ascertain the best means on the market.

At A+A in Dusseldorf, the group visited the EdmoLift stand and discovered the Armlift. In autumn EdmoLift provided two trial samples and trained and instructed all the employees concerned.

After a trial period of three months, all the employees, without exception, were convinced of the benefits of the Armlift.

Then an order from the whole group followed for various production sites in Germany as well as abroad.

To date a total of 45 Armlifts have been purchased.

## TRENDS

### High lift trucks are being replaced

Every year one hundred workers die in truck-related accidents in USA. A further 20,000 are seriously injured. This is the single most important factor in the ever clearer move towards a "truck-free workplace". That costs for trucks are seen as too high has accelerated this trend. Many workplaces in USA are replacing their trucks with flat elevating platforms and manual fork-lift trucks.

(From Ergo Solutions Magazine)

### Good growth in industry

The future of the material handling industry looks bright. The number of new orders in the whole sector grew by 28.1 percent in USA in 2005 and the MHIA branch organisation continues to predict good growth. In the latest report, it is assumed that growth in 2006 will increase by 11-13 percent while in 2007 approx. 3.5-5 percent is expected.

### Do you want to know the latest in the lift sector?

Sign yourself or your colleague up for our newsletter. Visit [www.edmolift.se](http://www.edmolift.se)

### Distributor of the year - a super team

Staff at P.E. Jakobsen A/S in Denmark have not only increased sales of EdmoLift's products dramatically, they have also been especially successful in selling our whole product range.

"Many of our retailers are very capable in certain areas, but this team has really succeeded in bringing out the whole range from EdmoLift", says marketing manager Magnus Wistrand.

P.E. Jakobsen has had one success after

another lately. Only recently, for example, they landed an order for 125 units of the TUB 600 low profile elevating platform.

Every year EdmoLift awards the prize for Distributor of the Year. This year it goes to P.E. Jakobsen in Risskov, Denmark.

"Above all, this is a nice gesture, a way of showing our appreciation, but we base it on sales statistics and distributors' respective conditions", says Magnus Wistrand.

Besides the honour, P.E. Jakobsen receives a nice plaque with an explanatory statement.

"One thing which distinguishes P.E. Jakobsen from many others is that it went public with our range's price list. They really



make use of the fact that we supply products with the best quality prices on the market.