

Letter from the CEO

## ALL TIME HIGH

Before leaving for the Christmas holidays, I enjoyed a delicious Christmas buffet with all the employees of EdmoLift. And I had a feeling of profound gratitude.

They all performed excellently during the autumn. Not only did they increase production by more than twenty percent, they also eliminated the backlog we were burdened with when work started.

As we close the books on 2006 we note that incoming orders have grown by SEK 13 million from last year, but also that our deliveries finally are lined up.

The New Year has just begun. And the affairs are all in order.

Can things get any better?

Well, I do think they can. The outlook for 2007 is looking very promising. The forecasts for the Swedish export market are looking positive and the same is true for EdmoLift. That is why we employed six new members of staff last autumn. All in all, we now have 50 employees in Härnösand.

We have also started prospecting futu-



re investments in order to be able to meet a growing demand.

Finally, I would like to take this opportunity to wish you all a very happy and successful 2007!

Anders Wahlqvist  
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## STRONGER MARKETING ORGANISATION

The twenty percent growth in 2006 has provided EdmoLift with a golden opportunity to strengthen the organisation. This means that there are now two new members of the marketing department: Henrik Tjernberg and new employee Christel Jonsson. Christel will manage sales support in the form of delivery issues and order administration, and Henrik will be in charge of sales support, tendering and order registration for the markets in Russia, Poland, Czech republic, Slovakia and Slovenia.



Christel Jonsson

Henrik Tjernberg

## NEW PRODUCTS



## THIS YEAR'S NEWS FROM EDMOLIFT

At the beginning of the year, we are launching a new product that will be of major importance in locations with extensive surface areas. In partnership with Helge Nyberg AB, EdmoLift has created an interesting crossbreed of a traditional scooter and a vertically adjustable lift trolley.

– It all started with an interesting idea. We realised that the scooter could easily double as a lift, and presented a prototype at the Hanover fair in 2005. Reactions

were positive and we have now made it into a finished product, says Anders Wahlqvist, CEO of EdmoLift.

He believes that the scooter with its vertically adjustable loading platform, called WP Express, primarily will be used in the manufacturing industry, large warehouses and hospitals.

The WP Express is less expensive than buying both a scooter and a lift trolley.

# ENOUGH FABRIC TO WRAP THE WORLD

The world leading fabrics and carpets wholesaler – JAB Anstoetz – has its main warehouse in Bielefeld, Germany. They stock a supply of fabrics sufficient for stretching around the entire globe. Smooth handling is of vital importance for JAB Anstoetz's success.

They have purchased 25 WP 85 lifts from EdmoLift, both standard and special models. With the aid of WP 85 they lift the rolls of fabric from the shelves and transport them through narrow aisles to the processing tables, where the fabric is cut to appropriate lengths. The rolls are then transported back to the shelves.

In its standard design, the WP 85 only

have one brake per wheel, which means that the operator has to apply the brakes on both wheels in order to come to a complete stop. But as the staff of JAB Anstoetz often drive sideways through the narrow aisles, they do not have the room to brake both wheels. EdmoLift had a double brake, operated by a single pedal, especially made. This feature is now available as an accessory, article no 86066, and can be ordered for the WP 65, 85, 105 and 155 models.

– This is one example of how we strive to understand our customers' special needs, says Erik Svanberg of EdmoLift.



# PREPARING FOR THE FUTURE

In 2007, EdmoLift plans to increase its laser capacity by 25 percent. The investment plans include a new laser and, eventually, a new welding robot. The laser is used for cutting the sheet metal for welding table tops, base frames and scissor arms. The investments are a way of meeting the growing demand for EdmoLift's products.



## TRENDS

# MORE FOCUS ON ERGONOMICS

During times of recession, companies primarily invest in special solutions. Company managements have shown a tendency to ignore basic investments in ergonomics and instead focus on individual issues that need resolving. Therefore, it is a sign of a strong economy when sales of standard products – like low tables –

have picked up again with companies that sell lifting aids.

– I think it is a combination of the increased focus on the EU work environment legislation and companies again taking the time to consider soft issues, says Anders Wahlqvist, CEO of EdmoLift.

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