

## NEWSLETTER

# 28 May 2015

A few words from the CEO

# HI!

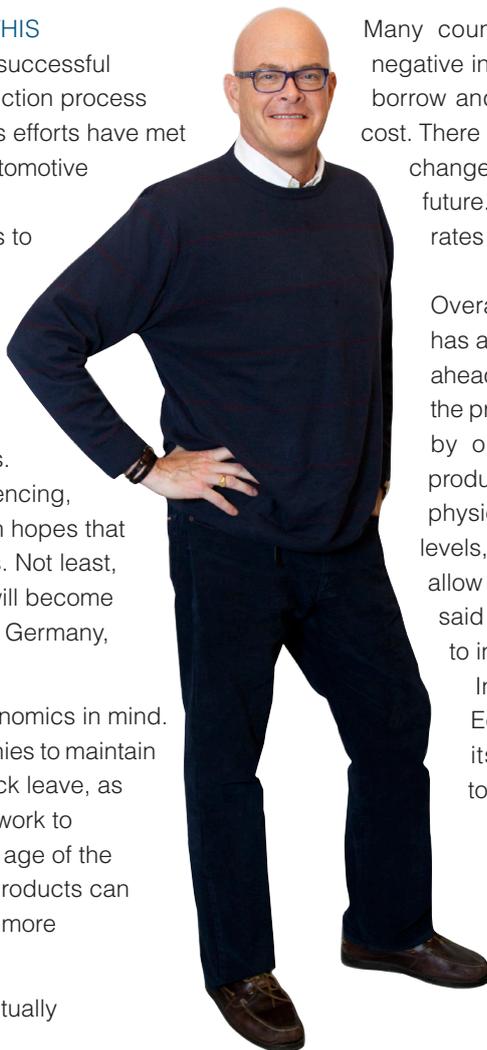
Now it's finally time for a newsletter from us here at EdmoLift, and I have a lot of good news to share with you. We just completed our financial statements for the past fiscal year and I can safely say that we have achieved our highest earnings for the year in the company's history. In addition, turnover is the second highest ever.

### THERE ARE SEVERAL FACTORS BEHIND THIS

During the 2010s, we implemented several successful investments and improvements in our production process that have increased our efficiency. Our sales efforts have met considerable success, particularly in the automotive industry. Demand for our patented Armlift is increasing steadily. We have a lot of reasons to believe that we will continue to return good results in the years to come.

### SOME OF THE STRONGEST ARE:

- An amazing and dedicated workforce.
- Excellent cooperation with our distributors. Several of our largest partners are experiencing, just like us, a positive trend and have high hopes that they will continue to grow together with us. Not least, this applies in the US, which we believe will become our second strongest export market, after Germany, within a few years.
- Our products are manufactured with ergonomics in mind. It will be increasingly important for companies to maintain low levels of wear and tear injuries and sick leave, as more people are choosing to continue to work to a higher age. At a time when the average age of the workforce is on the increase, EdmoLift's products can reasonably be expected to become even more interesting.
- The financial situation that is prevailing virtually throughout Europe.



Many countries in the European market have a negative interest rate, and this allows companies to borrow and invest at a virtually negligible financial cost. There is nothing to indicate that the situation will change in a different direction in the immediate future. I believe that the extreme level of interest rates will persist for at least three years.

Overall, this is a picture of an EdmoLift that has a wonderfully interesting and exciting time ahead of it. We have products that can increase the productivity of businesses at very low costs, by optimising their work environment. Our products reduce strenuous movements and the physical load on each worker, reducing stress levels, so the same or a smaller workforce can allow the company to achieve more. As I have said more companies are finding more funds to invest in our products.

In short, in 2015 and in the years to come, EdmoLift will be well positioned to continue its productive development process together with you.

Our time is now!



Anders Wahlqvist  
CEO EdmoLift AB  
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## HOLIDAY TIMES

Our sales and spare parts departments will stay open all summer to offer the best service. Our production department will be closed from 20 July to 1 August, but we have filled up with a summer stock of our most sold lifting tables that we can, of course, deliver throughout this period.



# TWO SUSTAINABILITY CERTIFICATIONS

## EDMOLIFT HAS TAKEN A SUSTAINABILITY CERTIFICATION - CSR - AND HAS TAKEN ITS PLACE AMONG THE ABSOLUTE BEST, WITH THE RATING ECOVADIS GOLD LEVEL

Only five percent of companies evaluated in a sustainability analysis by the international company EcoVadis, have ended up at the highest level; gold. One of these is EdmoLift.

"This is something to be very proud of. It also sends good signals to the outside world, both about the way we work and how well we are equipped to face the future in sustainability terms," says EdmoLift's Environment and Quality Manager, Jan Eriksson.



EcoVadis is an independent international company that works to certify companies in sustainability (CSR, Corporate Social Responsibility). Their ranking system is widely used to determine the responsibility as a supplier towards its employees, society and the environment. EcoVadis' main goal is to improve the environmental and social aspects of work by influencing decision-makers in the global supply chain.

"Of all the companies that have been certified, we are among the very top," says Jan Eriksson, who believes that EcoVadis' guidelines provide excellent help for EdmoLift's long-term sustainability.

The decision was made to go down the certification road when one of EdmoLift's most important and demanding customers in Germany explained that it saw EdmoLift as a future key supplier and a good rating from EcoVadis would reinforce this.

Our CEO Anders Wahlqvist instructed me to implement this," says Jan Eriksson, and it proved to be very time-consuming but well worth all the effort.

## ECOVADIS DEMANDED ANSWERS AND DOCUMENTATION FOR 100 DIFFERENT ISSUES

"We had to deliver documentation of every item of the established requirements that we considered that we met.

As I have said, the end result was wonderful." EdmoLift was awarded 64 of 100 points. The average score for evaluated companies is 40.8.

"As sustainability is becoming increasingly important, this is evidence that we are doing well in the field, and that we are a partner who takes major responsibility for the environment," says Jan Eriksson.

## QUALITY AND ENVIRONMENTALLY CERTIFIED ACCORDING TO FR2000

Consistently high priority is placed on quality and the environment at EdmoLift. This has been reinforced recently, when the company underwent certification according to the FR2000 standard in both these areas and others.

FR2000 is an integrated management system for quality, the environment, skills, health and the working environment. The fundamental values of FR2000 are "Customer satisfaction", "Business sense" and "Competent and motivated employees".

The system is based on ISO 9001, ISO 14001 and SS 62 40 70, as well as the Swedish Work Environment Authority's regulations governing



EdmoLift's Environmental and Quality Manager, Jan Eriksson proudly shows the certificate for FR2000

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► systematic work environment management, AFS 2001:1 and the Swedish Rescue Services Agency's general advice on systematic fire protection, SRVFS 2004:3.

"We started our work with FR2000 in the summer of 2013 and we were finished at the end of 2014," says Jan Eriksson.

As with all large and extensive certifications, audits are now being repeated. The first application audit will take place in the autumn and a first re-audit for FR2000 will take place in three years. ■



## EDMOLIFT REPRESENTED AT THREE MAJOR TRADE FAIRS

### MALMÖ FAIRS GAVE GOOD RESULTS



EdmoLift was one of the exhibitors at the Industry Fairs in Malmö on 25-26 March.

"Our experience of the Malmö fair was already good, but this one surpassed all expectations," says Mikael Fernlund, EdmoLift's Sales Manager for the Nordic market.

The Industry Fairs gather Automation, Processing, Logistics, Empack and Maintenance technology all under one roof at the same time, which makes them very interesting. Both in terms of exhibitors and target groups.

"A really successful mixture. We exhibited at Empack a year ago, but the reception we got for the new products we chose to profile was even better this time," says Mikael.

The products were the Armlift ARZ – lifting table and tilt in one – which has been specifically designed for fork lift truck free environments, the uniquely designed lift trolley EZ 1001B and the entire WP 70 series of stylish and easily maneuvered lifting trolleys that are part of the GoGreen concept.

"We got 63 specific requests from customers to

proceed with and that is a very good result, from a total number of 4,259 visitors to the fair," says Mikael.

EdmoLift also participated in the Logistics & Transport by Truck in Gothenburg on 19-21 May.

"We marketed essentially the same product range as in Malmö, but we focused on our mobile and compact work platform AIR, in which many of the visitors to our stand were very interested," says Michael Fernlund.

### HUGE INTEREST FOR EDMOLIFT IN ITALY



EdmoLift's Italian distributor for three years, Lean Products, participated at the MECSPE trade fair in Parma in the beginning of spring. This fair had 290 exhibitors.

"The reports show that Lean Products got 175 specific requests from visitors about EdmoLift's products, which is a very good response", said Tomas Edmo, Sales Area Manager at EdmoLift.

The fair in Parma focused on companies that are active within different types of material handling and EdmoLift ►

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▶ got good exposure in Lean Products' 70 square metre booth.

"We mainly profiled our GoGreen concept, with special focus on the new models of the lift trolleys EZ and WP 70."

Lean Products was also an exhibitor at the large exhibition, Intralogistica Italia, in Milan on 19-23 May – part of the international CeMAT network – which covers 345,000 square metres indoors and 60,000 square metres outdoors.

"We think it is very positive that Lean Products believes that EdmoLift is a strong brand and chooses to give our products good exposure at major trade fairs," said Tomas Edmo.

Trends have been very positive since Lean Products became EdmoLift's distributor in Italy. Sales have grown approximately 10 percent year on year.

"Lean Products is now one of our top ten partners," says Tomas Edmo.

### UNITED STATES INCREASING IN IMPORTANCE AS AN EXPORT MARKET

*The United States is on track to become EdmoLift's second largest export market after Germany. This was the message that CEO Anders Wahlqvist gave after having attended the ProMat 2015 fair in Chicago on 23-26 March, where EdmoLift's North American distributor, Southworth, were represented among 807 other exhibitors.*

"Our products attracted great interest and were highlighted excellently on our distributor's stand," says Anders.



ProMat is aimed at both industrial companies and various decision makers in the public sector, and showcases products ranging from materials handling to packaging, security, and transportation systems.

"Southworth is an old historic company that has existed for more than 125 years. A stable and solid partner that is home to several strong brands, of whom we are one."

Some of the areas in which there is a particular interest in the United States for EdmoLift's products are for lifting paint cans and beer kegs.

"I think generally that there is reason to be very optimistic about our growth in the North American market. The materials handling industry saw a growth of 8 percent in the United States last year, and this year's forecast is for 9.1 percent, with trends also continuing to be positive in 2016," says Anders Wahlqvist. ■

### GENKINGER OUR NEW DISTRIBUTOR IN SWITZERLAND

*Since the end of last year, EdmoLift has had a new distributor in Switzerland. It is Genkinger Switzerland AG, a subsidiary of the German Genkinger company, whose products include various pallet jacks and sideloaders.*

"Switzerland is a market on the upswing and Genkinger is a great partner. The company can look back on many years of experience in this industry. We think that this agent in Switzerland will open new doors for EdmoLift," says Erik Svanberg in EdmoLift's B2B Department.

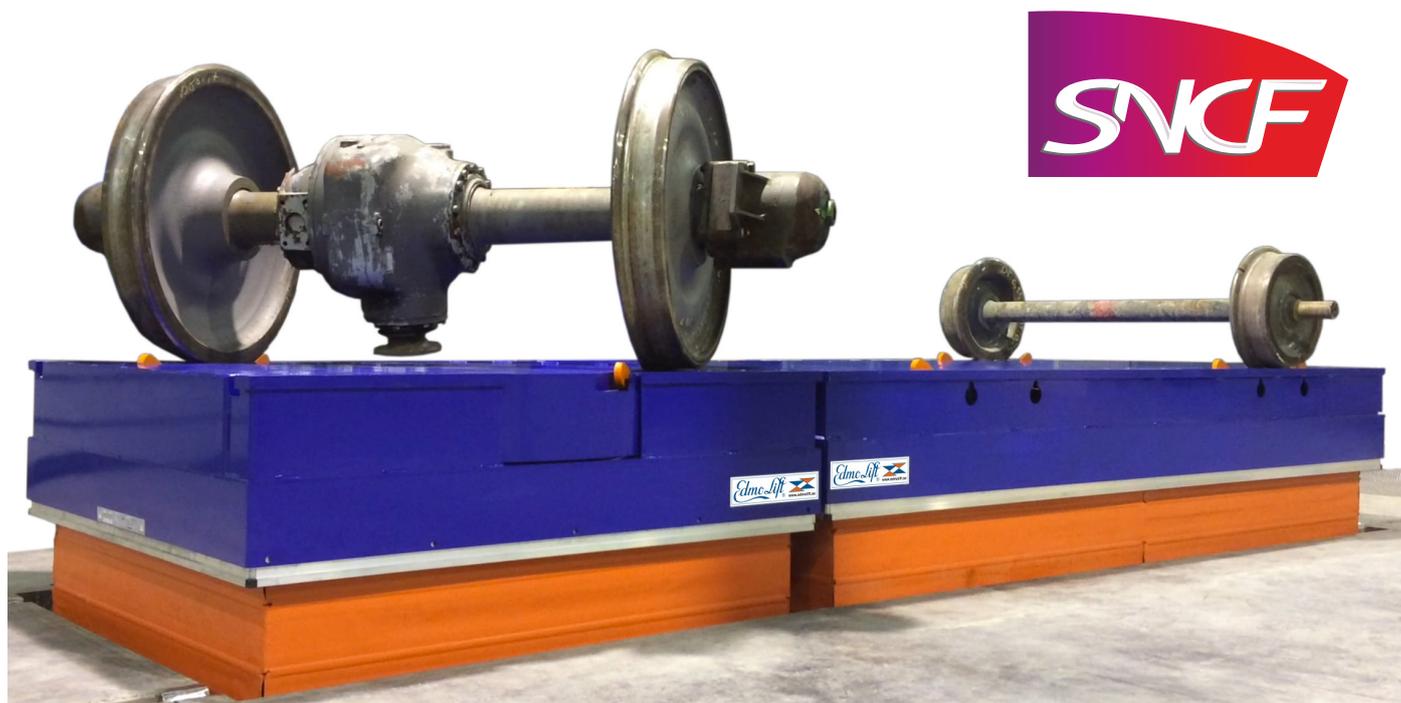
Genkinger also has a well-developed service network, which is a benefit advantage for its customers.

"Our hope is that Genkinger can help us reach some new segments."

"It's primarily our lifting tables that they'll help to sell, but our full range of products are, of course, available, says Erik Svanberg.

**Genkinger**  
**HUBTEX.**

## FRENCH RAILWAYS ARE A POTENTIAL MAJOR CUSTOMER FOR EDMOLIFT



Lifting tables TB 5000 and TBH 10000 are specially designed to service wheel axles

SNCF, the French national railway company, with over 250,000 employees, is responsible for all rail traffic in France and has 280 different service facilities in the country. Among them, the service facility for maintenance and upkeep of the TGV high speed train.

EdmoLift has delivered integrated lift tables and a safety system for the work to one of these service stations, in Briev-la-Gaillarde, which has now attracted the interest for SNCF across France.

"We were approached by the SNCF because they were dissatisfied with one of their former partners and wanted us to help to develop a prototype for them," says Daniel Rundén, project manager at EdmoLift Solutions in France.

In brief, it was about making the work of servicing the axles both smoother and safer.

"SNCF wanted us to develop a solution that integrates lift tables in the service chain that runs through the whole plant for the brand new facility at Briev-la-Gaillarde, thus contributing to a better workflow."

EdmoLift undertook a careful analysis and produced the first 2D sketches, then 3D sketches, to show what it could look like.

"It is all about huge heavy parts that must be handled both easily and

without unnecessary risks for the workers. Our challenge was to find a model that could meet both of these requirements," says Daniel.

### THE AXLES TO BE HANDLED WEIGH UP TO 1.5 TONNES AND ARE 1.2 M IN DIAMETER

"We used our powerful design capability, combined with advanced technology. Our latest lifting tables, TB 5000 and TBH 10000, create a perfect whole in which both work in harmony with each other. ▶



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► The key to the project was to analyse the work flow and combine the tables' and wheel axles interaction to make handling safe for the technicians. The lifting tables' position, in combination with the bolts that hold the axles in position, resulted in 19,683 opportunities for the user to make a mistake. These are now in the safe control of a steering PLC unit," says Daniel.

Flashing LED lights indicate whether the lifting table or the bolts are not in the correct position and need to be adjusted into the correct position, after which the LEDs light steadily.

You can see how it works in practice in the illustrations below.

The PLC unit was developed by EdmoLift's Anders Jonsson and both it and the entire system are now in operation and have received enormous attention throughout the SNCF.

"Following validation by DEKRA – an organisation that

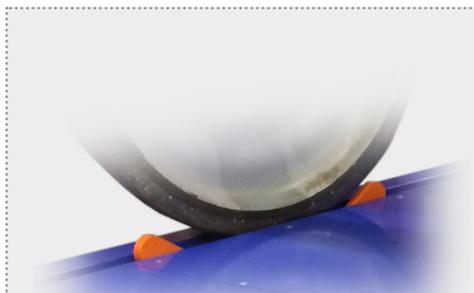
is a leader in Europe in the technical control – the site manager was taken aback by the feedback from his staff, and impressed that the operators were not given any chance to make mistakes in the process."

Since the commissioning of new service station in Brieve-la-Gaillarde, representatives for all other facilities in SNCF have paid it a visit. There are now discussions about introducing our unique lift table solutions across the board," says Daniel Rundén.

28 facilities, out of a total of 280, have already shown interest in upgrading in accordance with the model that Brieve-la-Gaillarde has implemented.

Daniel believes that there is great potential for the EdmoLift also becoming interesting for other European railway companies and railway manufacturers.

"If all goes well, this might be the beginning of something that could be very big for us. ■



Hydraulic bolts keep the axles in the correct position.



The hydraulic power unit with PLC unit and common control panel. The operator activates the bolts, raises and lowers the lifting tables, and rotates the axles both safely and easily. LED lights on the control panel indicate if anything is wrong.



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