

EDITORIAL:

CONSTANT DEVELOPMENT

EdmoLift can take pleasure in the fact that despite the approaching recession we are reaching record numbers in orders.

The downturn in the global economy will certainly affect us as well, but with the companies operating at an early stage of the production chain, with what is known as business-to-business, it takes a little longer before the effect of the recession becomes noticeable.

And when the time comes we are well equipped to deal with whatever comes our way. Therefore, during the autumn we are set to recruit new co-workers for all parts of our operations: marketing, administration and production.

We will even introduce a completely new control system for our products, UC60, with a unique and extremely user-friendly interface that facilitates the assembly of different accessories. More about that in the next update.

In time, we will also change our tools for construction and product development to a 3D CAD environment with the program Inventor.

We feel that we are marching forward

at a rapid pace. Therefore, we are investing in the development and strengthening of the company. We are working ourselves to the bone to increase our market share and to establish EdmoLift in new markets.

Our confidence in the future is strong despite the clouds on the horizon.



Anders Wahlqvist
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Successful Trade Fair

Over 60 000 visitors from places such as China, Holland and Sweden visited this year's CeMAT in Hannover, which is the world's largest trade fair of internal materials handling. Besides EdmoLift there were 11000 exhibitors from 35 countries. The participation in the event was, for the most part, positive with many new contacts and more offers in the hands of customers, says exhibition manager Christina Andersson.

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

Success at the Sports Arena

During the summer, EdmoLift took part in the Härnösand Beach cup. There were a total of 16 companies in the 5-a-side football tournament, which was played on a sand pitch in the town centre. The matches were made up of two 12 minute halves. "Over the moon" said CEO Anders Wahlqvist, who after losing in the semi-final could direct his joy towards the proud runners-up spot – out of 27 teams – in the company golf tournament.



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A moment with



Anita Westin, 57 years-old:

Word has it that you are among the ones who have worked longest at EdmoLift?

– That’s probably true. I started here in 1986, employed by the company’s founder Torbjörn Edmo.

In 22 years, a lot must have happened at EdmoLift?

– You bet! Everything has grown, more employees, more products, not to mention the premises. And nowadays we are dependent on robots and computers, when I started most procedures were carried out manually.

What are your current tasks?

– My role is an order coordinator. This means that I plan the final assembly of our products and the delivery to our customers I am also responsible for the prompt delivery of the products and to notify the customer in the event of any delays.

It sounds like an important task?

– It certainly is. And I still love my job, even after all these years.

But you must have a bit of free time as well?

– Of course. But I don’t play golf; I spend most of my time at our summer cottage in Lungön, outside Härnösand. Last summer we had the hottest day in Sweden.



Thomasz Szymanowski from PS Logistics, to the left on the photo, is delighted and honoured over the distinction of winning Retailer of the Year. Thomas and his colleagues look forward to a continued good working relationship with EdmoLift.

– Out of all the companies we have worked with throughout the years, EdmoLift is the company we have had the best contact with, he said.

He pointed out that EdmoLift’s products have in recent years undergone considerable improvements with a host of innovations and a wide selection that appeals to the customers.

Retailer of the Year

For the tenth consecutive year, EdmoLift has the pleasure of selecting the Retailer of the Year. This year’s winner was PS Logistics form Poznan in Poland, a company founded in 2001 specialising in the manufacturing, sales, assembly and service of lift configurations.

In addition to its own products they represent EdmoLift in Poland and Eastern Europe.

The reasoning behind the selection of PS Logistics as Retailer of the Year highlights the fact that the company has developed positively within the Polish market with continual new market share.

Loyalty, resolve, enviable efficiency and a well-defined strategy for the operations

are other factors of success at Ps Logistics.

EdmoLift look forward to continued successful cooperation!

The last three winners were:

Stertil Rus Ltd, Russia
P.E. Jakobsen, Denmark
Laadur OU, Estonia

SUMMARY PS LOGISTICS::

Founded:- September 2001, Poznan, Poland
Turnover: approx 5 M EUR
Employees: 31
Export countries: Germany, UK, Slovakia, Hungary

Turkey back on the map

In the early 90s EdmoLift made several attempts to establish itself in the Turkish market. Political and financial reasoning lay behind the decision to keep a low profile at that time.

Now, however, there are many things that have changed in Turkey. The country aspires to become a member of the EU, the economy of the country is much improved and last year EdmoLift resumed business relations in the country. With the aid of a web site and a local network several large orders of scissor lifts and work platforms have been agreed.

One of EdmoLift’s largest customers



in Turkey is the wood products company AGT, founded in 1984 with its headquarters in Antalya. The company manufactures wood-based products as well as furniture and exports more than half of its production to over 40 countries in Asia, Africa and Eastern Europe.