

NEWSLETTER

Number 2 September 2011

A few words from the CEO

Welcome back

The summer is over and a turbulent world economy has welcomed us back after the holidays. During the summer a great concern in the financial markets has emerged. The problems of debt crisis in Europe, the reduction of the U.S. credit rating and weak economic signals have led to increased uncertainty in a relatively short time.

Despite all dark clouds in the world economy; EdmoLift can take pleasure in the fact of a very busy summer where many of our clients have taken advantage of the summer break to deliver and install our products and solutions. We face the future with great confidence with record high values in our order books.

It's clear that the demands for our products and solutions remains strong. To meet the increased confidence from the market, we put a lot of energy in our work to be a company with a complete product range and a high global service, which guarantees our customers outstanding value for money!

A few weeks ago, Darren Papani from EdmoLift UK gave me an inspiring story about Honda using our products in their sales; you can read more about that in the next article.

It's always a pleasure hearing from you and please keep on sending examples of creative solutions.



Anders Wahlqvist

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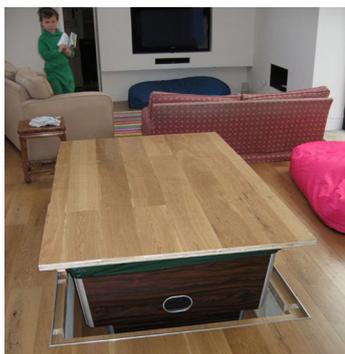
Lyfthaus – new industrial trends

A few years ago Edmolift UK started a concept called Lyfthaus. Edmolift Lyfthaus works exclusively with the wider lift industry, architects, developers and discerning home owners to deal with their specialist requirements and bring their lift ideas to life. A few examples is a interior design lift to hide the pool table in the living room floor, underground car parking and BinGo; designed to hide ugly and smelly bins underground, perfect for recycling systems. All of those and more can be found in the Lyfthaus portfolio.

▶ Read more about Lyfthaus at <http://www.lyfthaus.com/>

The lift in the picture is an installation made by our Czech distributor RPJ international s.r.o. and is situated in a Honda Dealership. The solution was installed as a part of the showroom and is designed to blend into its environment; the lift is used to transport cars between two levels.

▶ Read more about RPJ International s.r.o. at <http://www.edmolift.cz/>



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24 hour express policy – EdmoLift stock list a success

Mathias was employed as an assembler in 2005 at EdmoLift in Härnösand. He started off at the hydraulics department with assembling off power packs and later on he continued with the assembly of lift tables. After one and a half years he got the chance to jump in at the spare part department for a few months; it was during that time that he was asked to become the warehouse manager, which he has been working with ever since.

“My main function is to ensure we have right tables and amounts in stock, and that the products are delivered to our customers as quickly as possible. I have put a lot of effort in to fine tuning and constantly adjusting the stock list to make sure we have the right products in stock; this has been highly appreciated by our distributors. The stock list and our 24 hours express policy is best described as a total success,” says Mathias.

The stock list includes around 40 different models of lift tables, trolleys, work positioners and tilt tables. A wide range of our C-series model are on the stock list, but some of our larger tables such as the single scissors TM 1500 and TS 2000 are also available. When Mathias receives an order it often leaves the factory the same day.



i EdmoLift's 24 hour express policy means that a product from stock leaves the factory within 24 hours after the order is received.

Mathias is also responsible for customer returns and potential warranty claims from our customers. The job usually floats on but occasionally he receives a return without order reference and fault description. Than it takes a little bit longer before we can give feedback/compensation to the customer.

Mathias would like to make a point to all the customers that order reference and fault description on returns and warranties results in faster clearance of the case and faster reimbursement to the customer.

EdmoLift at three exhibitions in September

CeMAT Russia 2011, Moscow, Russia, 27-29 September



After a successful tradeshow last year; the CeMAT RUSSIA is the new important international show for intralogistics. The show is unique of its kind in the growing Russian intralogistic market and covers everything from forklift trucks to services and tailor-made solutions for individual sectors.

EdmoLift Rus (former Steril Rus) is exhibiting with the EdmoLift products TST 2000, ALT 750, PL 2000, TM 1500B, CB 1500B and WP 155EM, their stand will be in pavilion 2, hall 6.

<http://www.itfm-expo.ru>

Post-Expo 2011, Stuttgart, Germany, 27-29 September



POST-EXPO 2011 is the world's leading international postal, express and mailing industry exhibition and conference.

Visit EdmoLift AB in booth 6054 where they will be showcasing their revolutionary mail distribution cart ZipLoad and a Work Positioner with custom built forks for postal tray handling.

<http://www.postexpo.com>



Cumbre, AUTOMATIZACION 2011, Bilbao, Spain, 27-30 September

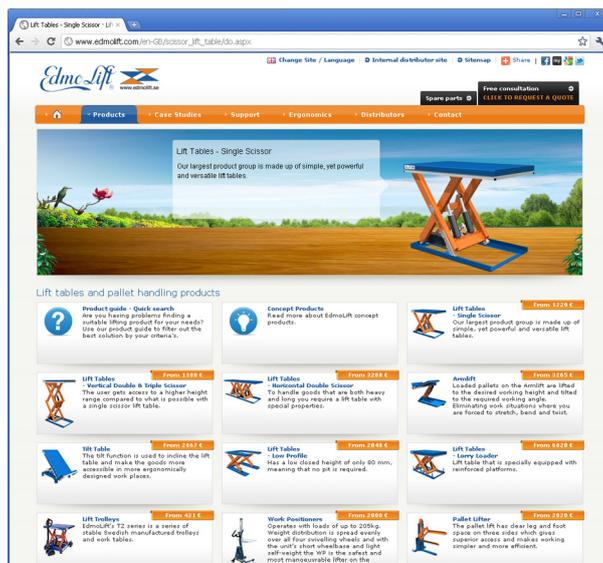
The Bilbao Automation Fair will take place in the framework of the Cumbre Industrial y Tecnológica de Bilbao and has become the most important international exhibition for manufacturing machinery and technology in Spain.

SCHMALZ S.A. is exhibition with the EdmoLift products ALT 1500 and WP 85, their stand will be in pavilion 3, booth F-24.

<http://www.cumbreindustrialytecnologica.com>

Creating awareness

To make our online visitors aware that we deliver outstanding value for money; we have chosen to show a price box at each product category on our website. The price box shows the lowest price for a product in each category.



Do you want the latest in the lift sector?

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