

A few words from the CEO

Yet another record year!

Growth continues for EdmoLift. When we add up the financial year 2017/2018, it is clear to see that we will beat another sales record - for the fourth year in a row!

Whether we are counting sales, order book or results, the trends are all going in the same direction for EdmoLift - upwards.

It has - as usual - been an eventful year for EdmoLift. Our product range has been expanded further, both with new, own products and through partnership agreements. We have been the Nordic region general agent for Movexx since the beginning of 2018, and we are already noticing a growing interest in electric-powered tugs in a number of industries.

Our brand is growing ever stronger, and we have taken decisive steps into the Danish market during the year. Our lifts have been sold in Denmark since 1977. We are now present with our own staff and a newly established sales office and warehouse in Aalborg. This is an offensive investment that will really bring us closer to our Danish customers - both old and new.

We are not content with four straight record years, but are aiming even higher. Our goal is always to take a step further in everything that we do. This applies to everything from quality assurance and internal processes to customer contacts, and

naturally also applies to business deals.

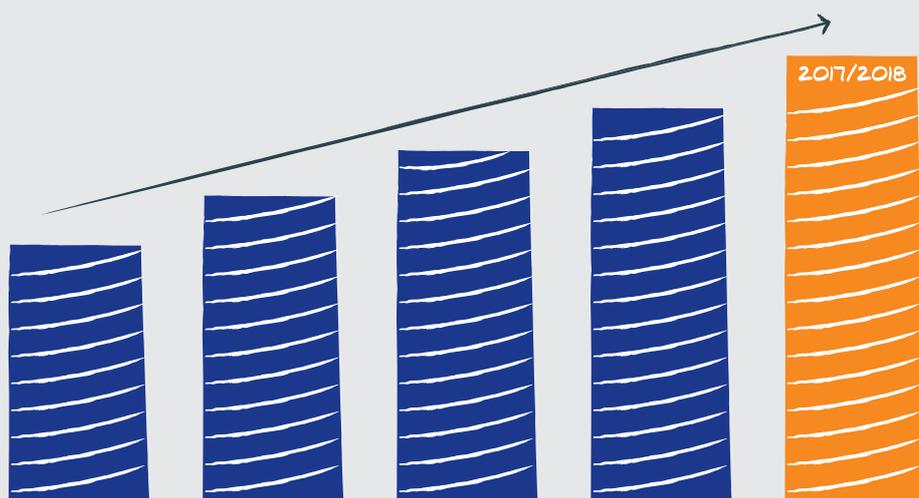
Our budget for the year to come screws up growth to 14 percent at Group level. The pillars of this growth will primarily be our major markets: Germany, Sweden, the Netherlands, Belgium/France and Great Britain, but we also have a lot of faith in trends in Denmark.

I would like to thank all the people at EdmoLift for their dedicated work during the year. It is your commitment that has laid the foundation for our success.

It is incredibly satisfying to see that our positive development continues and I would also like to thank all our customers for the confidence you show in us. We are looking forward to continuing cooperation in the years to come.



Anders Wahlqvist
CEO EDMOLIFT AB
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David Nilsson and Christer Folkesson were two of EdmoLift's employees who attended the fair.

EdmoLift looks back on four successful fair days

EdmoLift participated in the Elmia Manufacturing Fairs in Jönköping and it resulted in four very successful days at the fair.

“Extremely good,” says Mikael Fernlund, EdmoLift’s Nordic Region Sales Manager. “We had worked hard on preparation and it yielded excellent results with a lot good meetings and many very concrete leads.

The Elmia Manufacturing Fairs consist of several smaller fairs and are one of Sweden’s largest meeting places for the manufacturing industry. EdmoLift exhibited at Elmia Tool Machinery, which during this year’s fair period, 12-15 May gather more than 15,000 visitors.

“Elmia is growing. It is well-organised and is very well located, geographically speaking, so it is a fair that really works well and participation is important.”

EdmoLift was participating for the second time and this year had advertised widely and invited many of our customers to our stand at the fair.

“Many of the visitors to the stand had come just to meet us and had very specific questions. We had several visitors who said that ‘we are going to buy’ or ‘we want...’ and we have already landed one major order due to the fair,” says Mikael Fernlund.

Very pleasing to note that the market is now seriously beginning to become aware of the Movexx range of electric tugs, for which EdmoLift has been the Nordic region agent for many years. A quarter of the leads obtained during the fair were for Movexx products.

New pallet lifter delivered to Germany

The first order for the new Pallet lifter TSLN 1503 has been delivered to the automotive industry in Germany.





Photo, from left to right: Søren Bæk Vennegaard and Tommy Ejstrup.

Edmolift established in Denmark

EdmoLift's products for materials handling have been marketed in Denmark for more than 40 years. From May 2018, the company is now also represented in Denmark by a Danish sales company in Aalborg.

"We have a unique product range and look forward to growing with our Danish customers," says EdmoLift AB's CEO, Anders Wahlqvist.

The company's materials handling products have been sold in Denmark since 1977, although under another brand name. The Swedish-manufactured lifting tables have always been associated with innovation and reliability. Our signature colours of blue and orange have become such an established signal of quality that several colleagues in the industry have copied them.

But now EdmoLift has taken a step into the Danish market under its own name and with its own staff.

"The warehouse and office is located in Aalborg, a strategic location that gives us the best conditions to work closely and in partnership with our customers," says Mikael Fernlund, Nordic Region Sales Manager.

Søren Bæk Vennegaard, technical sales and engineering, and Tommy Ejstrup, sales, are EdmoLift's local representatives.

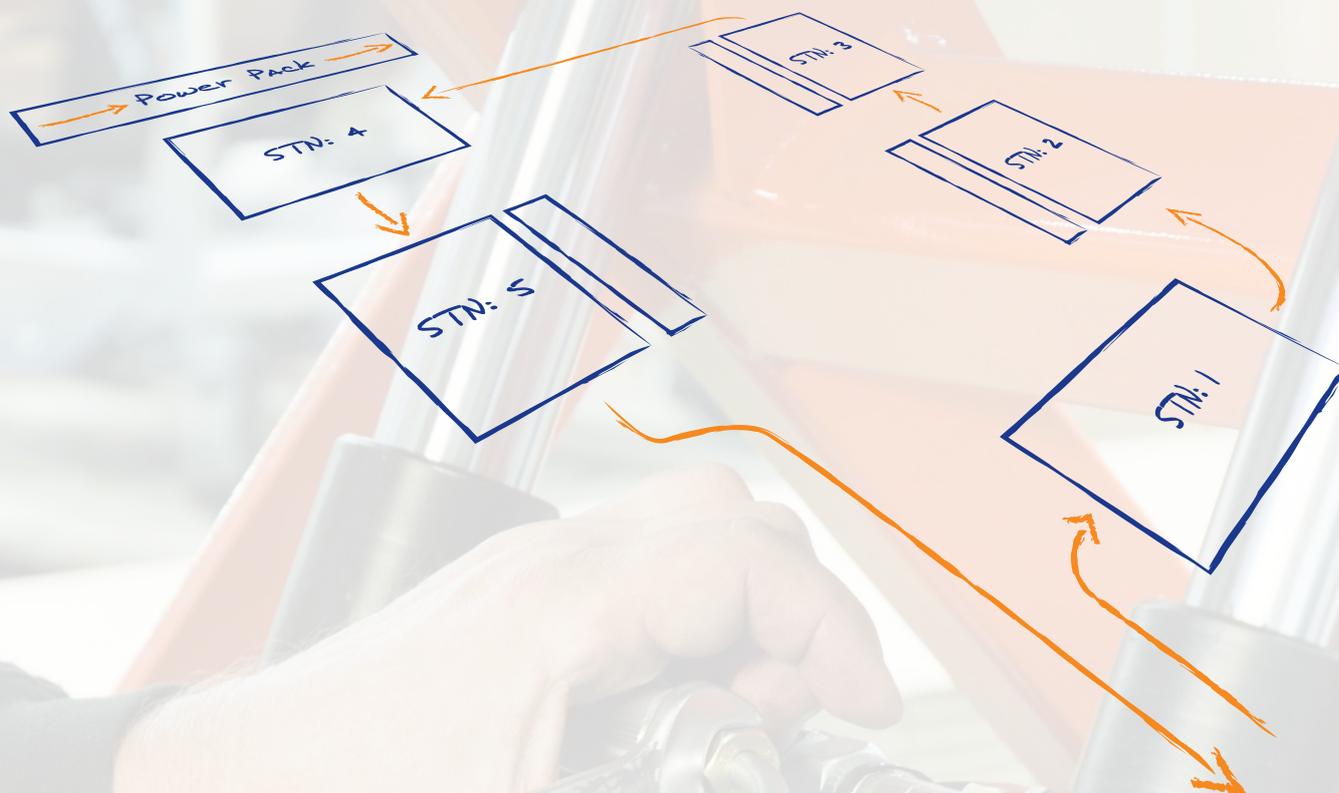
Both of them have moved to us from our industry colleague, Translyft.

Tommy Ejstrup has more than ten years of experience with the sale of lifting tables on the Danish market and believes that EdmoLift has a very strong product offering.

"We have a large stock of finished products in Denmark ready for direct delivery, excellent personal support and we can offer assistance with installation and annual service via service agreements. Customers will always get straight answers and fast service from us, and doing business with us will always be easy."

Søren Bæk Vennegaard is looking forward to working with advance customisation projects, an area in which EdmoLift is an acknowledged leader.

"We have fifty years of experience of lifting table manufacturing, and experienced designers and engineers who really understand customers' needs. Good customisations maximises the benefits - which of course leads to gains for the customer."



EdmoLift streamlines their assembly line

This summer, after a long period of preparation, EdmoLift will launch a new way of working, pull flow. The goal is to become more efficient - but without having to work faster.

Pull flow is a production method that is currently used in very many sectors, including the automotive industry. Starting in June, EdmoLift will organise its production according to the same model.

It is based on a careful analysis of each part of the production process.

“We don’t believe in working faster. That increases pressure on employees, and you risk affecting the quality of our products. On the contrary, we will trim the flow through the entire factory, and remove unnecessary events so that we get as short a throughput time as possible,” says Production Manager Peter Englund.

So how does it work? Purely practically, the department for standard assembly will abandon the old way of working in which each new lifting table is assembled in one place. Instead, each lifting table will be assembled on a line with four stations, in which each station is responsible for the various steps in the assembly process.

“We have also introduced a number of new roles. Previously, the technicians themselves collected all of the components they required. We will now have a materials handler on each line who will ensure that each station always has everything needed for assembly at that particular station. One person picks out and places all of the parts that are needed, not every technician on his or her own.

Each station will be specialised in parts of the assembly process. On the other hand, the technicians will move between the various stations, both in order to make their work more varied, and because it is important that all of the employees can master the entire assembly line.

The department that assembles EdmoLift’s standard products will be the first to work with the pull flow.

“With our increasing volumes, we need to constantly think about how we can work in more efficient ways and we are convinced that this is the right way to go. We have prepared thoroughly and the greatest challenge to begin with will be primarily to balance the tasks along the assembly line so that work at each station takes the same time. If we don’t there will be waiting times and we really want to avoid that. We will begin in the summer and then we will probably adjust the details throughout the autumn,” says Peter Englund



Thank you, Monika, for fourteen amazing years

She has been a fixture for both colleagues, customers and suppliers for a long time. But after fourteen years at EdmoLift, financial assistant Monika Norell will be leaving the company.

“It feels a bit sad when I think about it, actually,” says Monika Norell. They have been eventful years and great fun, both for me and for the company.

After fourteen years at EdmoLift it is time to move to a new job. This will mean a change - both for Monika herself and for many of the company's customers. As a financial assistant, her work has included sending invoices, receiving payment and supplier invoices, and ensuring that the invoices are signed off.

In brief: even if the work has been settled somewhere else, sooner or later the invoices have landed on Monika Norell's desk, and if anything has been unclear she has often been the one to find a solution.

“Monika is not only a great employee, she has also meant a lot for our EdmoLift spirit, in which we try to retain the small company's joy, commitment and participation even as the business grows,” says CEO Anders Wahlqvist.

For all of her years at the company, Monika Norell has commuted to Härnösand from her home in Noraström. She is now moving on to similar work at Norrskog in Kramfors, which will mean a somewhat shorter journey to work.

Monika will stay at EdmoLift until the summer holiday, and will work with her successor to hand over and make it easier for her colleagues.

WHAT HAS BEEN THE BEST THING ABOUT YOUR TIME AT EDMOLIFT?

“My fantastic workmates! Job satisfaction is important and that you enjoy being at work, and I certainly have done that here at EdmoLift. So my workmates are the best thing, and they are also what I will miss most.”

Do you want to check the latest news in the lifting table industry?

Subscribe to our newsletter for yourself or a colleague at www.edmolift.com/newsletter

New Field Sales Agent Folkesson

Christer Folkesson is new field sales agent for EdmoLift in southern Sweden. He began to work for us on 24 April and will be based at Aneby, 45 km east of Jönköping.

DESCRIBE YOUR WORK!

I am responsible for both dealers and direct customers. Sales of our standard products mainly go through our sales office in Härnösand, but as soon as there is something that does not fit in the standard framework - any sort of customisation - I will step in. My district is Sweden, south of an imaginary line from Valdemarsvik in the east to Strömstad in the west.

WHAT DOES YOUR IMMEDIATE FUTURE LOOK LIKE?

To begin with it is important to get to know our existing customers, so there will be a lot of customer visits. In the long term, I want to get into somewhat larger companies, in order to assist them to solve some of their logistics and ergonomic problems. EdmoLift has a wide range of products and we can now create solutions for virtually anything the customer needs. I also have a broad network in the industry and in the unlikely event that we do not have what the customer needs in our range, I will be pleased to arrange contact with a trade colleague. I want to be the person to contact if you have a problem. If we have our foot inside a company, we will do everything to resolve any issues for the customer.

WHAT ATTRACTED YOU TO EDMOLIFT?

I have been in contact with EdmoLift previously when I needed lifting tables and I know the company as a reliable supplier - good products, good range and a very good reputation. In addition, there is a lot that I appreciate in working for a small or medium-sized company. You have the close proximity to production, to the people who manufacture and assemble the products. If a customer asks me a question, I have the knowledge and I know I can answer. This is important for me, and I am convinced that it also strengthens my credibility as a salesperson.

WHAT DO YOU DO WHEN YOU ARE NOT WORKING?

I race saloon cars and I build the racing cars myself. I have also begun with kite surfing and I would like to have a bit more time for that. In the winter I ski, downhill mainly.



CHRISTER FOLKESSON

AGE: 56
 FAMILY: Wife and three adult children
 LIVES AT: Aneby
 POSITION: New field sales agent at EdmoLift



HOLIDAY TIMES

Our marketing and spare parts departments will stay open all summer to offer the best service. Our production department will be closed from 16 July to 27 July, but we have filled up with a summer stock of our most sold lifting tables that we can, of course, deliver throughout this period.