

NEWSLETTER

Number 3 September 2010

A few words from the CEO

Welcome back from a hopefully good and energizing vacation; in Sweden we have been able to celebrate a fantastic summer - lovely :-)

The light at the end of the tunnel

Sweden is among the countries in Europe that did best during the financial crisis and continues to impress the outside world by the fact that Swedish foreign debt decreased – after having been through the worst financial crisis since the 1930s – where other countries substantially increased their debt. We can also see reports about increasing job opportunities in Sweden; with every third Swedish company recruiting new staff.

It's the same here at EdmoLift; after a very rough 2009 we can finally see a number of positive trends from analysing our market and key figures. However, it's still a long way before we return to the economic situation of 2007-2008 and it will take time before all traces of this recession is gone – but we can see the light at the end of the tunnel!!!

We have used the recession to develop the company, in particular with the P150, an investment and improvement project that I detailed in my previous editorial. The project will mean a lot to all of us in the "EdmoLift family" and you can read about the progress of this project in a separate article in this newsletter.

The remaining problems which we continue to face are substantial price increases of raw material and the volatility of the Swedish krona.

We are trying to address these problems as flexible as possible against the market.

Every time has its challenges; success very much depends on how the challenges are approached. Currently, the company is in a very stimulating period with rising order intakes, investments, recruitments and product launches. I am proud of the effort our employees have made during the crisis and how they continue to show their loyalty, flexibility and competence. All this combined with the continued trust the market gives us builds confidence in the direction we are heading.

I hope you pay attention to our special offer; a lift table utilising a truck handling chassis gives amazingly better functionality. We need to inform the users of the benefits and now you have a tool for it – selling additional value at no cost at all is not bad.

Go into the autumn with full speed and energy – impossible is nothing!




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P150
www.edmolift.com

P150 – EdmoLift powder coating plant

In our previous newsletter you were introduced to our investment plans in the P150 project. It has been a hard work with the factory extension during the summer and everything is progressing as scheduled. The new powder coating plant and assembly hall is expected to be online by the end of this year.

The powder coating plant will serve our requirements as well as for external sources. The facility is complete with pre-treatment chamber, centrifugal blasting, powder coating and powder curing oven and is capable of handling items up to 4500mm in length and 2500mm high.

Benefits of Powder coating

Powder coating is a modern method of applying a surface finish comparable to paint and produces less hazardous wastes than conventional liquid coatings.

- ❖ The Powder coating has a hardwearing surface and durability.
- ❖ Powder coating has a uniform thickness across flat surfaces, corners and sharp edges.
- ❖ Powder coating has less emissions than traditional coating because the Powder coating process contains no solvents.
- ❖ Powder coating offers shorter lead times than painting.

We are excited for the future; we can finally say that EdmoLift is soon a complete supplier of laser cutting, folding, welding and surface treatment

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

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



EdmoLift factory extension July 2010



EdmoLift factory extension September 2010

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EdmoLift products at three large industrial fairs in September

The Industrial Trade Fair 2010, Norway

**INDUSTRI
DAGEN 2010**
27-30 SEPTEMBER
LILLESTRØM

The Industrial Trade Fair in Norway is a perfect complimentary activity to the usual communication with distributors and customers alike. Represented at the fair will be a wide spectrum of industrial suppliers of equipment, systems and services to Norwegian industry.

- The fair has more than 300 exhibitors and takes place in Lillestrøm, Norway between the 27th and 30th of September.

EdmoLift will be represented by two of their Norwegian distributors, Hybeko - Forland AS and J.O.Bratteville AS.

- Hybeko - Forland AS will show single scissors, vertical double scissors, armlifts and lift trolleys in stand C01-14.
- J.O.Bratteville will show a low profile lift table in stand C01-17.

CeMAT Russia 2010 - Russia

**CeMAT
RUSSIA**

This years CeMAT RUSSIA tradeshow is the first of its kind in the growing Russian intralogistics market. The show covers everything from forklift trucks to services and tailor-made solutions for individual sectors.

- The fair has more than 350 exhibitors and takes place in Moscow, Russia between the 28th of September and the 1st of October.
- Steril Rus Ltd will represent EdmoLift, displaying several products of the EdmoLift product range, their stand will be in pavilion no. 75.

FachPack 2010, Germany

FachPack 2010

FachPack is one of Europe's largest packaging exhibitions, showcasing the complete packaging process chain – from material, packaging machinery and finishing techniques to intralogistics.

The attraction to the packaging sector is highlighted by the 1,338 exhibitors and almost 34,000 visitors in 2009, further consolidating FachPachs position as one of the best packaging exhibitions in Central Europe.

- This years fair will take place in Nürnberg, Germany between the 28th and 30th of September
- EdmoLift Hebeteknik GmbH will show Armlifts, pallet storer, single scissors, pallet leveller and work positioners in Hall 9, Stand 9-139.

Read more about the fairs and the products that will be shown at <http://www.edmolift.com/exhibitions>

Product Launch – TLT 1500 enhances the vertical triple scissor range

The need for a lift table with high lifting height and a small platform has increased; and therefore we proudly present our new vertical triple scissor TLT 1500 that enhances our product range of vertical triple scissors.



TLT 1500

The TLT 1500 will be shown by our Norwegian distributor Hybeko - Forland AS at the Industrial Trade Fair 2010 in Lillestrøm, Norway (see separate article about fairs).

Specifications TLT 1500

Platform Size	1300x800mm
Closed height	500mm
Lift Stroke	2400mm
Lifting time	60sek
Max load	1500kg

Vertical double scissor TRD 500 has a new power pack.

Our vertical double scissor TRD 500 has a new power pack; power pack H1-1 has been replaced with H2-1 which decreases the tables lifting time by almost 40% to 26 seconds.

Order TL 2000 – truck handling chassis for free!

For the remainder of 2010 we have a special offer on one of our big sellers; with every TL 2000 lift table purchased, we will include a truck handling chassis for free. To take advantage of this offer state the promotion code "TL2-THC" when ordering.

Offer valid through December 31, 2010

**SPECIAL
OFFER**



Lowest height
+140mm