

XNEWS



No. 3 · 2014 **Axelent AB** Machinesafety, Meshwalls · **Axelent Wire Tray**, Cabletrays
Axelent Engineering, Automation, PLM & Design · **Axelent Software**



Safety from a new perspective!

New production line
X-Line 3
Page 4

Time to change
our mindset!
Page 7

Grow With us!
How far would you like to go?
Page 8

What is safety worth

?

AT AXELENT we have gone from being a manufacturer and supplier of mesh walls in the shape of machine guards, storeroom walls and warehouse safety to being a turnkey supplier within safety. Over the years, as we amassed our

vast knowledge and experience, we added new products and services that made us a turnkey partner for our customers. "All-inclusive" has become a concept which guarantees that we provide so much more than what we tender for. We always put safety first.



We are pleased to offer the following products:

Mesh walls as specified SEK X
Accessories SEK X
Freight SEK X
Assembly SEK X
Cable trays SEK X

The prices includes:

- In-house developed, smart CAD tool, Snapper
- Long-term ownership
- Approved products
- Guaranteed deliveries
- Vast knowledge and experience
- A green approach
- Investments in production
- Access to the Axelent Group

Total:

Safety. Security. Competitive edge

**"We always
put safety
first"**



We stretch the concept of safety. Give it a new perspective.

With this edition of X-News we will show that Axelent's perspective on safety is greater than that which is directly related to the product. For us, safety is much more. It is also about:

- Ensuring a reliable, rational and environmentally friendly production. This is why we constantly develop and invest in our plant here in Hillestorp.
- Being an owner-managed company in which the owners work hands-on, are fully committed to the cause and have a long-term strategy.
- Avoiding vulnerability by being a company group that can offer supplementary products and services. This makes us less susceptible to economic downturns.
- Through the above-mentioned, create assurance for our employees. Axelent shall feel like a safe and secure workplace, but also a place to grow in through constant input and internal recruitment, etc.

None of this is seen in a tender or is directly related to safety as such, but this is how we want our customers, suppliers and employees to think when they come into contact with our brand.

Value

The value of this is difficult to measure in pounds, shillings and pence, but we are convinced that this is what makes our customers loyal and our employees happy in their work and willing to go the extra mile.

Stefan Axelsson
Export Manager & CRM



New

**– delivery note by email.
Send us your email address**

We have begun sending delivery notes to customers when despatching their orders. They are sent to their email addresses. Just send your email address to our customer service and they will register it for delivery notes.

Continuous investments in production means safety assured

New production line opens - X-line 3

In order to ensure the production capacity of thin mesh walls, we have invested in a further production line, X-Line 3.

**Carl-Johan Magnusson,
Plant Manager, Management Team, Axelent AB**

“Together with Axelent Engineering we’ve now developed and produced a special machine for our thin mesh walls of up to 600mm. This enables us to take the load off our other machines and therewith ensure our production capacity.”

Optimised function

“Axelent’s production is unique because we’ve developed and produced our production lines in-house through Axelent Engineering. We’re a group of companies that always soundboard ideas in order to achieve optimum function.”

Knowledge boost

“Investments in production are not only about new machinery but also employee training programmes. New machinery and technology require a continuous knowledge boost, which we provide in various ways. But we always weigh in ease of use when designing new machines. This makes us more flexible.”



Full production speed with our new X-line 3.
From left to right: Karl Bergsten, Axelent Engineering,
Carl-Johan Magnusson and Medina Mehmedagic,
Axelent AB.
Please note that here we have used Axelent’s unique
machine guard with rounded corners, Axelent Contour.



X-Pack 2.0 now provides the ability to start with the assembly in the order you want. Posts, small parts or mesh walls, everything is available immediately without the entire contents of the pallet is unpacked.



All small parts are collected in a box which makes it possible to quickly get started with the assembly and find the right details directly.



The boxes with small parts are marked with the order number, pack date, and signature from order pickers for traceability. They also have a list of contents to quickly get an overview of the content which is especially good when the orders have more boxes.



We have supplied the X-Pack 2.0 for almost 2 months and the transition from the old system has gone better than expected.

New! Your deliveries will now arrive on our new pallet



Just about all our products are now delivered on our new pallet, X-Pack 2.0. The benefits are many. Our customers will soon notice less transport damage and much more ease of assembly. We do the environment a favour too by using less material and fewer transports while giving ourselves a greatly improved and more efficient delivery management system.

Carl-Johan Magnusson,
Plant Manager, Management Team, Axelent AB

“Actually, it’s all about reducing the amount of material and tailoring the pallet to the item being delivered. Instead of a pallet collar we use a packaging sheet that can take knocks and keeps the goods firmly in place.”

Freedom on a pallet

For customers the stronger packaging means less transport damage and more flexibility when assembling their mesh walls. The poles and accessories are packed separately, giving them the freedom to choose the order in which they unpack the pallet. Smart, don’t you think?

Different sizes, less spillage

“Previously we used one size of pallet, which made them bulkier than they needed to be. The pallets took up a lot of space on the lorries and gave customers more spillage to deal with. We now have different sizes, so we cut down on a good many transports a year. We’re also working on further optimising the packaging to suit the pallet size.”



Villa Axelent

Designed by Linda Bergman

In the spring we opened our refurbished Villa Axelent. The house is adjacent to Axelent's head office and is a fantastic meeting place for meetings for which we require extra privacy.

The decor and "atmosphere" was designed by Linda Bergman, marketing coordinator at Axelent, and Madelene Johansson at LJ Produkter AB, who supplied the decor.

"We wanted to create an environment that would make people feel welcome and of a more intimate character than that normally associated with offices and conference rooms."

"A high material quality and a harmonious colour scheme that's easy on the eye were top of the agenda in the choice of furnishings, fabrics and colours. A really enjoyable job that we have received some great feedback for from customers as well as employees."



Axelent Good Will

Axelent has donated 50 cinema tickets to the charity Hjärta för barn in Värnamo.

Hjärta för barn offers activities, individual counselling, camps and support groups, and is open for children and teenagers who have problems at home.

www.glomdabarnenvarnamo.se



Secure your production with Axelent Engineering

Time to change our mindset!



IN THE MAGAZINE VERKSTADFORUM, Richard Skogward, MD of Axelent Engineering, has written several analytical pieces about the future of Swedish industry in general, and automation in particular. Here follows an excerpt from number 4 2014.

Forget low-cost country.

Think high productivity country!

I'm certainly not the first person to think in these terms. Clear winds are blowing in the industry, all pointing in the same direction. It's time to change our mindset. Stop talking in terms of manufacturing in low-cost countries and it being the way to increase competitiveness.

We can see several countries leading the way in this new approach and acting accordingly. Germany has its 4.0. A long-term project with the aim of stimulating growth in Smart Factories. Factories characterised by adaptability, resource-efficiency and ergonomics in the integration of companies, customers and suppliers throughout the business value chain.

Outsourcing is a short-term solution

The USA has also realised that outsourcing can be very costly for the country in the long term not only in lost jobs but also a brain drain and loss of intangible values due to a sharp rise in copying. A large re-industrialisation programme is now underway.

Forget product. Think process!

This is a process that takes time to implement. But each journey starts with a single step and the first step is a change of attitude. Begin seeing Sweden as the country with high potentials in which to produce sustainable competitiveness. Forget product, think process, from development to products on the shelves. Because that is what creates competitiveness. A process that is not actually divided into separate parts but is a symbiosis. Where, at the development stage of a product, we think the whole way up to distribution and marketing. This creates a unique original of the actual process. An original that is impossible to copy as it is based on expertise and a manufacturing process owned by you and your company. This totality is unique to your business and can easily be moved to where the customer and your market are located. Because for obvious reasons we won't be manufacturing everything in Sweden. If you have customers on other markets then it is natural to move your unique process to the country which, logistically, is better situated. It is not about thinking low-cost country but being near the customer. You still have full control because you own and have secured the process.

Forget one size fits all.

Think one size fits none.

Supplying just one product variety does not work these days. The consumer wants a customised solution based on their desires and requirements. A smart process model emanates from a basic model, but includes plenty of variations at the initial stage and is simple and cost-effective. This puts great demands on intelligent production.

Creative automation with a holistic perspective

The key to this new mindset is naturally automation. Automation sprung from a holistic perspective. This requires greater creativity among those creating automation solutions and a seamless collaboration between development, production, distribution – the ability to “create reality before it happens” through smart PLM tools. The virtual machine in harness with the real-time one. It also needs new ways of collaborating between customers and suppliers throughout the business value chain.

Health boost

We who work with, and in, the industry today must take the lead, but we also need understanding and insight on the part of schools and politicians in order to carry out this paradigm shift. Just as in Germany and the USA, politicians need to see the value of giving the country a status as a production country. A new mindset would give a health boost to both our Sweden brand and our GNP.

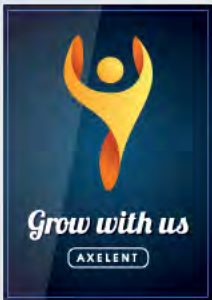
Well on its way

As the leader of a relatively large automation company I have had great pleasure in seeing and being part of implementing this type of process approach. Several of our large industries are well on their way and I hope the positive results also have an impact out in the smaller industries. We have also been part of starting Automation Småland, a cluster that is really at the forefront in pursuing these issues in a good way.

Richard Skogward
MD Axelent Engineering AB

How far would you like to go?

Start your journey in Hillerstorp and get access to 54 countries



Hillerstorp. Is it the right place to start your career and what opportunities are there for advancement? If you choose Axelent, put your trust in us, like us and what we have to offer then the sky's the limit. Here at Axelent AB in Hillerstorp or one of the other Group companies, possibly in another country.

We have many examples of skilled employees who began with us and went on to new positions within the company.



Carl-Johan Magnusson

Plant Manager, Management Team, Axelent AB

Background

Assembler and machine operator at Axelent AB straight after upper secondary. Went on to Axelent Engineering (formerly Hestra Mekaniska) and worked with everything from machine building to aftermarket, project management, machine sales and departmental manager.

Your journey through Axelent

"See my previous answer. I was asked by Mats Hilding about taking on new challenges. Had close contact with Johan Axelsson for a long time when Axelent Engineering delivered machines to Axelent."

What do you like most about your current job?

"The possibility or challenge of taking the product to the next level". I like to take on and get involved in unique projects. Production is definitely my thing."

What do you appreciate most about Axelent?

"A relatively flat organisation with short decision paths and committed owners."

What did you want to be when you grew up?


"A firefighter!"

Do you have any tips for people wanting to start work at Axelent or who already work there?

"There is always the possibility of advancement for those who do their best, show results and take responsibility for their task."

Dream job as a child





Cecilia Davidsson

HR Manager, Management Team, Axelent AB

Background

Economics at upper secondary, AuPair in Brighton, 10 years within dispatch.

Your journey through Axelent

“Have been employed at Axelent for 15 years. Began in marketing and customer service. Over time my main task became to serve the German market. At the time all our customer service was in Hillerstorp, which meant we could serve the German sellers and customers directly. I took maternity leave in 2002 and began working again in autumn of the same year. A new post as Purchasing and Quality Coordinator was available and I had the opportunity to learn and to develop the strategic purchasing work and manage contacts with our suppliers.”

Customer Service Manager

“In 2008 the position of Customer Service Manager was available. I was interested and got the job. Another person in the organisation then got the job of Purchasing Coordinator and I continued to coach and have the overall responsibility for purchases and quality at the same time as I took up my new role as Customer Service Manager. Getting insight into and taking part in developing both these parts has been exciting and rewarding. When I became Customer Service Manager I also became part of the Management Team of Axelent AB.

HR Manager

“On 1 September I took up a new position as HR Manager. I’m looking forward to developing the HR role and working with the various staff issues here at Axelent.”

What do you like most about your current job?

“The freedom and flexibility. Having the opportunity to influence and develop the organisation.”

What do you appreciate most about Axelent?

“The possibility to develop in a secure and expansive organisation.”

What did you want to be when you grew up?

“A police officer or a seller.”

Do you have any tips for people wanting to start work at Axelent or who already work there?

“If you do your best the whole time and show that you want to be a part of things and advance, there’s a great chance you’ll be noticed and become attractive to the organisation.”



Sven-Erik Andersson

Seller Sweden, Axelent AB

Background

"After secondary school I spent 2 years at upper secondary at the same time as I deputised as a postman in Skillingaryd. On completing my military service, I began full-time at the post office then did a variety of jobs, including selling promowear up to 2004 when I began at Axelent."

Your journey through Axelent

"I began in the warehouse at Axelent in September 2004 and worked as a truck driver until spring 2005 when I was given the responsibility for the warehouse purchases. I combined these two jobs until 2008 before taking on the warehouse purchasing and supplier contacts full-time. At Christmas 2011 I was offered the job as seller at Axelent X-Tra and in the summer of 2012, the management team at Axelent decided to increase the sales staff in machine guards. I applied for the job and got it, and I'm still a seller."

What do you like most about your current job?

"Having a lot of customer contact and trying to find good customised solutions for customers."

What do you appreciate most about Axelent?

"Axelent really has the drive to keep looking forward the whole time. They have short decision paths and encourage you to stick out from the crowd. You want to sit in the driver's seat and lead, push the business forward. Being a passenger is not the Axelent way. Axelent has a fantastic ability to look far ahead in time and around the corner. There is a great transparency and flexibility and they give their employees plenty of responsibility."

What did you want to be when you grew up?

"Believe it or not, I actually wanted to be a farmer with a large farm and lots of animals and machines. Second choice was a professional ice hockey player."

Do you have any tips for people wanting to start work at Axelent or who already work there?

"Axelent is a good employer and a company that is easy to like and feel proud of. If you like working in a workplace with short decision paths and a high tempo then it's the perfect employer. Axelent is also good at recruiting staff internally, so there are always opportunities for advancement for those who want it."

MD Axelent Ltd, UK

Background

In January 2002 we started Axelent Ltd in Swindon, UK. Marcel Darroch-Davies was one of two employees entrusted to run the business. Initially, Marcel had mostly administrative tasks to deal with, such as tendering. The customer base was then relatively small.

Growing power

Over the years Marcel's areas of responsibility have grown in pace with Axelent Ltd. We have witnessed enormous growth in turnover and the customer base has naturally multiplied.

From employee to successful MD

In 2009 Marcel became Managing Director for the UK operation and has continued to develop the company in a dynamic way.

Marcel was not only responsible for all large projects, during his first year as MD sales also increased by no less than 48 per cent.

He has increased staffing levels and is always keen on employee training schemes.

Finalist in Ones to Watch

In 2012 Marcel reached the final of the prestigious contest, Ones to Watch, arranged together with the PPMA Show in Birmingham. He was regarded as one of the best new talents within the processing and packaging industry in the UK.

About working at Axelent

"Axelent is a young, market-leading, owner-managed company, known for its short decision paths and employee responsibility. I'm extremely proud of what I've achieved so far and would like to thank the company for believing in my ability and giving me such good opportunities."

Do you have any tips for people wanting to start work at Axelent or who already work there?

"It's a fantastic and exciting company to work for. There are endless opportunities for those who are willing to work. They encourage everybody to think Axelent and be a part of advancing the company."



Marcel Darroch-Davies

Sales Manager South America, Axelent AB.

Background

"I was born and raised in São Paulo, Brazil. Moved to Sweden in 2008 to study at university after three years studying in Barcelona. After learning the language and culture I wanted to combine my background with new opportunities in Sweden. That was when Axelent and I found each other."

Your journey through Axelent

"I began in June 2012 in customer support, Team Black. I also took care of our new representative in Brazil. In Team Black I worked directly with our subsidiaries and sales reps throughout the world, with the exception of the Nordics. I also visited our Brazilian representative a couple of times, followed their work and learned more about the market. This gave me intimate knowledge of the company and the products. When I was ready to move back to Brazil permanently, I was offered the post of sales manager for South America, which felt very exciting."

What do you like most about your current job?

"I enjoy building up Axelent from scratch on a new market with all the challenges that entails. I learn a great deal and it's a completely different role to what I had in customer support. Doing business in Brazil is not the same as in Sweden."

What do you appreciate most about Axelent?

"Axelent has believed in me from day one. When I began, my Swedish wasn't that good but they gave me the chance to show my capacity and gave me all the support I needed in my new roles. They give me the self-confidence to seek success in everything I do. I also appreciate the freedom I get from my managers to shape my own workplace."

What did you want to be when you grew up?

"I don't really remember, but when I completed upper secondary I considered studying law and psychology. But I chose International Management, which I haven't regretted."

Do you have any tips for people wanting to start work at Axelent or who already work there?

"As I see it, there are endless opportunities if you're willing to work hard and have a passion for what they do."

Cássia C. Cunha



A spicy fragrance from India



Country after country is being added to the Axelent map. One of them is India. A wonderfully exciting country with which we are looking forward to forming a long-term relationship. The post card is signed by our retailer Rajat Pasari, MD at Electronic Control Components & Devices. Axelent's products were first sold on the Indian market in 2008.

Supplementary assortment

"We've sold safety products to Indian electronics companies since 1983 and regard Axelent's X-Guard machine guard and X-Tray cable trays as excellent supplementary products of a very high quality."

Wide spectrum of customers

"Today we are 14 people in the company working mainly with electronics companies, but also other industries such as: Automotive Electronics, Avionic and Aerospace, protection, railways, telecommunications, research and development, public sector, manufacturing plants and other types of electronics companies in India."

"With regard to Axelent's products, we also work with the steelworks industry, pulp and paper industry, automation and robot companies. The food industry, tyre manufacturers and the vehicle industry are also potential customers."

Axelent a hot spice

"There are plenty of spicy pitches we can use on the Indian market. Products in store for rapid delivery. We can guarantee standardised products of a very high quality, that are easy to supplement and add to the order. We also see the excellent support, especially in the handling of drawings and the flexible software, as a unique sales pitch. We always get a quick response and delivery dates we can trust.

We feel very secure in Axelent's After Sales work if supplementary or replacement products are required. Nothing seems impossible in Hillerstorp."

Continuous product development

"There is a strength in Axelent being a complete group, the Axelent Group. It enables us to bring in expertise quickly and facilitates continuous product development."

How Swedish can you be in India?

"We see Swedishness as a strength as Axelent has its own production in Sweden and therewith full control over product quality. They also provide a good service and installation support. This gives us great confidence when offering our customers Axelent's mesh products. We always provide our customers with local support, which is a great advantage."

Market leader in India?

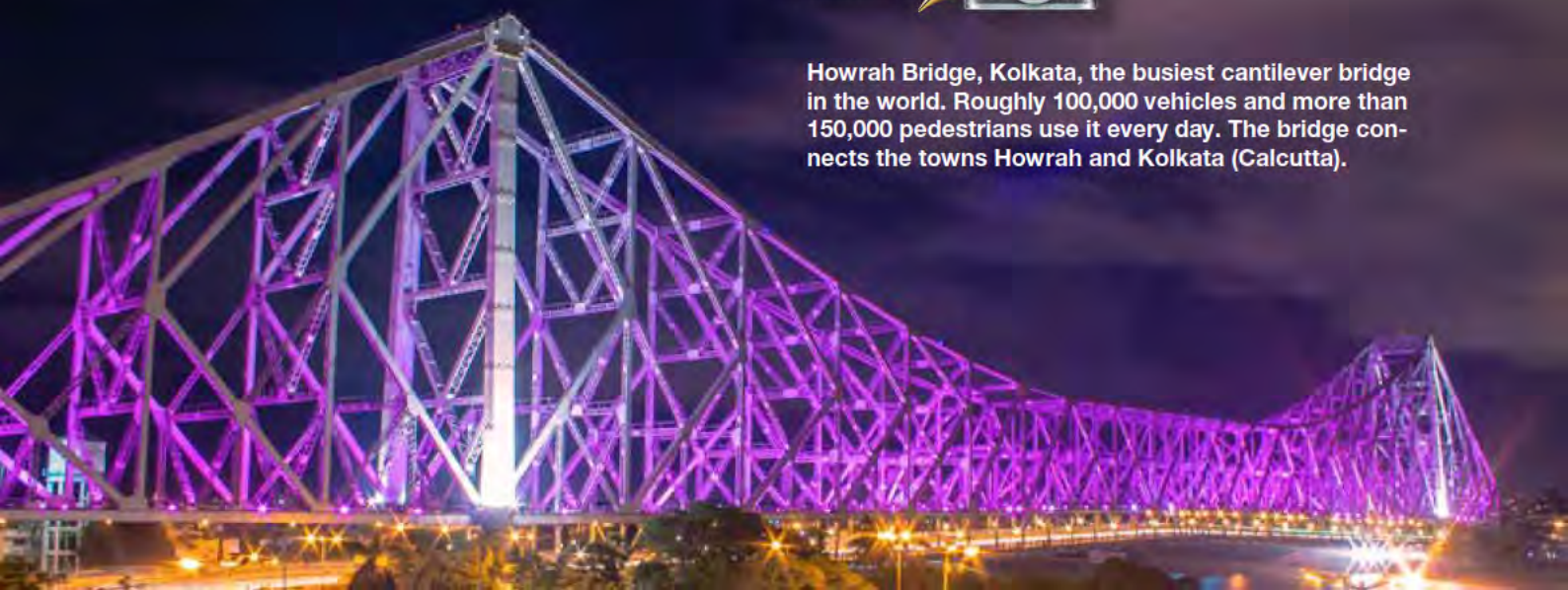
"The future for Axelent's products in India feels very bright as the quality is excellent and the prices very competitive. We want to expand the market and make Axelent a leading company in India for machine guards."

Rajat Pasari

MD, Electronic Control Components & Devices.



Howrah Bridge, Kolkata, the busiest cantilever bridge in the world. Roughly 100,000 vehicles and more than 150,000 pedestrians use it every day. The bridge connects the towns Howrah and Kolkata (Calcutta).



In the CHL Axelent is visible on HV71's goalkeeper protection and advertising boards.



The ice has set and it is now time for...

A new exciting season supporting HV71

Last season Axelent changed sports. From high octane speedway to ice hockey and local team HV71 in the Swedish Hockey League (SHL). This year we are also sponsoring the new European Champions Hockey League (CHL).

Stefan Axelsson, Export Manager & CRM, Axelent AB:

"Our sponsorships have always been long term. This is our second year with HV71 and our first as their main CHL sponsor."

Gilt-edged

"This is the first CHL season and we believe it will eventually become a really exciting tournament. It's new and is getting a lot of press coverage. In the SHL we've set our sights firmly on the winner's medal."

Strategic sponsorship

"At Axelent we don't see sponsorship as an isolated thing based on the interest shown by an individual in the company. We think strategically and seek partnerships with teams, people and sports that we know can enhance our brand message. For us, sponsorship is much more than just a few complimentary tickets. It's a key part of our image, both internally and externally. We think that HV71's new organisation and Axelent have a lot in common and we look forward to a successful partnership in the coming years."

INFO CHAMPIONS HOCKEY LEAGUE

This is Europe's new elite club competition that started in August 2014 and ends in February 2015 with the crowning of a European champion. As well as the national champions and league winners of the six original leagues, 26 founding clubs representing strong club brands that have been successful in their respective countries will also take part. These 26 clubs have previously played in the predecessor, the European Trophy. During the coming season, 2014/15, a winner will lift the new trophy after close on 150 competitive games in the new league, abbreviated to CHL.

This season the goaltenders in HV71, Gustav Wesslau and Erik Ersberg, have a new design to their face masks. DAVEART Airbrush Studio did the design together with Art Director Tony Hult.



Axelent GmbH is showing the way

Safe, safer, safest

Today Axelent GmbH is one of the leading players on the German machine guarding market. There are more than 40 competitors so the competition is tough and they are quick to copy, something that Axelent has experienced more than once.

With this in mind, in 2008 Axelent GmbH drew up a strategy for “knowledge and security” to cover the products they sell. The purpose was to find a unique niche on the market with the vision “We shall be the most professional and most skilled company in our industry”.

Training

“The aim was to promote and sell a complete package that included a “security” clause based on clear regulations, standards and directives. Security expert Matthias Schulz was taken on board. He has since trained all employees two to three times a year. We have also offered our customers several types of security courses. The lectures and courses we have held at trade fairs have attracted a great deal of interest. Today all our employees are well versed in standards, norms, directives and security issues. We have raised awareness to a whole new level.”

New concept, ProfiServices

“Last year, 2013, we decided to take this approach to a new and more professional level. The cooperation with Matthias went a step further when he was employed by Axelent as a security expert. We drew up a new concept and symbol that we call AXELENT ProfiServices. We expect a win-win situation and are convinced that we have stumbled upon a very good idea.”

All-Inclusive in a safe way

“The aim is to bolster Axelent’s All-Inclusive approach and therewith the company brand within security. Our services include consultancy in the customer’s premises, by phone or on-site (coaching for risk analyses, etc.). We can arrange seminars on standards and norms, and how to apply them in the customer’s operations. Matthias is also used as an internal consultant at Axelent (product management, training of sales staff, etc.) and for the compilation of documentation, review of standards, etc.”



**Nominiert für
Großer Preis des
MITTELSTANDES**

GROSSER PREIS DES MITTELSTANDES

In 2014, AXELENT GmbH in Tyskland was nominated for the prestigious economics prize, Grosser Preis des Mittelstandes (Grand Prix for Medium-sized Enterprises), awarded by the renowned Oskar-Patzelt Foundation in Leipzig. The purpose of the prize is to honour successful businesses with an impressive record in the various categories such as sales, branding, investments, marketing and social activities. Nominations are by third parties. AXELENT is very proud to be nominated and see it as proof that our ventures are not going unnoticed by the market.



To the left Axelent security expert Matthias Schulz and Harald Steidle, MD Axelent GmbH now operates an active safety within Axelent.

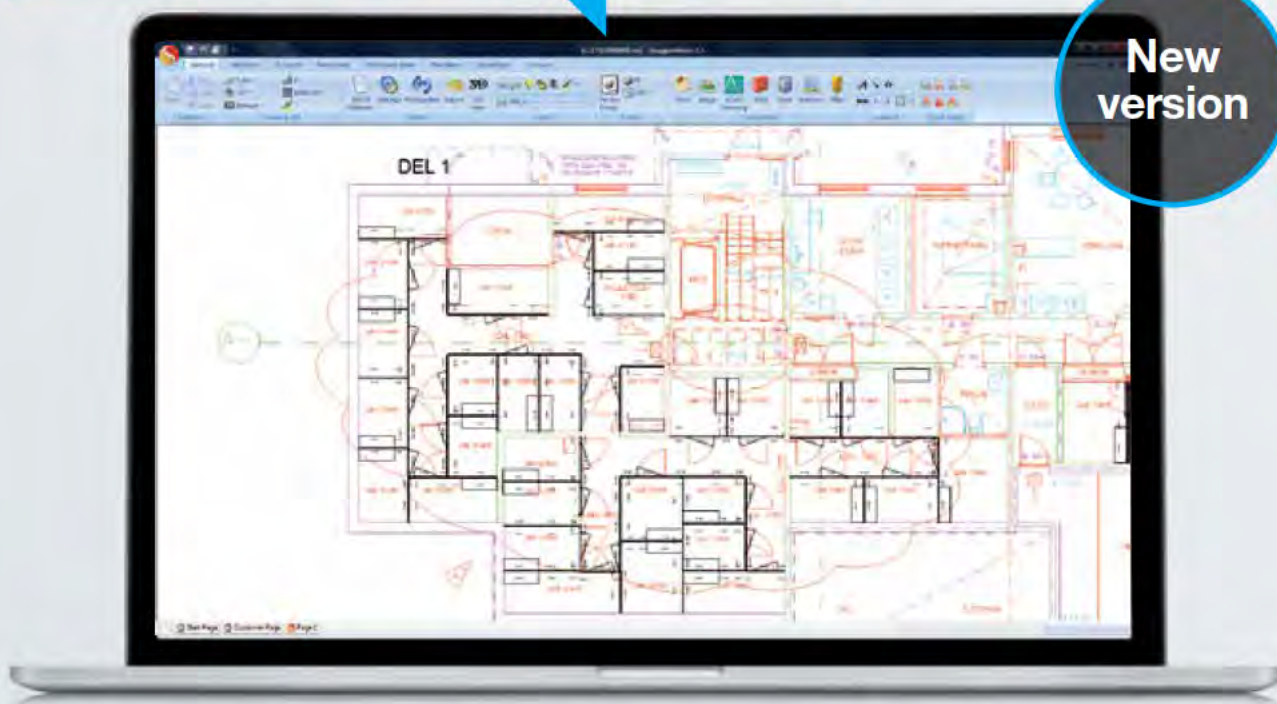


Axelent's seminars on safety always draws people to our booth.

AXELENT GmbH in Germany was nominated in 2014 to Germany's famous economics award "Grosser Preis des Mittelstandes" awarded by the Oskar-Patzelt-known Association in Leipzig.

Axellent software – secure your material

New version



We have released a new version, SnapperWorks 3.20 Better possibilities and more functions



TO BE ABLE TO WORK MORE EFFECTIVELY, in the late 1990s we developed software for our products, which we called SnapperWorks. It is based on a core solution that is built upon with customised and optimised modules for each customer's specific needs.

Axellent Software's program is based on distributed platforms and standards that ensure a long life, continuous development and easy connectivity to other systems.

Development in progress

Today we have two full time employees serving and developing the program, Håkan Renning and Mats Jonsson. SnapperWorks properties and ease of use has attracted customers to use our system, among them Swedish Match Industries and LKI Kåldman Ltd.

SnapperWorks 3.20 is now released

In September we released a new version of SnapperWorks called 3.20. We have made a number of improvements that we hope are to the liking of all our users.

Goodies in the new version

- Possibility to draw using ED coating from the outset (surface coating for tough environments)
- Possibility to draw the latest sliding door without a lintel for smaller door openings
- New and improved Safestore feature
- Improved 3D view
- Improvements in relation to doors, such as locks, breaker holders, MiniTray, etc.

Update more!

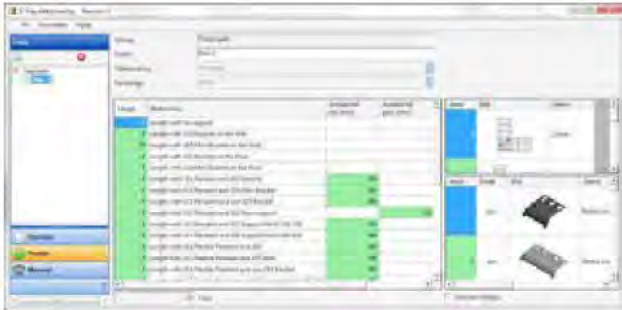
Are you using an old version of SnapperWorks and would like to update or have not received the latest update? Get in touch with:

Sebastian Jiteg. Phone: +46 (0)370-37 37 42

Email: sebastian.jiteg@axellent.se



On the way X-Tray Calculation Tool



We are presently developing a program for Wire Tray AB called X-Tray Calculation Tool. A program that will facilitate for Axelent Wire Tray's customers to design and order cable trays. Using a step-by-step process, the program helps the customer to find a solution and see the possibilities and accessories in the X-tray range.

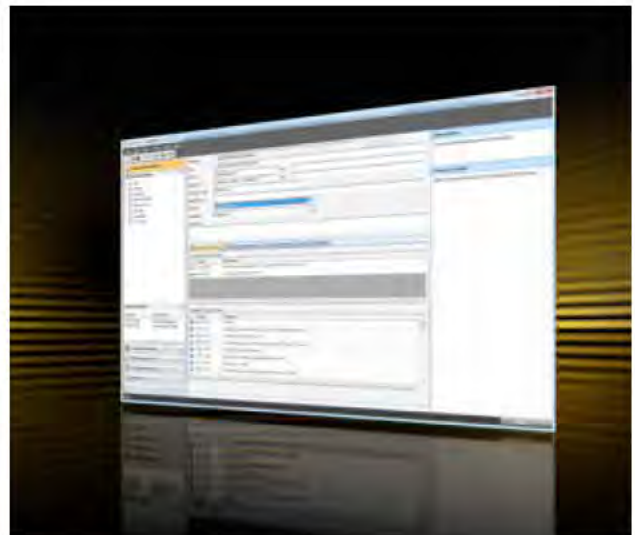
The idea is for the program to function as an expert system where the selections you make control the selections at the next stage. The program generates a material list with everything you need to build your X-Tray solution.

SafetyWorks

SafetyWorks is an intelligent software for machine builders, security managers, etc. It is a program-in-a-box toolset built to give support in risk assessments and analyses for machines and production lines. The EU's Machine Directive is at the heart of the program.

Project managers are given insights, directives, risk suggestions, standards references, priorities/risk levels and to-do lists. The program comes in several languages.

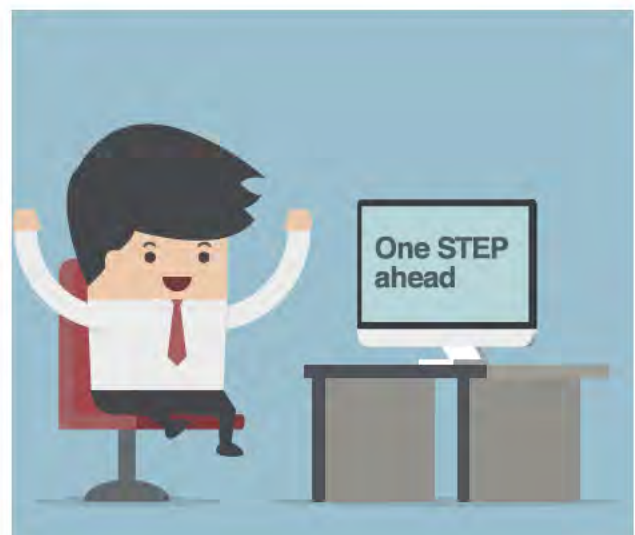
Interested? Get in touch with Sebastian Jiteg
Phone: +46 (0)370-37 37 42. Email: sebastian.jiteg@axelent.se



Convert more!

Save time and make sure everything is correct and included in your order by converting your SnapperWorks drawings into STEP files.

For more information get in touch with Mirko Miljevic,
Phone: +46 (0)371-58 37 40, mobile: +46 (0)73-270 58 57.



Axelent Denmark signs a general agreement with Crisplant, Beumer Group



Axelent AB in Hillerstorp has just signed a global contract with one of the world's leading airport logistics, security and transport systems companies, Crisplant, a company in the Beumer Group. The two-year contract covers the company's global operations and is for Axelent's X-Guard® mesh wall system, X-Tray® cable routing system and X-Tra accessories.

Michaela Ahlberg, Seller at Axelent Denmark and KAM at Crisplant

"This is especially gratifying for us at Axelent Denmark as we have a longstanding business relationship with Crisplant A/S in Denmark. We've had the opportunity of showing the splendid qualities of our products, but above all, what we can offer with regard to delivery reliability, all-inclusive solutions and service."

All-inclusive, including cable routing system

"Axelent Denmark's strength lies in supplying all-inclusive security solutions. The majority of our customers have worldwide operations and see it as an advantage to have fewer suppliers with a larger undertaking. Our ability to supply premium class cable routing systems has given a boost to our customer relationships."

Two-year contract

"The contract is global and runs for two years from 1 July 2014. Global entails operations in no fewer than 70 countries and the Beumer Group's workforce of over 3,600."

Prestige

"Being a preferred supplier to a company that is a market leader in airline logistics solutions and security is naturally a feather in our hat. The demands on us as supplier are extremely high, and being able to deliver all-inclusive solutions strengthens us as a supplier of guaranteed security in many different ways."

From supplier to partner

"Axelent Denmark has gone from being 'just' a supplier to becoming the natural partner for security systems surrounding our logistics solutions," says Malene Bjerglund, Procurement Manager with responsibility for the contract at Crisplant A/S. "Axelent's all-inclusive solutions means we can now reduce the number of supplier contracts and focus on providing the best technical solutions to each individual project. This turnkey approach saves us time and money."

ABOUT CRISPLANT BEUMER

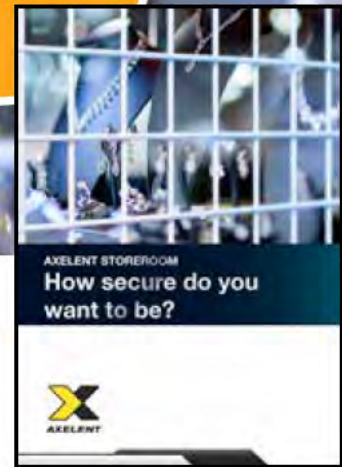
BEUMER Group is world leader within intralogistics in the fields of conveying, loading, palletising, packaging, sortation and distribution technology. Together with Crisplant A/S and Enexco Teknologier India Limited, BEUMER Group has a workforce of roughly 3,700 and annual sales of around €627 million. In 2009, Crisplant joined the BEUMER Group and is now a leading provider of automated sortation technology, control systems and integration services.



Mikaela Ahlberg, Seller at Axelent with responsibility for the contract, and Malene Bjerglund, Procurement Manager at Crisplant A/S.



Out now!



How safe do you want to be?

Order our new brochure!

Axelent Storeroom offers complete storeroom solutions for all types of spaces. Our All-Inclusive offer includes everything from consultancy, drawings and assembly to an exclusive service agreement, Axelent Assistance. All manufacture takes place in our own plant in Hillerstorp, Sweden. Thanks to a well-considered concept we can use standard products to customise our system and still offer rapid delivery. The choice is yours!



F

Storeroom model F

Storeroom walls for normal conditions.



FK

Storeroom model FK

New high demands on security and stability.



FK+

Storeroom model FK+

Extra strong. Tested and approved according to the SFF's standard for burglary resistant storage rooms.



FP

Storeroom model FP

When there are high demands on security and stability without transparency.



Sven's tips!

Cable routing system in combination with machine guards

Our X-Tray Mini, Part No. 1152-120 with dimensions 30 x 22 mm L=1200 mm, offers a neat and smart installation. It is perfect when fitting safety switches, locks with built-in electronics or other equipment.

AXELENT AB

BOX 1 · KÄVSJÖVÄGEN 17
SE- 330 33 HILLERSTORP,
SWEDEN
PHONE +46 (0)370-37 37 30.
SALES@AXELENT.SE
WWW.AXELENT.SE

BLOG.AXELENT.COM

AXELENT ENGINEERING AB

AUTOMATION & PLM SYSTEMS

HEAD OFFICE: MÅRTENSGATAN 12, BOX 275
SE- 332 30 GISLAVED, SWEDEN
PHONE +46 (0)371-58 37 00.
LOCAL OFFICE: SCIENCE PARK, JÖNKÖPING
INFO@AXELENTENGINEERING.SE
WWW.AXELENTENGINEERING.SE

AXELENT WIRE TRAY AB

BOX 1 · KÄVSJÖVÄGEN 17
SE- 330 33 HILLERSTORP, SWEDEN
PHONE +46 (0)370-37 37 30.
INFO@AXELENTWT.COM
WWW.AXELENTWT.COM

