

A few words from the CEO

## A flying start to 2012

Many of you who receive this newsletter around the world have a few days of well deserved holiday to look forward to. Easter also provides a great opportunity to summarise the first quarter of 2012.

Despite the financial concerns and slow growth rates in important countries around the world; EdmoLift has started the year with extremely strong order intake and with growth rates we have never seen before. Our long-term work to advance our positions on a variety of areas is most definitely the cause for this fantastic start of the year.

The concept of truck free environments with "goods trains" instead of fork lifts and stackers has resulted in a very high demand for our Armlifts. The Armlift has extremely low loading height and a unique lift and tilt function which makes it an outstanding product in docking concepts.

Our business area of GPC elevators has also started to generate revenues. Our elevator program offers platform based solutions with a self-supporting construction. The lift movement is designed to bridge smaller height differences to operate between three floor levels. The program offers lift heights from 600 mm up to 8000 mm. We have also landed our first order for our mail distribution cart ZipLoad which has intuitive drive. Posten Norge AS (the Norwegian Mail Company) is our first client.

Our development evolution continues; follow us to new heights!

From a business aspect the year has started with great success; for the company and my colleagues at a personal level, the year has started with a tremendous loss and great sorrow in our hearts. Our colleague Per Edmo passed away on March 6th after a brief time of illness.

It's not fair that Per cant be here to experience several of our projects realised and prosper. It's not fair that Per cant be here to see his sons grow up. One consolation is that Per managed so much during his time among us.

I am grateful for all the support you have shown us during this difficult time; I am also grateful for your generous donations to The Swedish Childhood Cancer Foundation and Mellannorrlands Hospice for honouring the memory of Per. – THANK YOU

*Finally I would like to wish you all a great and relaxing Easter holiday*



**Anders Wahlqvist**  
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## UC-60 in focus – The revolution in controlling lifting products

EdmoLift proudly presents the latest innovation for controlling lifting products. The UC-60 gives us new possibilities, will enhance safety and facilitate the supply chain and improved service for standard and customised lifting products.

After more than 5 years investment in R&D, the revolutionary electrical system UC-60 is now revealed; UC-60 has only two models, standard and advanced instead of the 60 different models used on EdmoLift products today.

The new electrical system is applicable on all products in the EdmoLift product range and comes with 15 preinstalled programs plus one for customised setup as standard.

**UC-60 is unique in the industry and holds great technological advantages over our competitors.**

The UC-60 enables the operator to program their desired functions with ease e.g. setting the higher and lower bounds of a limit switch to restrict the lifts movement. UC-60 also simplifies the installation and service work since there is no need to open the electric box when installing accessories such as sensors, control units etc. To install more control units; simply plug a branch cable in the M12 connector on the electric box and then desired number of control units (max 4 units) and it's done, no other manual work is necessary.

The standard control unit has a built in buzzer function which makes it easy to determine if the accessory is correctly installed. When a new accessory is installed; you can get feedback with various sounds to confirm if the installation was successful or not. One benefit of this is the possibility to get quick remote support via the telephone instead of waiting for a support technician.

The new electrical system will be put in full use on May 1<sup>st</sup>

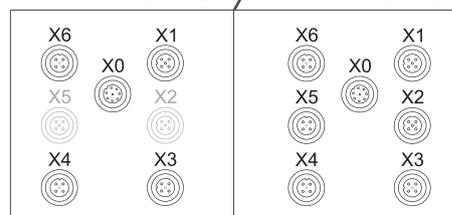
*UC-60 makes customised solutions a standard solution*



**UPnP™**  
Universal Plug and Play

Standard model (5xM12)

Advanced model (7xM12)



UC-60 Standard Control Unit



**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)

### EdmoLift AB at Logistics & Transport 2012

22-25 May, The Swedish Exhibition And Congress Centre, Gothenburg, Sweden

This is the thirteenth time in a row the fair has been organised and they have already broken all previous records. This year the fair will be three times the size of the event in 2011 and the entire exhibition facility will be filled to capacity.

EdmoLift AB will be on site with a lot of exciting products; one is the world patented Armlift with the same setup that has become extremely popular in the German manufacturing industry.

"A rapidly growing trend of truck free environments has started in Germany; this trend has resulted in the use of "goods trains"; instead of fork lifts or stackers. A goods train transports material in containers to the assembly line in the production environment; within those industries the Armlift is a clear winner. One reason is; the Armlift has the lowest loading height in the world compared with other products with similar dual function of lift and tilt and is outstanding in docking concepts.

This solution optimises the production flow to the maximum and is less time consuming for the operator then other solutions; the operator gets an ergonomic working environment and can focus on assembling," says Anders Wahlqvist CEO EdmoLift AB.

EdmoLift will also showcase; their revolutionary mail distribution cart ZipLoad, one Work Positioner with custom built forks for postal tray handling, one lift table with vertical double scissor and their compact highly mobile aerial work platform AIR.

Read more about the fair at: <http://www.logistik.to/en/>

➤ Visit EdmoLift in stand B00:32



Goods train



Armlift- ART 750 docking station



Vertical double scissor - TRD 500



Work Platform - AIR 2500PA



Work Positioner - WP 85EM



Mail distribution cart - ZipLoad

## Old employee returns to EdmoLift

### I was told earlier that you were a long time employee at EdmoLift; please tell me more about that time?

My previous employment at EdmoLift was from 1994 to 2007; during that time I had the chance to try many different work tasks in different departments. During my first year I operated the welding robot and NC machine. When two guys left the hydraulic department I got the chance to take over there instead. In the beginning I worked alone in the department, after one year a new guy started and around the same time we moved parts of the lift table assembly to our factory for better integration between hydraulics, assembly and spare parts. The assembly work was earlier done in Bispgården and Näsåker.

When the lift table assembly moved to our factory; I started working as staff and budget manager for the hydraulic, assembly and spare part departments. The business grew and after a few years we employed a production manager with complete liability over the production. After that I had different work tasks within customer support but also with order registration and sales ledger on the Swedish market.

### What are your current work tasks at EdmoLift?

I'm in charge of the hydraulic department, some of my tasks are to improve my departments manufacturing methods, to ensure quality and make the department more effective and more structured.

### Are there any differences now; compared with the last time you worked at EdmoLift?

Yes; I see a lot of new faces, both in the work shop and the office. Consistently the business is much more organised. Everything is more structured; it's cleaner and better order in the work shop. I also see a big change through the whole production process; the main thread that's so important for an efficient production is clearer now than it was before.

### What can you add/offer to EdmoLift?

I think I can bring even better order and methods to my department. The production flow must be set to be as effective as possible through the whole production line. I'm going to eliminate small annoyances; like tools not being in the right place or working material not being where it should. When you have a good work flow the job gets fun and the result gets better; this rubs off on the other colleagues and you get a better flow in the production line. To succeed it's important to see the big picture, you need to understand the next stage in the production process and not only care about what goes on in your own department. When the product leaves the hydraulic department, it must be absolutely perfect. The next step in production shouldn't have to fix anything we should have done before the product left our department; if we do this right we get an even better flow in our production.

To improve and make things easier, while the result gets better; is a big motivator for me. This is also a consistent way I believe, even when not working.

### What's your previous work experience?

I worked for 15 years in the newspaper industry; first with advertising and articles, later on with printing the newspapers for the same company. I started at EdmoLift in 1994 and worked there until 2007; I resigned because I was looking for new challenges. I took a job in the north of Sweden as a scaffolder; later on I returned home to work as an entrepreneur. I worked in the local area with everything from driving a tractor to snow plowing and truck driving.

### What is the best thing with your job?

Beside all the nice colleagues; it's the challenge to shape my department to something better, to make the hydraulic department more effective and create a better flow through the production process. I also have a great feeling of satisfaction when its time to go home at the end of the day and the next morning when I wake up I feel inspired and enjoy getting back to work again.

### What do you do on your spare time?

I like being out in the wilds; hunting, fishing, picking berries or just explore new terrains. Beside that I have a big interest in renovating my house, take a drive with my motor cycle or just hang out with my family and friends.



*Thomas Östman  
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