

## NEWSLETTER

#23, October 2012

A few words from the CEO

## THE TURBULENT GLOBAL ECONOMY OPENS UP OPPORTUNITIES

For quite some time the global economy has developed slowly, and during Q2 the situation deteriorated even more with lower growth figures from several countries. Developments in Western Europe took a turn for the worst and several countries are now in recession. We note that, in addition to Spain and Italy, the UK, Belgium, Denmark and Finland are also in this situation. Germany, Austria and Sweden are bucking the trend. Norway is in a situation for itself, with a strong economy that is offering Sweden a lot of assistance.

Sweden's favourable situation is also reflected in our currency, with the SEK having the strongest developments in currencies in the developed countries since June. We have, however, noticed a weakening lately, and SEK has been listed at 8.40 and 8.54 against the euro during September.

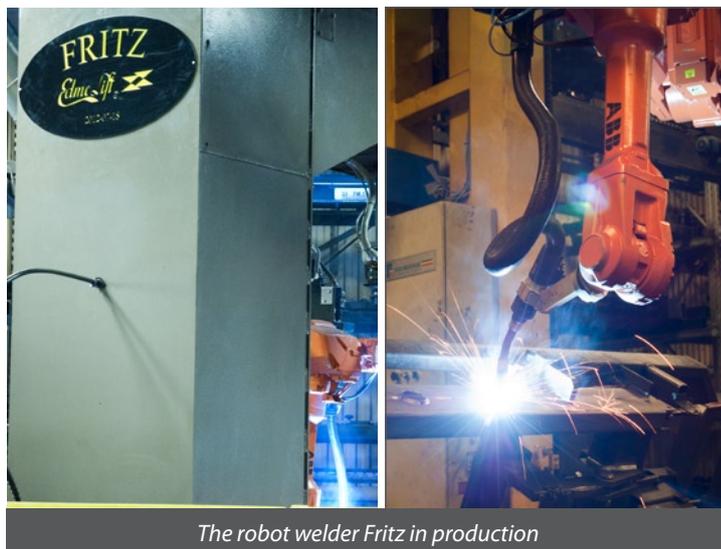
A faltering economy and a strong SEK form, of course, a strong challenge for us.

### Difficult times also create opportunities

The bad times do not mean that we are going to cut back on business. Quite the reverse, we will invest further, grow and develop; and we want you to come along on our journey!

Lifting tables are something of a universal solution for materials handling. The name covers both customised lifting tables for a wide range of uses, and extremely standardised components manufactured in large runs. Even in difficult times there is a lot of need for them, so it is important to develop our efficiency and competitive edge.

We feel that we have moved our positions forward during 2012, with a fantastic growth of 30% during the first six months of the year and our latest production investment. The combination of our high level of growth and the summer's installation of a new robot welding line, which led to a few weeks' delay in starting operations has led to problems in the late summer and beginning of the autumn, with long lead times and delivery delays. A problem that our team of highly skilled employees has worked, and is continuing to work, hard at solving. Over the last month we have delivered more than we have ever delivered in a single month before. Thanks to this very focused work, we will return to sync with our deliveries in week 42, and resume our normal lead times.



The robot welder Fritz in production

*I would like to take this opportunity to thank our partners and customers for the understanding and patience that they have shown during this period. Our new robot welding line (Fritz) will help us in our continual efforts to improve and to move our positions forward and take EdmoLift to new heights.*



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## EdmoLift changes distributor in Italy

After more than 20 years on the Italian market, EdmoLift has chosen to change its partner. LeanProducts Srl has been appointed our new official partner, so we encourage all of our Italian customers to contact LeanProducts when they have new enquiries or need help with any problems that may have occurred with our products.



➤ Read more about LeanProducts at [www.edmolift.it](http://www.edmolift.it)

**Do you want the latest in the lift sector?**

Sign yourself or your colleague up for our newsletter at [www.edmolift.com/newsletter](http://www.edmolift.com/newsletter)

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## New film – Armlift and tugger train a winning concept

During 2011 and 2012, our Armlift has made great progress in the German manufacturing industry. In order to illustrate the Armlift concept and the tugger trains, we have produced a film that demonstrates their use. At the moment, the film is available in Swedish, English and Turkish versions. The film will soon be also translated into German, French and Russian.

View the film at [www.edmolift.com/news](http://www.edmolift.com/news), or visit us at YouTube [www.youtube.com/edmoliftwebmaster](http://www.youtube.com/edmoliftwebmaster)

## EdmoLift reinforces its team with a new purchasing manager



Patrik Wågglund, Purchasing Manager, EdmoLift AB

### What do you do at EdmoLift?

I work on purchasing, focus on structuring and liberating capital.

### I have heard that you worked for EdmoLift for some years at the end of the 90s

I worked here from 1997 to 2000, then as quality and purchasing manager. The work I did then was in some ways similar to what I am doing today, but the company has grown immensely, which means that my work must have a higher structural level, and all processes must be smoother and be planned much more precisely.

### What have you been doing since your last engagement at EdmoLift?

I moved to Örnsköldsvik and worked in the steel industry as a salesperson for four different companies, and then continued to work there as a project manager. My latest job was at Sanmina-SCI, which employs around 50,000 people all around the world. I worked there with transfer of production between different factories and countries. That job gave me a lot of experience in production and purchasing planning, you could say that I was the spider in the web that ensured that everything flowed properly when factories or production lines had to move to new sites and countries.

### I have heard that you were plunged in at the deep end when you began in the summer, what happened?

During the summer the new robot welding line became operational.

During the installation process the old line was removed and there were operational problems that led to delivery delays. I started to provide support for both our production manager and production planner in order to get production to flow as well as possible, I sort of acted as a filter between the marketing and production departments. The work has gone well, and according to plans we will be back in phase during week 42.

### Can you see any differences at today's EdmoLift, compared with the last time you were here?

Absolutely. The company has virtually doubled its sales and really grown in terms of floor space, product range and number of employees. When I last worked here, you had to keep a lot in your head, because the business system was not as highly developed as it is now. Everything now is far more complex and structured. Many of the employees here also worked here in my time, but there are also a lot of new faces.

### What do you think you can give the company?

The last time I was at EdmoLift, I was newly qualified and a little naive. Over the years I have gained a lot more experience in the industry, as I have worked in everything from sales to purchasing, and as project manager in large companies in the steel and electronics industries. I have a much better understanding of the processes, how to think through the whole chain.

### What makes your job such fun?

EdmoLift is a familiar and exciting company in a very expansive phase. I have challenging tasks and also the possibility of participating in all processes, which was not possible in my job at Sanmina-sci, because the company was so much larger.

### What do you do when you are not working?

Relax

### Age

45 years of age

### Lives

I live in Höga Kusten, and sometimes also in Örnsköldsvik.