

Editorial

We are both delighted and proud that EdmoLift was awarded the title of Company of the Year by the municipality of Härnösand. It is further proof that our efforts to develop and be a better supplier of lift tables are even appreciated outside the four walls of the company.

Over the last 40 years EdmoLift has become one of Europe's largest manufacturers of scissor lift tables and lift trolleys. Our market is global. Substantial investment has been made in new production technology, which in turn has raised our manufacturing capacity and the quality of our products even further.

The fact that our efforts are now bearing fruit and have given us a new lift is something that we hope will even rub off and reflect on our hometown of Härnösand.

At the same time there is a slight cause for concern regarding the development of the steel industry. There is great uncertainty and the prices are rising considerably, currently around 30 per cent.

This means as of 1 May we will be

forced to implement a steel surcharge for our customers, based on the weight of the delivered product, this will be reconciled monthly.

We trust you understand our reasoning behind these measures. Hopefully the steel price will stabilize before long.



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Warehouse Status: Good

EdmoLift is armed and ready ahead of the spring and summer's expected increase in demand for lift tables. From past experience we know that many purchases are made during the spring and early summer so that they can be installed during the summer break in production.

Having made a conscious effort to offer quick delivery of standard lift tables and lift trolleys our warehouse are well-stocked.

Our endeavour is to make the delivery during the same week as the order is placed. It has even resulted in an increase in demand for our products.

Looking forward to hearing from you!

Easy lift at Scania

Scania is the world leader when it comes to the manufacturing of trucks and buses. The group can be found in over one hundred markets the world over and has over 30 000 employees.

Scania buses and coaches are used worldwide. A new order has just been received to deliver 50 new coaches to the football European Championships. And the city of Changzhou in eastern China now boasts articulated buses from Scania.

The head office and many of the group's production sites can be found in Södertälje,

Sweden. Among other things, the final assembly of the chassis for the trucks and buses is done here.

Lift trolleys from EdmoLift are used to handle the tyres during truck assembly. Two new units have recently been purchased equipped with equipment for tyre lifts, designed for the final assembly of the chassis in Södertälje.

The trolley lifts the tyres to the intended height and turns them to reach the correct position. The fitters are spared the manual task of lifting the 80 kg heavy tyres.



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A moment with



**Peter Bellander,
45 years-old:**

You are quite new here. What do you do at EdmoLift?

– I've been here about a year and work within the spare parts division and support, it usually gets called aftermarket.

Can you elaborate on that?

– You could say that it is everything that happens to our products after they have been sold. I ensure that customers refurbish or up-date their old lift tables get the right parts.

Which spare parts are in most demand?

– Cylinders, valves and motors that have worn out. Or safety trip bars that have been knocked around and must be changed.

How fast can you deliver a part to a customer?

– The aim is within twenty-four hours if we have the part in stock. But there are parts that take longer, and some which must be ordered.

And how about job satisfaction?

– It is excellent actually! I learn something new every day.



27–31 May
CeMAT 2008
HANNOVER • GERMANY
The world's leading fair for intralogistics.

Trade fair visit in Hannover

Between the 27 and 31 May EdmoLift are on show in the German city of Hannover for the CeMAT event, which is one of the world's largest trade fair for internal material handling. The last time the fair was held in 2005, CeMAT was visited by 50 000 professionals and thousands of exhibitors from all over the globe.

The theme for EdmoLift at this year's

fair is company marketing communication. Many of the company's products will naturally be exhibited at the EdmoLift stand.

We look forward to seeing you at CeMAT in Hannover. You can find us in hall 12, stand E54. The Trade Fair Coordinator is Christina Andersson from EdmoLift Europe.

Important partner increases quality

Without a strategic partner such as Swemat in Härnösand, EdmoLift would not have been able to deliver the same high quality and delivery capacity for its scissor lift tables.

The collaboration between Swemat AB and EdmoLift has been in force for a number of years and has through time deepened and developed.

Components from EdmoLift are painted and finished at Swemat whose fitters then assemble the components resulting in complete scissor lift tables. Before delivery to its new owner each scissor lift goes through one last quality control.

All-in-all there are hundreds of components that make up the finished product. And all the intricate parts can be found on

the shelves at Swemat.

– It is up to us to ensure that the logistics work, said Swemat's MD Roy Björklund. And that all the parts are in place. We manufacture any parts that cannot be purchased or let one of our sub-contractors produce them.

In total, Swemat handle around four thousand scissor lift tables each year on behalf of EdmoLift.

FACTS SWEMAT:

- Total employees: 30
- Turnover: 50 M SEK
- Customers: Among others EdmoLift and Logosol who manufacture portable sawmills