

NEWSLETTER

Number 2 June 2010

A few words from the CEO

4500 Decisions

EdmoLift received 4500 orders last year, so 4500 decisions were taken to use EdmoLift AB. We know that many of you do have a choice, and we are therefore happy for each and every individual decision in our favour. Naturally we are not satisfied with only that, the number of decisions should increase a lot, and we will show you that we deserve it.



P 150 - our door to the future

Our strategy has always been to re-invest in our products and production methods to push the company forward. In retrospect of past investments, it can be seen that they were vital for our progress, enabling a large production in Västernorrland and a significant production for several subcontractors in the region.

P150

www.edmolift.com

The purpose of our new investment

The purpose of our investment is to increase EdmoLifts production capacity and manufacturing flexibility, creating opportunities for us to grow and lead the development of the scissor lift concept elevators.

The directive for low speed elevators within the EU is being revised, and this will open a major new business opportunity for EdmoLift in a partly new niche. An elevator solution based on a scissor lift costs considerably less when compared to a conventional

elevator solution.

The P150 investment project includes an expansion of our factory area with 700 m² and a powder coating line with centrifugal blasting and detergent modules integrated.

The objective of our investment in the project P150 is to increase EdmoLifts production capacity, shorten lead times, increase the flexibility and make EdmoLift a complete supplier of laser cutting, folding, welding and surface treatment. The investment is essential to ensure our future development with Härnösand as a base for development and manufacturing.

We believe in you; our partners, the EdmoLift and our region!

Finally I would like to grasp this opportunity to wish you a sunny and a wonderful summer!



Anders Wahlqvist
CEO EdmoLift AB
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Dancing around the midsummer pole



Our production department will be closed during the weeks 28, 29 and 30; we have a summer stock with our best-selling lift table's which we can deliver during this period. Our marketing department is open throughout the summer to offer the best service possible.

Do you want to know the latest in the lift sector?

Sign yourself or your colleague up for our newsletter at www.edmolift.com

New Products

Pallet Storer

EdmoLift pallet storage system is based upon proven components included in the production of our lift tables. The pallet storer stores up to 25 pallets and can easily be switched to handle two different pallet widths, 800 and 1000mm. The operator chooses if he wants to stack or de-stack 1 to 5 pallets.

The pallet storer creates a more efficient and safe handling of empty pallets with a good order and ergonomic working environment.

New vertical triple scissor lift table

TLT 1500 will be launched during the autumn.



Specifications TLT 1500	
Platform Size	1300x800 mm
Closed height	500 mm
Lift Stroke	2400 mm
Lifting time	60 s
Max load	1500 kg



Pallet Storer PM 15-5

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www news



German and French moves to new domains

Since our previous newsletter, restructure work on our website has begun in order to make it easier for our customers and distributors. The most significant change has been our German material that has moved to our German domain www.edmilift.de and is now maintained by our German company EdmoLift GmbH.

Shortly we will also move the French material to the domain www.edmoliftsolutions.com and this is managed by EdmoLift Solutions SPRL in Belgium.

Case studies - lift tables in use

A few weeks ago a new part of the Webpage emerged, it will help you our wonderful resellers to sell our products in an easier way. We have begun to integrate short case studies where solutions are described with pictures and text. These case studies are available from the main menu, under each product group and on the product that was used in the solution.

When you are going to sell a lift table; always check the website if you can find a similar solution, this can make your sales efforts significantly easier. As an incentive we have a contest where you can **win a digital SLR camera** by submitting your case study to us, read more in the separate article.

We need more space!

We need all available space in our facilities for the P150 project, help us to clear out our stock. See attached our latest stock list. We also have a number of used and demo tables, see the list below. Contact us for special prices on these products!

ALT 1500	CR 500	TLD 2000	WP 65	WP 205
ART 1500	MS 400B	TUB 600	WP 102	WP Express
ART 750	TCL 1000	TUL 1000	WP 105	
CL 1000	TCL 1000GB	WP 60	WP 155	



Submit your case studies and win a digital SLR camera!

EdmoLift announces a contest to all our readers, submit photos on our products in use and write a short description about the solution. After review a selection of contributions will be published on our website under Case Studies. Best contribution will receive a digital SLR camera, Canon EOS 1000D with carry case and a 4GB memory card. (Value ~ 400 €)

We prefer to have the pictures delivered to us in its original size, jpg format max 2mb each. The winner is determined by our marketing department september 15.

Email your entry to info@edmolift.se

Examples of Case Studies: <http://www.edmolift.com/caseStudies.aspx>

The sky is the limit – That's how we EdmoLifters always project the use and the reliability of our products!

What is exciting is that Euro Disney in Paris has understood the message and has chosen an TMD1500 to lift Mickey and Goofy during their shows.

Euro Disney Paris welcomes approx 10 million visitors annually, and we are now part of the spectacle.

The table is installed in the park and ensures Disney characters can safely be lifted and lowered while performing during their daily work.

The solution includes some removable guard rails and gates that provide all safety features when it comes to use the 2 speed powerpack. The table is painted in yellow RAL 1018 with some wire mesh and customized printed curtains that roll up with the table's movement. Self supporting base frame, tipping protection, aluminum tear plate, inspection hatch, lifting eyebolts completes the full setup and it's powered by a remote H8 powerpack with frequency inverter and IP65 electrical components

We can say that EdmoLift is now part of the Wonderful World of Walt Disney!!!



Exchange program EdmoLift and Safetech

In 2007 EdmoLift and Safetech from Australia started an exchange program for young engineers. This program gives the engineers an extra ordinary possibility to develop them self as a person and to get a new perspective working in a different part of the world with different ways of produce and different resources available. One of our engineers; Rickard Järnankar went to Australia in 2007 and now we have the pleasure of having Adrian Densley, an ambitious young engineer from Safetech at EdmoLift.



Adrian Densley
age 27, engineer
at Safetech Australia

What will you work with at EdmoLift, whats your working task?

My current task is to develop a tool to generate above deck options for lift tables such as gates and guardrails.

What do you think you can add/offer to EdmoLift?

I think that my approach to engineering tasks produces functional and innovative results whilst getting the most out of the resources available.

What do you hope to gain from your time at EdmoLift?

For me it's an amazing experience to work in a different country and also experience things that wouldn't be possible in my normal life in Australia, like living in snow. EdmoLift's resources give me direct exposure to manufacturing process' otherwise unavailable at Safetech and I hope the knowledge I gain can be transferred back to Australia with me.

How long are you staying at EdmoLift?

I will be working at EdmoLift for 7 months between March and October

What are the main differences between working at EdmoLift and Safetech?

From an engineering perspective, the resources which EdmoLift have at their fingertips allow engineering to adopt a different design philosophy. Safetech's product range includes lift tables as well as a more diverse range of products such as pallet wrappers, freight hoist, and workstation cranes.

What do you think of EdmoLift as a company?

EdmoLift is a company that looks into the future with open eyes and keeps pushing forward. This is demonstrated by their current expansion and also embracing new manufacturing technologies with the robot welder, laser cutting and folding. The company is always looking for improvements which fits me perfect because that's my working philosophy, always chasing the edge and keep pushing forward towards new opportunities.

What's the best thing about EdmoLift?

EdmoLift has excellent resources and great working environment not dissimilar to back home. It is also fun to be working with Rickard again after also working with him in Australia.

What do you think of Sweden?

Sweden has been great thus far and isn't completely different except for the climate. This is also the first time for me to live in a place that has snow which is a nice experience.

What do you do on your spare time?

I love to go out for a ride with my mountain bike, meet new people, and experience the local customs.



EdmoLift facts:

EdmoLift is one of Europe's largest manufacturers and supplier of scissor lift tables, pallet handling products and manual handling aids. EdmoLift operates from modern custom-designed premises incorporating their manufacturing, sales, servicing and sales departments together with extensive warehousing facilities. EdmoLift has offices in Sweden, Germany, Belgium and UK.

Established: 1964
Head quarter: Härnösand, Sweden
Employees: 50



SAFETECH

Safetech facts:

Safetech Pty Ltd is Australia's leading manufacturer, innovator and designer of scissor lifts tables, stretch film, trolleys, stretch tape wrappers, freight hoists, overhead handling systems, pallet handling equipment and many other materials handling product. Safetech has a manufacturing base in Australia and licensing partners in the US, UK and Japan.

Established: 1985
Head quarter: Victoria, Australia
Employees: 50