

A few words from the  
Managing Director:

## Part of the Swedish export miracle

They are remarkable figures, not least in comparison with many other countries. Sweden's total BNP is SEK 2300 billion. Of this the export industry contributes with 1000 billion and Teknikföretagen represents fifty percent of foreign sales. Fantastic statistics for such a small country as Sweden. But maybe it is precisely our small size, and our geographical location, which are behind the successes. Commercial trips have been an important part of our culture since Viking times. As entrepreneurs a natural growth strategy has always been to look beyond the country's borders. And learning other languages has been a matter of course for Swedish youth.

EdmoLift is small like Sweden in that respect. We are relatively small and our headquarters are not located in the capital but in the north of Sweden. Yet without hesitation we still proudly regard ourselves as part of the Swedish export miracle.



Recently EdmoLift crossed a magic boundary towards which we have been working for a long time – sales of SEK 100 million. In addition, our export share has increased from 62 million to 77 million. We are just about to make the largest single investment in the company's history, of SEK ten million, in new laser cutting plant in order to be able to meet the ever-increasing demand for our products.

This makes going to work singularly interesting this spring. We'll be in touch!



## NEWS

### New telephone system – increased accessibility

EdmoLift is continuing to invest in increased accessibility. A new telephone exchange, IP telephony from the Swiss company Aastra, has been installed and now links the offices in Harnösand, Hanover in Germany and Metz in France.

“You will not get the engaged tone, or the ‘phone just ringing and ringing when you call EdmoLift. With the new exchange, everyone who contacts us has various options if the person who they want to speak to is unable to answer the telephone. For example, you can request information about an e-mail address, mobile telephone or choose to be connected to the operator,” says IT expert Henrik Tjernberg.

Internally as well, the new telephone exchange is contributing to greater efficiency.

“Thanks to our IP technology, we can, for example, connect a call between our offices as we like, if we want to reach an end user in, for example, France, we call our French office internally and get connected in that way. Thus, we are only charged the cost of a local call.



## GOOD ERGONOMICS EQUALS GOOD ECONOMICS

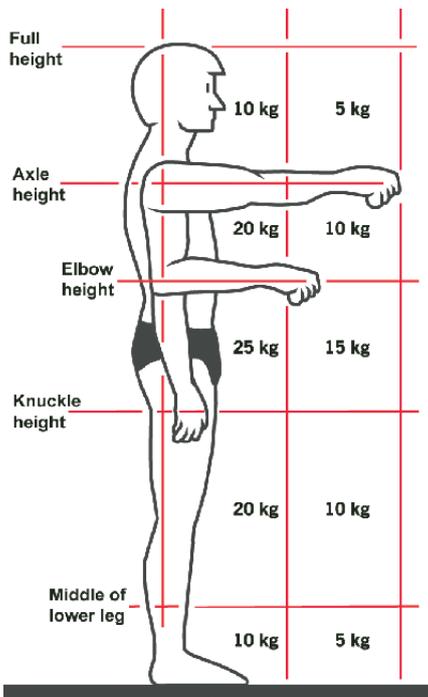
How do you unload 1000Kg's of engine parts from a pallet container both safely and efficiently? By using an EdmoLift TL2000 with turntable of course!

This was the question that the Ford Motor Company asked when developing their new diesel engine production line in Dagenham, England. The new facility produces 1million diesel engines every

year and good materials handling is an essential part of the process. The TL 2000's elevate the pallet to the correct working level which helps reduce manual handling injuries and worker fatigue. By rotating the platform the operator can unload all sides of the pallet without having to move from his workstation.



TRENDS



# Focus on environmental damage

Training packages, courses and informative meetings... the EU's new, stricter working environment legislation, with the need for continuous work on the working environment at the company, has created assiduous activity at, among others, the trade association Teknikföretagen in Sweden.

What has long been a grey area has now become reality with harsh sanctions; those who fail to comply with the law face heavy fines and/or imprisonment.

"One of the directives, AFS 1998:2 concerns a model for assessing lifts, which is directly linked to our business," says David

Nilsson, Sales Engineer at EdmoLift.

"This means a boom for various types of ergonomic platforms.

In Sweden absence due to sickness has been between 6-10 percent in recent years and average sick leave for back pain is a full 90 days.

"More and more companies are discovering that if they succeed in preventing their employees from getting back pain or other lifting-related injuries, for example, by using an elevating platform, this pays for itself."

Read more at: [www.teknikforetagen.se](http://www.teknikforetagen.se)

# Useful accessories

In recent years EdmoLift has worked single-mindedly to develop a wide range of efficient accessories, above all for WP lift trolleys. Today we have a range which holds its own in the sector. Now EdmoLift is compiling separate product sheets for each and every one of the accessories, which among other things will indicate the scope of application, specifications and technical details.

"We know that we have been rather poor at marketing our accessories and this is a way to make it clear, both to customers and retailers, what our range looks like," says Henrik Tjernberg at EdmoLift.

When a WP lift trolley is enhanced by an accessory, the trolley becomes an irreplace-

able work colleague that does the strenuous work and spares the employee's back.

"This may involve lifting and then twisting an eighty-kilo roll of plastic into a packaging machine, fitting a lorry tyre single handedly or turning and emptying a one-hundred litre barrel into a container one and a half metres above the ground.

With the aid of automatic coupling, it is quick and easy to switch between various accessories on one and the same unit.

EdmoLift's most common accessories are: reel mandrel, reel rotator with expanding mandrel, jib arm, drum turner, stepladder and various versions of lifting forks.



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