

A few words from the Managing Director

THREE OF THE BEST

As Managing Director it is unusually delightful to be able to talk about shorter lead times, increased growth and a neat turnover record, but without our devoted distributors it wouldn't have been possible.

Last summer when we had our convention with 50 guests from 18 countries it came to pass that at times there has been a letdown over the lead times and our general delivery assurance. The frank dialogue gave us early signals from which we could derive an advantage as it gave us the possibility to implement corrective measures at an early stage. And we did just that – working extremely hard to put right the errors and improve on the whole.

We currently have 94 per cent delivery assurance under our own roof and the improvements have started to show in the deliveries out to the customer. The numbers are significantly higher than previously and are actually quite impressive, but that does not mean that we are satisfied. For EdmoLift

100 per cent delivery assurance is the obvious goal.

We have recently passed the milestone of SEK 100 M in rolling turnover for a 12 month period for the first time and the growth rate currently stands at 26 per cent.

I would like to thank all our customers and distributors for such a strong contribution to our positive development!

We welcome a new addition to the house "Signe", our new laser cutting machine fully automatic loading and unloading system for multiple shift operation with an integrated storage system. Signe has 20 per cent higher cutting capacity compared with our previous laser equipment and if we look at the effectiveness we already see an increase of around 30 per cent!

At the time of writing the future looks bright and within EdmoLift we have decided that the success of 2007 shall be followed by an even better 2008.



Enjoy the winter!

Anders Wahlqvist
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NEWS

Customized Scissor Lift

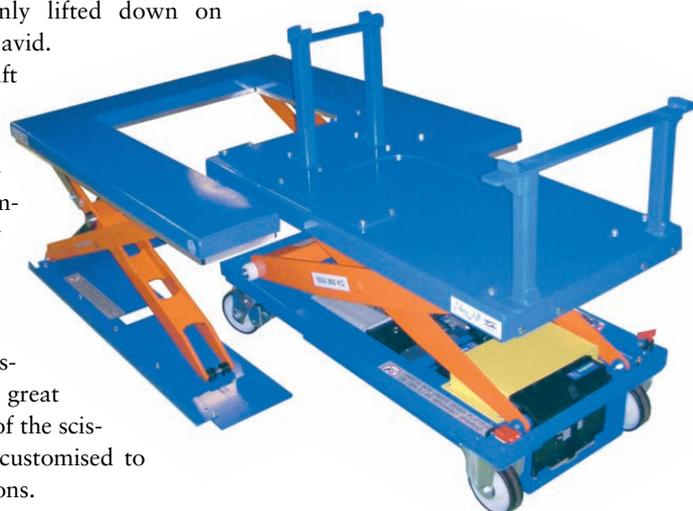
EdmoLift has been commissioned by Husqvarna to produce five scissor lifts with manoeuvrable wheels. The customised scissor lifts are to be used in the production of Rider's heavy-duty range of lawnmowers.

David Nilsson, seller at EdmoLift, with a solid background in production, has led the project in close collaboration with Husqvarna's draughtsmen. David's visit to the factory allowed him to build an accurate picture of the exact type of scissor lift that will best suit this purpose.

– It is one of our standard products that we have customised for the customer's production. It involves heavy-duty lawnmowers that weigh up to 700 kg and with our solution the machines can roll through the

whole production on our scissor lifts. The lawnmowers are only lifted down on completion, added David.

The new scissor lift could open new doors and be interesting in a commercial aspect for a number of reasons, partly due to the hope of further orders from Husqvarna and also as other customers have shown great interest in a version of the scissor lift that can be customised to their own specifications.



Rewarding exchange from "down under"



25 year-old Rickard Järnankar, a design engineer at EdmoLift, has been working for the past six-months with our industry colleagues at Safetech in Australia.

– It is an extremely stimulating possibility for me. There is no doubt that I will return to Härnösand as a better design engineer, said Rickard.

Safetech work with freight lifts and the handling of material. The company is the market leader in Australia and Rickard from Härnösand is part of a team of design engineers involved with the design of a

goods lift that will be part of a new product line for Safetech. It is a real piece of work, the base is a 3 x 3 cube. The goods lift can extend to 5.5 metres and subsequently requires a generous ceiling height when used to its full capacity.

The idea, as such, is not unique, but Safetech has high expectation about its product's future success in the market.

– The machine can move material from one level to another and it is ideal for heavy lifts in limited space. It can be installed permanently in the building or be used inde-

pendently e.g. in grocery stores. The test drive is looming and a solution that has been discussed is the construction of a new building for that purpose, said Rickard.

Rickard lives with his girlfriend Åsa in a detached house in the hills on an estate in Moe, around 100 km from Melbourne and 1 hour drive from the coast. The people, climate and cuisine are the first things that pop into Rickard's head when we ask him about his greatest impression of Australia so far. Although it is difficult to be farther away from Härnösand Rickard points out that the two places are actually quite alike. Both when it comes to business and pleasure.

• **Apart from the climate – what are the greatest differences?**

– There is a huge shortage of engineers in Australia and that seems to reflect in the higher salaries. Collective coffee breaks just don't exist here, at least not at Safetech. Another difference is that you have to remain vigilant at all times with regard to wild animals. I have already seen two venomous snakes and there are plenty of spiders that are best to avoid. It's just part and parcel for those who live here but as a Swede it is a little unusual to have to check for spiders before jumping in the shower.

Rickard has a work permit for Australia and his salary is paid by Safetech. The future plan is for one of the Safetech employees to spend six months at EdmoLift in Härnösand.

The exchange came about as a result of the management groups of both companies getting to know each other at trade fairs around the world.

– We hope that the swapping of know-how will lead to improved future development for both Safetech and us, said Anders Wahlqvist, EdmoLift's MD.

"Signe" – an effective money box

EdmoLift's new laser machine, commonly known as "Signe", runs 24 hours a day divided into three shifts.

– It is an integrated unit with laser cutter, handling equipment with two towers and 29 compartments. The sheet storage is actually in the machine with three tons of steel in 21 of the 29 storage compartments. Signe places the cut sheets in the empty compartments and we can immediately see an effective gain of 30 per cent, says project leader Per Edmo.

Signe is manned during the day and evening shifts but looks after itself during the night shift. The personnel finish the evening shift by releasing the pieces to be cut so that Signe can work all night. The morning shift begins with the personnel unloading the cut

sheets from the compartments, and so on...

EdmoLift has actively worked under a long period with the company's energy consumption including the recycling of the energy and has become a showpiece for the company.

EdmoLift has at its disposal 4, 800 square metres for its operations; the surface area of the premises is equivalent to around 40 average-sized houses. The energy consumption amounts to 206.000 kW/year, which is the equivalent to the energy consumption of only ten average-sized houses.

From the autumn the comparison will become even more astounding. Signe will also play a leading role in this.

– Including the recycling of energy that

Signe generates we have also calculated that the annual energy consumption will fall to a level of around 140,000 kWh, in other words the energy requirement for seven average-sized houses, says Per Edmo.

Footnote: EdmoLift has since the middle of the 80s acquired the habit of baptising their new machines according to the calendar and as the named machine was carried over the threshold on the 23 August the name Signe was given. Signe was transported to Härnösand on six fully loaded trailers and weighs 23 tons; it became operational on 11 September. The investment amounted to around SEK 10 M.

Facts and technical data

Bystronic Bystar 3015 4400 W CO2-Laser with Bycell Cross

Weight: 22.5 tons

Cutting effect: 4400 W

Max.sheet size 3000x1500 mm

Storage in tower 29 pieces

Storage capacity: 3000 kg per comp, total 87 ton



Ready for 2008

In the 2008 price list EdmoLift introduces both modifications and innovations.

– TB2000B enters the price list as a standard product and we even offer a 14 per cent price reduction on the EZ 1000B lift trolley. It felt like the most natural thing to do as we have made the manufacturing more effective and increased sales, explained Magnus Wistrand, marketing and sales area manager for the Nordic countries.

• Which other modifications will I as a customer notice?

– TR 1001 and TED400 have been taken out of the range and CR 1000 is a new addition to our low-price programme. We will even introduce an environmental charge on battery-driven products in accordance with regulations from SFS 1999:260 225.

• What expectations do you have for 2008?

– We look forward to continuing doing mutually-beneficial business with our customers, said Magnus Wistrand.



EZ 1000B Lift Trolley

We have now streamlined our manufacturing and increased the sales volume of this model, which in turn means that we have reduced the price by 14%.