

A few words from the Managing Director:

Launch into the future

EdmoLift has enjoyed considerable success in recent years, with successful product development bringing us many new customers, increased orders – and a constantly expanding global network.

We are well aware that our successes lie in the hands of our employees, partners and customers. On many occasions I have wished that I could spend even more time with distributors or all the people who use our products, on the factory floor, in shops or maybe at a hospital.

Few things provide such satisfaction as seeing months and years of development work and improvements being implemented. This spring we have another launch at EdmoLift - we are now launching our new homepage.

Our aim is for it to be the best in our industry sector. We are simultaneously launching this newsletter which will be published every other month from now on. In it we are planning to report in brief on the latest from the lift sector, product innovations, research, changes in legislation and successful customer applications.

The homepage and the newsletter are part of EdmoLift's new, communicative profile which we hope will further strengthen our brand name.

This is something from which both we and our partners will benefit.

Initially the newsletter is available in four languages. Feel free to advise your



colleagues that they can sign up for the newsletter on our homepage as of now.

Lastly, EdmoLift continues to be the most innovative company in the lift sector. It is therefore a pleasure to be able to present two trolleynews.

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P.S. We would be delighted to hear your views on the newsletter and our homepage – what would you like us to focus on in the future?

Première today: EdmoLift's new homepage!

EdmoLift's new homepage has one overriding aim: for existing and future customers to obtain all the information they need to make decisions about a featured product.

This is to be done in an educational manner.

“Many of our customers are experts in their own business, but know very little about lifts and ergonomic solutions. We therefore wish to make it as easy as possible for them”, says IT manager Henrik Tjernberg.

The homepage consists of a number of tabs which make it easy to handle the contents. One of the tabs is entitled Field of Application.

“Under this tab our customers can select a category according to the sector in which they work. They know what their work involves, but not what they need.

On the homepage customers and distributors can find manuals and catalogues, instructions, product data and overviews to download and a constantly updated section with answers to common questions.

The homepage is already available in English and will shortly also be available in Swedish. The aim is that it will also be available in German and French before the end of this year.

Visit us now and tell us what you think.

www.edmolift.se

NEWS

New design results in easier lifts

A sneak preview took place behind closed doors at the Hanover Trade Fair in October. EdmoLift's export market distributors got to see a new design, a prototype of the new EZ 1000 lift table trolley.

“The response was incredibly positive and motivated us to pursue the investment”, says Managing Director Anders Wahlqvist.

EZ 1000, which will be launched on a wide front in May comprises the best of

both worlds. It is a mixture of a pallet trolley and traditional scissors lift trolley, stable enough to lift 1000 kg but still amazingly easy to manoeuvre in narrow spaces. EZ 1000 has a considerably smaller turning radius than its predecessors.

EdmoLift has applied for a world patent.





EdmoLift supplies Clas Ohlson

Clas Ohlson, the traditional mail order company, is constantly opening new shops in Sweden and neighbouring countries. Now they are expanding their central warehouse in Insjön in Dalarna in order to manage the ever increasing flow. The new, automatic high-rise warehouse is impressive, thirty metres high with space for 53,896 pallets. The workforce consists of 200 people working in two shifts.

Moving AB, which has supplied system solutions for material handling and distribution for many years, is the main supplier of the entire solution. Following a survey, they chose EdmoLift as the supplier for lift tables.

“EdmoLift was the most competitive alternative for the solution we needed. Now their lifts are included in an ergonomic workstation which Clas Ohlson’s employees have been involved in approving”, says Pär Jönsson, Purchase and Logistics manager at Moving AB.

Last year EdmoLift delivered 125 units of the CLF 1000 lift table to the high-rise warehouse and sorting installation in Insjön. In May an additional 60 lifts will be delivered to the same site.

EdmoLift aims to be a complete supplier working both with standard solutions and, as in this case, tailor-made tables for special projects.

TRENDS

The conveyor is replaced by mobile lift tables

More and more industries are replacing conveyors with mobile scissor lift tables. Instead of a fixed conveyor in the production line, the scissor lift runs between the various assembly stations. Examples of these applications are ABB Robotics in China, BT in Mjölby, Husqvarna and Svenska Badkar. The advantages are numerous; one of the most significant is that if something goes wrong the entire production line does not need to be stopped and consequently, production. It is enough to pull the lift concerned to one side.

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

Sign yourself or your colleague up for our newsletter. Visit www.edmolift.se

Modern design for the new WP generation

The goal was instantly achieved. The new generation of WP lift trolleys even received encouraging calls from competitors, not least for its design.

“Many lift trolleys look as if they were only manufactured for industry”, says Magnus Wistrand, Marketing manager for the Nordic countries at EdmoLift.

“We wanted to develop a model suited to all environments, equally to a bank or a workshop. This is the result”

WP has acquired a modern and attractive language of form, but also a number of ergonomic improvements, grip-friendly handle, centred load, lower unladen weight, completely sealed construction and a wide range of new and improved accessories. All in all, a lift trolley that offers the market’s safest and best manoeuvrability.

