

A few words from the CEO

## Business returns to pre-pandemic levels

For more than a year now, Covid-19 has characterised our world. I am pleased to see that EdmoLift's business, and that of many of our customers and partners, is now back to the level it was before the pandemic hit.

We have done well through a trying period and I am convinced that our ability to move forward has been a key to our success. When old roads closed, we found new ones. And when many companies put their business on hold and waited for better times, we continued to plan and build for the future. We dared to continue development and have now launched a new series of work positioners, WP by EdmoLift, and have recently added the HDA 2000 as a new standard product to our category 5 lifting table range.

WP by EdmoLift also reinforces the trend that we are bringing more and more of our production back to Sweden. Currently, almost everything is manufactured under our own roof in Härnösand and that also forms part of our success. We get better control over the manufacturing process, better lead times and also a better dynamic between different parts of the company. WP by EdmoLift is an excellent example. Our in-house manufactured work positioners have seen a huge boost in sales since manufacturing moved "home," and while this newsletter is being compiled, our assembly is working on a major order for the US.

However, not everything has returned to normal. We still have problems with our supply chains, a problem that we share with virtually everyone in the industry. This is a persistent effect of the pandemic. Many manufacturers were simply unprepared for how quickly the situation on the world market would improve and how quickly the demand would rise. Today, we can see the result of that in a sharp rise in the prices of raw materials and components and longer delivery times.

When it comes to delivery issues, we are working proactively by monitoring incoming deliveries and organising additional transports to cut delivery times.

With regards to raw materials, many companies are trying to protect themselves by creating buffers, a process that drives demand and, in practice, exacerbates market imbalances further. Here at EdmoLift, we cannot influence this situation, but we have to deal with its consequences.

On April 1, we were forced to introduce a steel surcharge on our products. The surcharge compensates us for our rising raw material costs, and the rate will be adjusted monthly, but a realistic assessment is that the steel market will remain out of balance for the rest of the year.

Our customers have shown great understanding for the temporary price increase, and it is pleasing to see that it has not had a negative impact on sales. Instead, the curves continue to point steadily upwards. Order intake during 2021 has been fantastic and we are now in the situation that we need more resources in order to keep up to speed. From stand-by to recruitment mode in only a few months!

We are now not only recruiting employees for production, but also for the design, sales and marketing department. And by the end of the year, EdmoLift will be bigger than ever before.



Anders Wahlqvist  
CEO EDMOLIFT AB  
anders.wahlqvist@edmolift.se



# Digital FAT work excellently

EdmoLift constantly tries to meet its customers in new ways. During the pandemic, the company has developed a method for implementing digital Factory Acceptance Tests.

The method has been so successful that EdmoLift will introduce it as a permanent procedure.

A Factory Acceptance Test (FAT) is a test that a vendor and purchaser conduct together before delivery in order to ensure that everything works according to the specification and meets the customer's requirements. EdmoLift does not conduct a FAT on individual products, but only when a customer has ordered complete functional solutions.

Recently, a FAT was conducted together with Volvo Car for precisely such a functional solution. The complex system includes our HDL 2000, EdmoLift's most powerful lift, which is capable of continuous work under maximum load for at least 512,000 cycles. Normally the customer would have sent a delegation of safety technicians, ergonomics specialists and safety representatives to the workshop in Härnösand to go through everything from functions to safety devices in detail. Instead, the entire test was broadcasted using Microsoft Teams.

"We go through everything according to a detailed FAT protocol, so it is exactly the same test that we would have completed if all participants had been physically present," says Mikael Fernlund, Sales Manager for the Nordic countries at EdmoLift.

The experience of performing FAT as a digital live broadcast has been very positive, both for EdmoLift and its customers. Mikael Fernlund can only see benefits with the solution.

"At the beginning, with it was about minimising the risk of infection during the pandemic, but we now also see that this is a smooth and effective way of implementing a FAT.

The fact that the customer delegation does not have to travel means that the customer saves money and reduces its environmental impact, so what was originally an emergency solution has proven to be a very good way of working.

We will continue to offer this option even after the pandemic has subsided.

Are you interested in FAT, design briefings or project meetings using Teams, Skype or other digital meeting platforms?

Contact your EdmoLift sales representative!

Mikael Fernlund  
Sales Manager  
Nordic Countries



# Pawel, our new designer and photographer



EdmoLift is strengthening its marketing workforce. Pawel Maronski has been working for EdmoLift as a graphic designer and photographer since May 1, 2021.

A virtuoso creator has joined EdmoLift. Pawel Maronski, who has worked with graphic design, film, photo and the web in various positions in both Poland and Sweden, will now work with virtually everything that has to do with the company's visual communication.

"I will partly work with branding to strengthen and develop the EdmoLift brand, but I will also film product videos and support the marketing department in many other areas," says Maronski.

He has a solid background in graphic design, but with a master's degree in art history from Warsaw University, his aim was originally set on a completely different course. After a brief spell as an art curator, however, he realised that something essential was missing – people.

"I like to work with people, to be where things are happening. I enjoy myself best in a creative environment where ideas are driven forward by a team, so I quickly started working in the marketing and communications industry."

After a few years working in the marketing department of a private college and a large furniture and interior design manufacturer, Pawel and his family chose to move away from the big city of Warsaw. They left promising careers and solid lives to find the good life. And they found it in a small town in northern Sweden.

"We had a very romantic idea of Scandinavia, but we really got what we wanted in Härnösand: Outdoor life, nature, peace."

After a few years at a marketing agency, he has now stepped into a new position with a new employer, and he is already enjoying himself immensely.

"I love EdmoLift! It's a very professional workplace – the people here are very good at what they do and everything is well organised. But there is also a very familiar atmosphere. You can feel that the people are satisfied and enjoy their work, and so do I."

## FACT SHEET: PAWEL MARONSKI

- AGE:** 41
- FAMILY:** Wife, two boys, one dog
- LIVES IN:** A house in Härnösand
- JOB:** New graphic designer and photographer at EdmoLift
- LEISURE:** Trips with the camper van, tries to live an active outdoor life exploring the forests or the coast by foot or on bicycle.



# Four castors? No problem for Movexx MD1000

New technological solutions in many industries can make internal logistics both more efficient and safer. EdmoLift can now offer its customers the Movexx MD1000, an electric tug designed specifically for trolleys with four castors.

Many companies have been working on phasing out the forklift trucks as work tools for internal logistics for many years. The trucks are often inefficient and are the cause of many workplace accidents every year.

Instead, the market is increasingly moving toward different types of tugs that can move goods on pallet trucks or other trolleys. Castors make the trolleys easy to move, but one problem so far has been that when they are connected as a tugger train or milk run train, they tend to start turning from side to side when the trolleys start to move and they become difficult to manoeuvre.

“Normally, a trolley needs at least one fixed wheel to allow it to run smoothly, but with the Movexx MD1000 and its support legs, that need no longer exists. Even a train where all trolleys have four castors is smooth and easy to handle,” says Mikael Fernlund, Sales Manager for the Nordic countries.

The tug can be operated on both the short side and the long side of the trolley and can tow loads of up to 1,000 kilos. Designed for optimum ergonomics, the MD1000 is a multi-purpose tool with a very wide application.

“The MD1000 is a very good solution for all companies whose internal logistics use pallet trucks, or other trolleys, fitted with castors – and there are many of them,” says Mikael Fernlund.

EdmoLift is the general agent for Movexx in the Nordic countries, but can also sell MD1000 and other Movexx tugs to other countries if the tug is part of a package with other EdmoLift products.



# HDA 2000

– Our new category 5 table in the standard range



## SPECIFICATIONS

Model .....	HDA 2000
Part no.....	615010
Capacity.....	2000 kg
Lift stroke.....	1300 mm
Lowest height.....	230 mm
Length.....	2000 mm
Width.....	900 mm
Lift time.....	30 sec
KW .....	1,5
Weight incl packaging ...	550 kg

In 2019, EdmoLift announced what was probably the world's first category 5 hydraulic lift table to be included in a standard range, the HDL 2000. The next table in the heavy duty range is now being launched.

The "Big Brother" HDA 2000 is based on the same technology as its predecessor and is built according to the same high quality standards, but is larger and has an even bigger lift stroke.

The demand for lifting tables that can withstand harsh environments and intensive operation is increasing, but very few products meet the toughest classification, category 5 of the EN 1570-1 lifting table standard. EdmoLift now offers two category 5 tables in its standard range.

"Development is at the heart of our business. We always want to be ahead of the game and be the market leader, and when it comes to hydraulic scissor lift tables, we believe that is where we are at today," says EdmoLift's Design Manager, Hans Vikström.

EdmoLift has great faith in the category 5 lifting table market and is now building a full heavy duty range, based on a basic design that can be easily converted into new products. Basically, there is a scissor structure that consists of two interconnected scissors with laser-cut flat-iron frames and maintenance-free bearings in all joints.

The result is a lifting table that, with minimal maintenance, can handle at least 512,000 cycles of continuous operation at maximum load, which in this case means 2,000 kg. The structure makes the design strong and very stable in all directions.

It is an extremely high-quality product that is particularly suitable for automated production lines operating 24 hours a day, and operations-sensitive environments where downtime in production would prove to be very costly. One of the stated goals of the heavy duty series is to establish itself among system builders who develop automated lines for large customers.

The HDA 2000 has a minimum height of 230 millimetres and a lift stroke of 1,300 millimetres. The basic platform is 2,000 x 900 mm.

"As with many of EdmoLifts' products, customers are offered a lot of possibilities to customise their lift tables. Of course, it is always possible to build customised solutions from scratch, but now that we have standard models that can be modified, it makes customisation easier and therefore also cheaper for the customer," says Hans Vikström.

The work on the next lifting table in the heavy duty range from EdmoLift has already begun. The model will be sized between the HDL 2000 and the HDA 2000.

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# *HAVE A GOOD SUMMER*

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*We would like to take this opportunity to thank all our colleagues, partners, and customers worldwide for their support and efforts during this incredibly challenging year.*

*We wish you a lovely summer filled with plenty of sun, warmth and great moments with loved ones.*

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## HOLIDAY TIMES

Our sales and spare parts department stays open all summer to offer you the best service.

The production department will be closed from Monday July 12 through Friday, July 30, but we have filled up our warehouse with a summer stock of our best-selling lift tables that we can deliver throughout the entire period.