

A few words from the CEO

## Seven factors that make us a world leader

"Why is Sweden so good at material handling?"

I often get asked that question when I meet customers, dealers and colleagues in the industry. Being really good at innovation and producing high quality puts Sweden ahead of the pack in the development of intelligent systems for material handling, and the country is regarded by many as having a ten-year lead on the rest of the world when it comes to focusing on ergonomics. Here are the factors that have taken us to the position we occupy today:

**A HISTORICAL FOCUS ON WORK-RELATED ACCIDENTS.** Sweden has gathered data about the numbers of industrial accidents since 1906 and this created a broad awareness about occupational injuries, working environments and the link between them from an early point in time.

**WELL ORGANISED WORKFORCE.** Its high membership levels over time have given the trade union movement a strong position and one of the many issues it addresses is the requirement for a safe working environment. The unions have also provided a well organised structure within the framework which is why issues such as ergonomics could be resolved.

**WELL-DEVELOPED RELATIONS ON THE LABOUR MARKET.** The close collaboration between the employer organisations and the unions, with a minimum of government involvement, has led to the resolution of problems and to new ideas gaining a foothold and being spread.

**HISTORICALLY LOW UNEMPLOYMENT.** For a long time, the government's policy objectives were the achievement of full employment, which led to low unemployment levels and harsh competition for labour. Early on, good and safe workplaces became a means of competition in Sweden, and the high priority placed on the working environment is now deeply engrained in our society.

**FAR-REACHING WORKING ENVIRONMENT LEGISLATION.** As early as 1977, Sweden approved far-reaching working environment legislation that, among other things, gave employees far more influence over their working environment in the broad sense of the word. Good ergonomics were an issue that was accorded high priority at many workplaces from an early point in time.

**HIGH LEVEL OF RESEARCH AND DEVELOPMENT.** In 2010, when the EU Commission compared the innovation climate within the EU, Sweden was at the top of the list. There are several reasons for this. One of them is that the relatively high cost of labour has favoured the production of premium products rather than the mass production of cheap goods. Another reason is the Swedish welfare system which not only allows access to higher education free of charge or at very low cost, but also provides tax reductions for people who start new companies - a low risk culture that favours entrepreneurial innovation.

**FLAT MANAGEMENT STRUCTURE.** A culture in which the employees' ideas are valued as high as the manager's stimulates freedom of thought and a genuine spirit of innovation.

The Swedish success when it comes to the development of systems for material handling is therefore far from just random. It is the result of a society and a labour market in which working environment issues have been highlighted for a century and in which innovation, development and reforms in the area have been awarded high priority.

It is in this environment that EdmoLift has grown to become a leading player in the field of material handling, with its world patented armlifts, pallet lifters and lifting trolleys as its renowned signature products.

And now the understanding of the extreme significance of good working environments and ergonomics is spreading to more and more countries and industries. Last but not least, we can see this in the demand for our products. With the biannual accounts now being completed, it is a great pleasure to see that EdmoLift has had its best half year ever.

Thanks to all our customers, employees and salespeople!



Anders Wahlqvist  
CEO EDMOLIFT AB  
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# Good grades for quality and range



Jan Eriksson  
Quality and Environment manager

The annual customer satisfaction survey is a very important part of EdmoLift's quality assurance work. The company is in the process of going through the extensive material and has already found both positive and negative feedback.

“The questionnaires are sent to our dealers all around the world, and our ambition is to measure prices, quality, product development, customisations, market support, response times, etc.”, says Jan Eriksson, Edmolift's quality and environment manager.

Jan is analysing the feedback from this year's survey right now and he can already state that quality and product range are areas where the company continues to perform very well and for which the dealers also give high grades this year.

But a survey of this type is intended not only to give feedback about what is good, but also to find out what needs to be improved. This year, it seems that lead times, i.e. the time from order to delivery, are something that needs to be improved.

“We have received a lower score for this item than last year, and the lead times have also been slightly longer, which has partly been caused by higher demand. Sales are on the increase, and that means that we have not been able to deliver as quickly this year, and that drops the rating.

Lots of attractive products and high quality are obviously important factors that have increased sales, but these have also led to an associated increase in lead times. This is not the worst problem to have, but it is still something that has to be dealt with.

“This survey is very important for us and as soon as we have analysed the material we will draw up an action plan in which we engage all parts of the company in order to make the necessary improvements”, says Jan Eriksson.

## Factory-fitted with longer cable

In order to increase flexibility of installation of our lifting tables, from the turn of the year we will replace the 1.5 metre power cable with a 3 metre power cable as our standard scope of delivery. This is a change that our customers have asked for, and it will apply to all of EdmoLift's products that are equipped with the electrical equipment UC60.





## EdmoLift launches an even more stable pallet lifter

EdmoLift will shortly be launching a new range of pallet lifters. A new design makes the new generation even more stable and more functional. We have already produced the prototype, and production will begin at the beginning of 2018.

When the new products are presented at the end of the year, they will be the result of an intensive year's work at the Edmolift design department. One of the tasks was that the new pallet lifters must have the same weight range as the company's armlifts, 750 and 1,500 kg respectively, but in connection with this, we also wanted to improve the basic design further.

“For the lifters with a maximum weight of 1,500 kg, we have produced a new design that makes them even more stable, stronger and gives us a more functional product”, says engineering manager Hans Vikström.

The design of EdmoLifts pallet lifters is already built on a very stable base, but as more and more customers submit requests for customisation, the company's designers have improved stability even further.

“It is becoming more and more common that customers want to be able to lift and tilt the loads that are, for example, significantly higher or longer than normal. This means that these will be very good products to start from when we subsequently start the customisation.”

The completely redesigned pallet lifters will be called TSLN 1503 (Lift and Tilt model) and TSL 1503 (Lift only). The range will also contain the TSLN 750 and TSL 750 models, pallet lifters with 750 kilos as the maximum weight. These are based on the current pallet lifter range, but will have a completely new and fresh appearance.

The lifters will replace the current range. They will be launched around the turn of the year and start production at the beginning of 2018.

“It is very satisfying and fun to close the book on a project like this and be able to see the final result”, says Hans Vikström.

# Several improvements made to the lifting trolleys in the WP range

Edmolift's renowned and popular lifting trolleys, the work positioners, are now even better. Everything from simple details like more comfortable handles to a requested central brake will be added when the WP models are updated. All of the improvements should be implemented by the end of the year.

In total, EdmoLift's WP range encompasses thirty products, divided into three subseries: Commander, Industry and Stainless Steel. The lifting trolleys can manage up to 300 kg and have the fastest lifting speed on the market. But even good can be made better.

"This has been part of our ongoing development work", says project manager Tobias Svensson. "We are always looking at ways we can finely hone the products, so we listen carefully to the feedback we get from our customers.

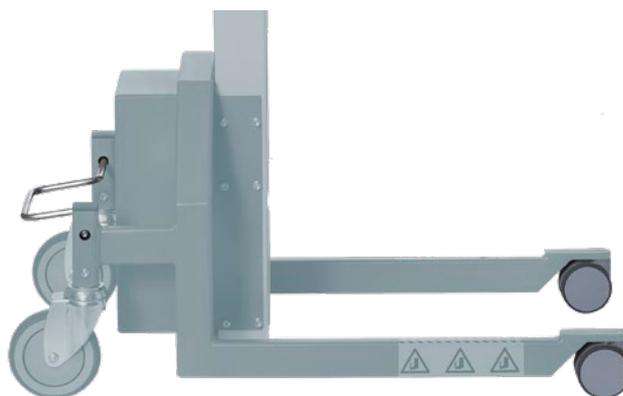
The major changes include a central brake which will be available as standard on all of the larger versions of the WP trolleys.

"This makes it possible to brake both wheels with a single control, and it is both easy to apply and release.

## MORE IMPROVEMENTS:

- ▶ A new type of front wheel has been introduced that allows the trolleys to be moved both more easily and smoothly.
- ▶ The spiral charge cable will now be fitted to the trolley, instead of being loose, as it used to be. This will solve the problem of lost or misplaced cables. Find an outlet and you are ready to charge!
- ▶ The socket for a remote control will now be standard fitting on several models, and there will be both single and dual speed remote controls.
- ▶ Better labels and clearer information will make it easier for new users to get started.
- ▶ New material on the handles will make them more comfortable and more robust.

In addition to the improvements made to the standard versions of the lifting trolleys, it will, of course, continue to be possible to customise all of the products in the WP range according to the customer's requirements.



## EdmoLift sums up an intensive autumn of trade fairs



From September to November, EdmoLift or its subsidiaries have participated in four trade fairs in Germany, Hungary, Finland and Spain.

“The trade fair format has been discussed extensively, but I am not at all convinced that they are dying out”, says EdmoLifts CEO, Anders Wahlqvist.

The focus has been on fairs for the packaging industry where we have mainly presented our WP lifting trolleys, the pallet magazine Pallet Buddy and our armlifts.

The response has been very positive.

“From the Motek Fair in Stuttgart alone, we had approximately 100 leads, actual requests for quotations, and that is very good”, says Anders Wahlqvist, who was in Stuttgart himself.

Some commentators have predicted the demise of the trade fair, because today’s customers increasingly look for information, and do business, on-line. EdmoLift’s CEO does not agree.

Digital information searches complement face to face contact, but cannot replace it, he thinks.

“I think that it is very clear that there is still a great need for meeting face to face, and allowing customers to touch the products and try them out.”

Anders agrees the trade fairs have declined strongly in such countries as Sweden, Denmark, the UK and the Netherlands, but points out that the trend in Germany seems to be going the other way.

“Germany is developing into an exhibition centre for the whole of Europe. I also think that there is a clear trend showing that the emphasis has shifted. The wide-ranging events that lasted at least a week are almost over, while the more niche industry trade fairs that last two to four days are growing. Personally, I think that it is a good thing. A focused three-day fair is probably optimal.

**FAIRS AT WHICH  
EDMOLIFT’S PRODUCTS  
WILL BE SHOWN IN 2018**



**EDMOLIFT HEBETECHNIK GMBH**

EMPACK: 24-25 January, Germany  
LOGIMAT: 13-15 March, Germany  
FACHPACK: 25-27 September, Germany

**SCHMALZ S.A**

FIMMA: 6-9 February, Spain  
HISPACK: 8-11 May, Spain  
BIEMH: 28 maj-1 June, Spain  
EMPACK MADRID: 14-15 November, Spain

**ROLTEX OY**

LOGISTIIKKA: 12-13 September, Finland

**JMC JIN MYUNG CO.,LTD**

SIMTOS: 3-7 April South Korea  
KOREA MAT: 17-20 April, South Korea  
KOMAF: 11-14 September, South Korea

NEWSLETTER

#35, December 2017



## Peter Englund the new production manager.

Peter Englund is the new production manager at EdmoLift. He has been the senior manager for all manufacturing at the company since September 1.

“It sounds important, and I guess that it is as well, but it is not just about me, it is really a case of team work.”

He has spent his first months in the job getting to know the company and seeing how everything works.

“Deliveries and delivery precision are most important, but we have begun to look ahead too.”

Our goal is to improve and enhance the efficiency of production at EdmoLift. We will constantly review our way of working and trying to find easier and smarter ways of manufacturing the company’s products will be an ongoing process. Peter Englund is now starting to work in-depth, but he emphasises that he has not got all the solutions himself. A very important part of improving efficiency is to benefit from the ideas and experience of the staff.

“My main job is to support those who assemble the products. The engineers and sales force are the heart of the company, we others are their support, there to see that the work runs as smoothly as possible.

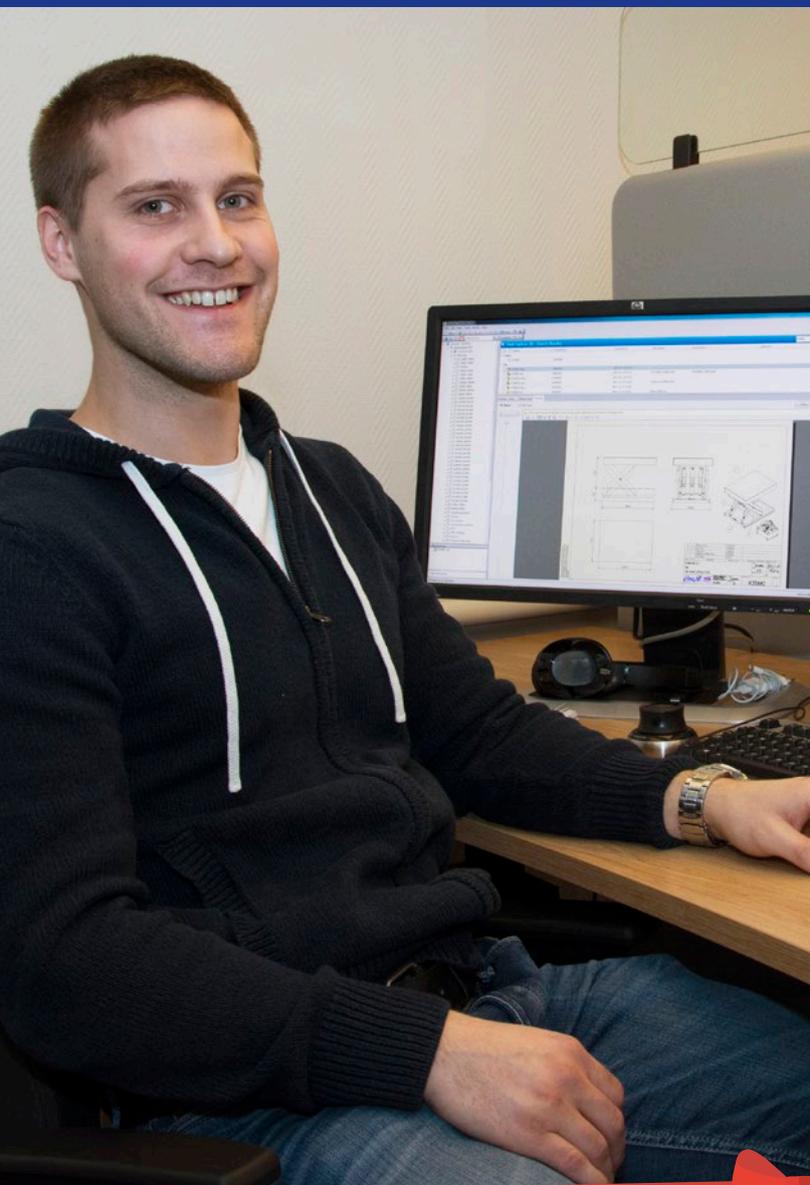
Peter Englund has a background as a teacher, but after having retrained as an economic management engineer he has worked for many years in the industry, first at the elevator company Cibes Lift, and later as the production manager at Munters Europe AB.

### WHAT ATTRACTED YOU TO EDMOLIFT?

“It felt like a nice sized company, and primarily like a company with a very strong will to continue to develop.

### PETER ENGLUND

AGE: 48  
POSITION: Production Manager at EdmoLift since 1 September 2017  
FAMILY: In a relationship, 1 grown-up son  
LIVES AT: Forsbacka and Härnösand  
LEISURE PURSUITS: Likes to work out, primarily cycling and cross-country skiing



## New employee

### Andreas Modig - designer

#### WHAT DO YOU DO AT EDMOLIFT?

I implement customised solutions for our lifting tables. It is often about the customer wanting to change our standard our standard tabletop dimensions, but customers might also want rails, gates or other accessories on the table. The customer's questions or requests are often passed on by a salesperson, and so we make a draft drawing here at the design department that the customer can look at and approve. More and more of our sales are made up of customised products, so it is becoming an ever more important part of the company.

#### DO YOU ENJOY WORKING HERE AT EDMOLIFT?

Very much. It is a good company, with interesting work. And that I can sometimes work from home is, of course, an added benefit.

#### WHAT HAVE YOU WORKED WITH BEFORE?

My last job was with Saferoad Birsta, which mainly works with road and bridge crash barriers. I had similar tasks there and was headhunted by EdmoLift, so to speak.

#### WHAT IS MOST FUN?

I love to design, and especially when you are allowed to try out different things. Solving problems is definitely a part of the job and I like that.

#### WHAT DO YOU DO WHEN YOU ARE NOT WORKING?

I have two small children, so leisure time is very much about them, but if I have any time to spare I like to work out.



## EdmoLift's opening hours during Christmas and New Year

22 December - 07.30 - 15.00

27 - 29 December - closed

1 January - closed

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