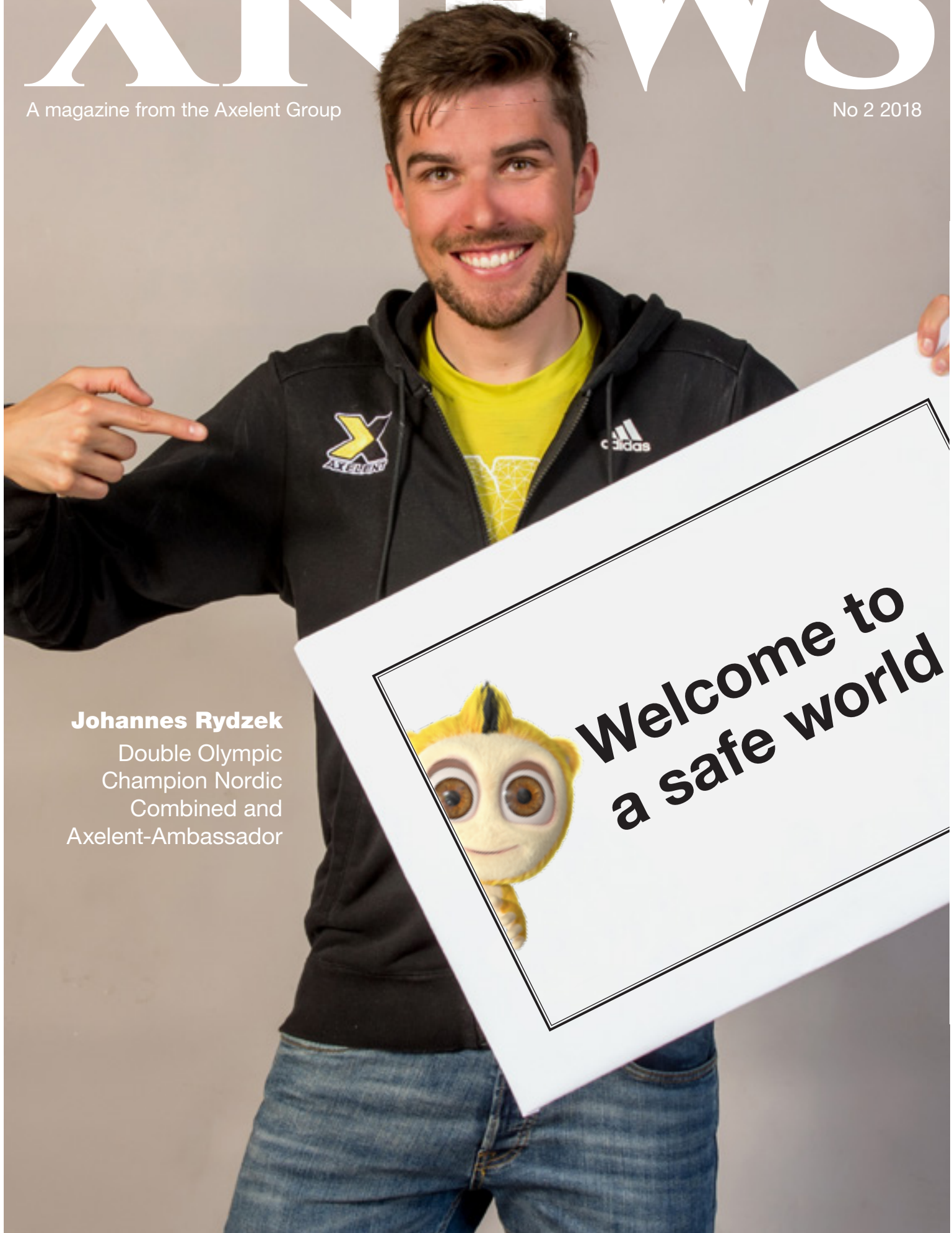


XNEWS

A magazine from the Axelent Group

No 2 2018



Johannes Rydzek

Double Olympic
Champion Nordic
Combined and
Axelent-Ambassador



2018 is an X-Tra good year

In a sense, 2018 is a historical year for Axelent. X-Guard, our bestselling machine guard, is 10 years old! Machine safety has always been a key issue for us, but we must not forget that even the small details can make a big difference. At Axelent we call them X-Tra.



As a global player in machine safety, we are used to adopting a comprehensive approach to safety issues. And it is just safety we highlight in the global campaign that is currently at phase two. (You have no doubt seen our security agent Axel, but if not, check out Axelent's social media and YouTube channel.

It is no exaggeration to say that we are good at creating smart, speedy and simple machine safety solutions. But it is not only about machine safety. Our customers also have a need for other types of safety; anti-tip protection, collision bars, mirrors and speed ramps, for example. Outside the factory, secure bicycle racks, stable benches and stylish litter bins are also popular features.

Axelent are putting a bit extra into X-Tra

This spring Axelent has strengthened its position in the X-Tra segment. Several of you may already be acquainted with Safe-X's products. Safe-X is now a wholly owned subsidiary of Axelent. We have also begun an exclusive partnership with global McCue. McCue has been in the market for 20 years with a range of smart products for which we are the exclusive global retailer. Read more about this on page 17.



Stefan Axelsson, Export Manager, Axelent AB



New show-room at Axelent AB



BROCHURES





New showroom presented



Axelent's arcade machine for shows and events



*Stefan Åkesson,
Food Safety & Equipment Safety
Manager, Tetra Pak*

Hygienic Design – what is it?

Design securing cleanability

- > Surface roughness
- > Geometry
- > Drainability
- > Etc

Correct material according to its intended use,

- > Corrosion resistant
- > Resistant to detergent and sanitizers
- > Non-toxic and migration within legal limits
- > Metal
- > Rubber
- > Plastic

Axelent Product Meeting

On Monday April 17th, representatives from Axelent's subsidiaries and retailers gathered for a day to focus on Axelent's products.

Representatives from 14 offices visited Axelent's headquarters in Hillerstorp for a day of news and information of the product range and to discuss future products.

They were shown around Axelent's new showroom (see separate pictures on page 3). The showroom is available for sellers to book for customer viewings.

X-Tray meets the demands for the food processing industry

Those interested could stay on until Tuesday to listen to a lecture on food hygiene. Stefan Åkesson, Food Safety & Equipment Safety Manager, Tetra Pak, gave a lecture on industrial plants with high hygiene demands.

Axelent is a EHEDG member

Axelent is one of the 1,300 members of the European Hygienic Engineering and Design Group. EHEDG was founded in 1989 and is a non-governmental organisation aimed at promoting hygienic design and food technology through a group of equipment manufacturers, food industries, research institutes and public health authorities.



Daniels tips!

Exceptionally strong wire cutting machine

Axelent's X77 wire cutting machine is battery powered and something of a super hero. The machine has unique features and cuts up to 6 mm stainless wire with a fine cut and no sharp edges.

The wire cutting machine comes with a battery charger in a practical bag.

Special offer!

Until August 30th 2018 you will get a chisel set from Klauke when you buy Axelent's X77 wire cutting machine X77 (worth SEK 1,500).

OFFER: SEK 11,995 not including VAT (normal price 12,870)

Interested?

Contact Daniel Filipsson, +46 370 37 32 58
daniel.filipsson@axelent.se or
teamxtray@axelent.se





From left to right: Tobias Scheer, Alexandra Kaiser, Maria Chalkiopolou, Otto Rapf, Christian Hoek, Felicia Strauß, Birgit Krähling, Raphael Führ, Giacomo Madeddu, Yvonne Brunner, Harald Steidle, Dominic Kauffmann, Jonas Predatsch, Kai Schaupp, Felix Quade-Kuhnt, Michael Friedrich, Sebastian Cichon, Arno Purtzki, Markus Etzel

Birthday greetings

from Axelent GmbH



Twenty-five years ago on March 29th 1993, Axelent opened an office in Germany. Today, we are a leading machine safety brand in Germany.

At the start, Axelent was registered as Axelent Vertriebsgesellschaft für Schutzgittersysteme mbH, but has since then changed the name to Axelent GmbH. The company is a leading machine safety brand in Germany and, along with their own business area Axelent Profiservices, provide safety solutions to a range of industries, including mechanical engineering, robotics and storage and logistics companies. Since the beginning Axelent GmbH has been a subsidiary of Axelent AB.

At the beginning of May the German team met at the office in Stuttgart for team training. The evening concluded with birthday celebrations 147 metres aloft in the town's famous TV tower.

« TV tower, 218 metres high





Johannes Rydzek, a fantastic and legendary Axelent ambassador

Legendary gold medallist in Nordic Combined, Johannes Rydzek, has been an official ambassador for Axelent GmbH since 2015.

He is historical as a World Champion in Nordic Combined by succeeding in the high on impossible feat of winning it an incredible six times! At the Winter Olympics in Pyeongchang, South Korea, he added two more gold medals to his growing collection. One of the gold medals

was historic in as much as three German athletes stood on the rostrum (Johannes Rydzek, Fabian Rießle, Eric Frenzel). He won his second gold medal in a team heat in which he took the last run.

Harald Steidle and Markus Etzel from Axelent GmbH met Johannes after the World Cup season to take new pictures to use in their marketing.



Business Run Stuttgart-Degerloch

For the second time, staff from our German office took part in the popular and prestigious Business Run Stuttgart-Degerloch.

- 6,000 runners lined up
- 8 from the Axelent office took part, making up almost half of our German team

From left to right: Tobias Scheer, Alexandra Kaiser, Felicia Strauß, Markus Etzel, Harald Steidle, Arno Purtzki, Kai Schaupp, Raphael Führ

From concept to installation

Customer Case Nexans

What is the process from the customer identifying the need for a machine guard to the guard being in place and ready for use? Tommy Claesson, Production Manager at Nexans Sweden AB, describes the process from a customer perspective.



Tommy Claesson, Production Manager, Nexans Sweden AB

Nexans is a global cable manufacturer with production in over 40 countries. In Grimsås the company manufactures around 42,000 tonnes of cable a year. There are over a thousand types of cables ranging from thin fibre optic cables to 100 mm coarse copper cables, produced in both light and heavy industrial environments. Five hundred people work here, 300 on the factory floor that is divided into two units with a total roof area of roughly 50,000 square metres.

The factory has 130 machine lines ranging from one metre to 70 metres in length. There is an average of seven to eight machines on each line and some of the machines have parts that rotate at several thousand revs per minutes. The age of the machines varies greatly and a safety upgrade of the machine lines is underway with the addition of mesh panels and other machine guards.

“Our collaboration with Axelent has accelerated in recent years. At present we have their X-Guard mesh panels around ten of our machine lines and X-Tray cable trays are

being installed on one of the lines. We’ve ordered a little of everything from the X-Tra product range, including a collision bar that’s been put back to its original shape after a collision,” explains Tommy Claesson, Production Manager at Nexans Sweden AB in Grimsås.”

Step 1 – Risk and needs analysis

“All our projects begin with a risk and needs analysis. When it’s ready we book a meeting with Axelent. Their project manager pays us a visit and together we run through the needs and requirements of the current project out in the machine hall.

“One of the challenges we face with regard to machine safety is that we have to have access to machines when we start them up. Therefore, we have to find a machine guard with solutions that the operators can work in while the machines are running. This is when Axelent’s expert knowledge of all the standards, regulations and requirements comes to the fore.”

» Nexans is a global cable manufacturer with production in over 40 countries. In Grimsås the company manufactures around 42,000 tonnes of cable a year.

Number of employees: 500.

Founded: 1947.

» nexans.se



Step 2 – Drawing

When both parties understand the basic conditions and scope of the project, Nexans' designers draw a safety solution that meets the needs and requirements.

"We have access to Axelent's product database when we do the drawing. We can drag & drop their mesh panels, posts and other components straight into the software program, which gives us a much better idea of what it will look like in reality. It doesn't need as many changes compared to doing a general drawing either. When we draw solutions we also build in Axelent's standard dimensions as far as possible. This avoids specially ordered sections, saving both time and money."

Step 3 – Quote request and agreement

When the drawing is ready it is sent to Axelent together with a quote request. After some minor adjustments an agreement is struck.

"For environments that are particularly sensitive we order two or three sets of mesh panels to ensure we have some in reserve. In a crisis we get new panels from Axelent within one to two days, but we can't allow production to be down that long."

Step 4 – Delivery and fitting

"We always ensure that fitting is included in the price and that our project manager has contact with the fitters. We approve the installation before they leave the building. So far the installations have been fine and we haven't needed to redo anything. The whole process, from the risk analysis to the completed installation, takes four to six weeks. There's a lot of planning from our side. Getting the products delivered from Axelent and fitted usually takes a week or so."

Axelent Engineering acquires new companies and wins prestigious contracts



Axelent Engineering is in a very expansive phase. Two companies have been acquired during the past 18 months. First Hillerstors Specialmaskiner AB, recently followed by Finnvedens Maskinteknik AB (FMT). The acquisitions mean strengthened customer relations and enhanced robot, PLC programming, electrical and mechanical engineering skills.

Axelent Engineering is a knowledge-based company located in three towns in Småland; Hillerstorp, Gislaved and Huskvarna. Places that embrace industrial traditions and entrepreneurial spirit. With more than 40 years' experience, the highly skilled workforce in Gislaved and Hillerstorp focus on machinery and automation while the Huskvarna office provides consultancy services. All parts of the company are undergoing very positive development.

Two orders this spring worth around SEK 40 million

Axelent Engineering and the global company Väderstad AB, manufacturer of agricultural machinery, have enjoyed a successful partnership for a good many years. Axelent Engineering is a part of Väderstad's innovative development team and together we previously developed a unique production method. The time has now come again. Väderstad is investing in 5,000 square metres of new premises that will house the company's thus far largest production automation. Axelent



Richard Skogward, MD,
Axelent Engineering AB

Engineering has been shown continued trust and will help with smart and unique automation solutions that will ensure continued success in the global market for Väderstad.

Further contracts with the focus on automation

Axjo Plastic AB manufactures, markets and sells cable drums and other round packaging for cables, fibre and other string products. A brand new production facility is to be built and Axelent Engineering's task is to further develop the existing production system and to improve the assembly process.

"Automating and creating profitable flows is the foundation of our entire business concept. By using the right knowledge and the right tools at the right time, we get the right conditions for an efficient flow, which is a "golden thread" that permeates all projects signed by Axelent Engineering," concludes Richard Skogward, MD of Axelent Engineering AB.



Svens tips!

Portable guard for temporary partitioning and other use

Axelent has developed a portable base for its partition panels for temporary use during maintenance, testing and viewing, etc. The function has been requested by our customers and it is a recommended method under special conditions. The portable base is adjustable for panel widths between 1000-1500 mm. It is designed for our standard 50x50 mm posts. The base is available as an accessory. Panel size is selected according to requirements.

NB, this product is not designed for continuous use or to replace our permanent machine guards.

To find out more contact customer service,

TeamYellow@axelent.se
TeamBlack@axelent.se







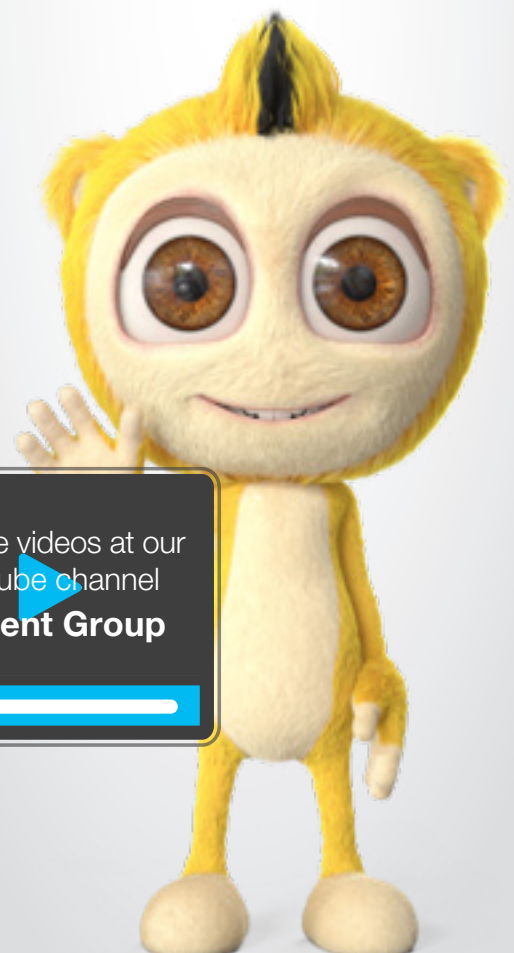
Axelent's security agent Axel is out on his adventures again

If you've been following Axelent's global campaign then you've probably become acquainted with Axel, our new security agent. Axel began his career on January 16th 2018 when he introduced safety solutions to saw mills on January 16th 2018. Four months later and it's the turn of the airports. In the video you see Axel check in at an airport in a rather novel way in order to get behind the scenes.



You'll find the video, a quiz, competitions, customer case and other interesting reading at axelent.com/axel

See the videos at our
YouTube channel
Axelent Group





Axelent Born Global



Axelent safeguarding industry with the help of SV Tech

SV Tech is located in South Korea's fourth largest city, Taegu. The population is 2.5 million and the textile, leather and metal industries are flourishing. More stringent industrial safety regulations has created opportunities for Axelent's Korean agent.

What products do you sell?

We focus solely on X-Guard Classic in Korea.

How many employees do you have at the company?

We are presently seven at head office.

Which industries do you target the most?

Basically all industries, but our main focus is on vehicle, automation and robotics industries.

What are Axelent's strongest points?

If we're talking about the Korean market, Axelent's products are quicker and easier to install than our local options. X-Key is another great product for quick and smooth handling.

What are the advantages of being part of the Axelent Group?

The Axelent Group is an experienced global group, so there is plenty to choose from. As it's a well-known group it gives the customers a sense of stability.

How do you and your customers feel about Axelent being a Swedish company with its own production plant?

Our customers put great trust in this in the knowledge that Axelent always delivers on time.

What does the future hold?

I'm happy to say that we at SV Tech are looking at a very bright future. At the end of 2017, industrial safety laws were tightened in South Korea, leading to companies striving to improve their work environments, which opened the door for X-Guard. Being able to offer reduced installation times thanks to X-Guard is a good sales pitch. We have meetings with many large companies and we see a great future potential.

**Jae-Geun Choi, CEO,
SV Tech**



FACTS | KOREA

South Korea, or formally the Republic of Korea, is one of Asia's more democratic countries.

It is also one of the world's most densely populated. Three quarters of the population live in the cities with half living in the six largest.

Population

Roughly 51 million

Capital

Seoul

Official language

Korean



UK & IRELAND



Axelent Ltd welcome Daniel as a new Technical Sales Administrator handling quotations and customer service.

“Excited for the new appointment and looking forward to the challenge within Axelent Ltd team here in the UK. Great to be joining a well-established organisation within a fast growing and competitive industry.”



X-TRA FoCUS!

In 2018 Axelent will be putting extra focus on the X-Tra product range.

Safe-X has been a wholly owned subsidiary of Axelent AB since April 2018. Just as before, the company offers bicycle racks, and warehouse and outdoor products. Another vital step in putting the focus on X-Tra products, and to improve safety in industrial environments, was taken in May 2018 when Axelent won exclusive rights as global retailer for McCue. As part of this work, Russel Harris, formerly McCue, was employed as European Sales Manager for X-Tra.

safe-x  McCue



LISA BRANDELIUS
SALES MANAGER SAFE-X



RUSSEL HARRIS
EUROPEAN SALES MANAGER (X-TRA)



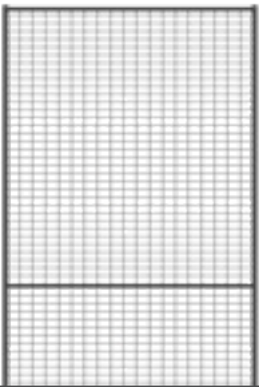
AZRA KOVAC
SALES SAFE-X

MORE INFO
AXELENT.SE -> PRODUCTS
-> XTRA
OR SAFEXONLINE.SE

Congratulations X-Guard – 10 years!

2008 X-Guard is shown for the first time and sales start in the autumn **2009** New machine directive 2006/42/EC comes into force **2010** Axelent celebrates 20 years. We manufacture a cable routing system based on wire trays **2012** The launch of X-Guard Lite and Contour. X-Guard is certified by German DGUV for the first time **2013** X-Guard med E-coating **2015** New product, premium post 70x70 **2016** The launch of X-It cylinder lock **2017** The push button post was launched together with the adjustable infill. X-Guard is DGUV-certified for the second time **2018** There are more updates on the way ...

2008



2010



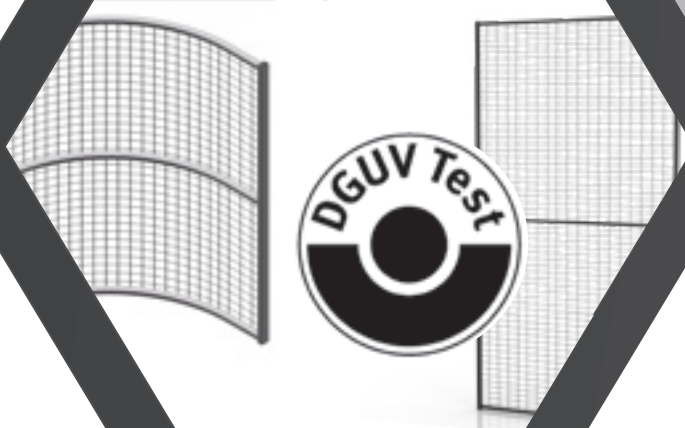
2009

New machine directive
2006/42/EC comes into
force

2013



2012



X-Guard, more than halfway to the moon

X-Guard machine guard consists of mesh panels made from metal wire. That's a fair amount of wire in the ten years that Axelent have been supplying X-Guard.



Equivalent to six Tour de France races or three walks backwards and forwards along the Great Wall of China. Alternatively, a half orbit around the earth or, if we stand it on its head at the manufacturing plant in Hillerstorp, more than halfway to the moon. 20,000 km of metal wire. If we instead focus on the panels and put them end to end they will protect the whole of Sweden. From Trieriksörset in the north to Smygehuk in the south.

X-Guard's penetration has been enormous and, putting aside the comparisons for a moment, it is safety we are dealing with. On a global basis.

2015



2017



2017



2016



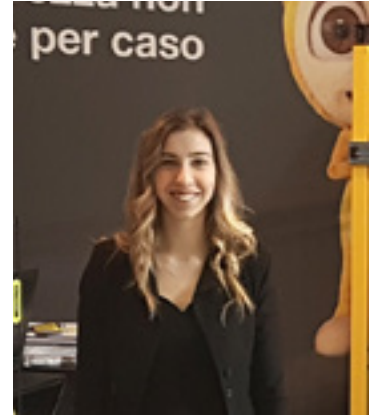
2018



AXELENT GOES GLOBAL

Axelent Italy exhibited at MECSPE

MECSPE has been a leading trade show for the manufacturing industry in Italy for the past 18 years. The show attracts over 50,000 visitors and more than 2,200 exhibitors. Axelent Italy exhibited for the first time.

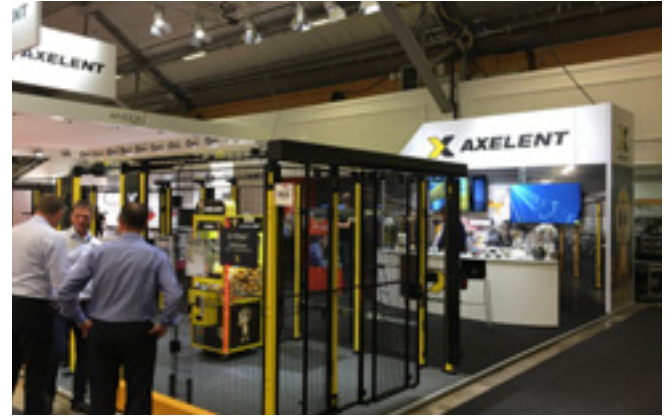
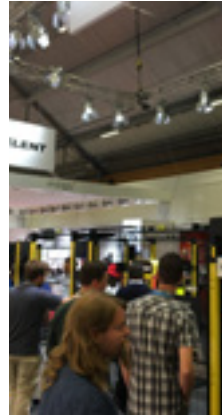


Axelent Ltd at Intralogistex & MACH

For the second year running, Axelent exhibited successfully at Intralogistex 2018. The show attracts 150 exhibitors and 15,000 visitors.

MACH is the UK's premier manufacturing technologies event. The show is held for five days and attracts over 25,000 visitors. Axel and X-Guard stole the show.





Axelent Group at Elmia Automation

Elmia Automation is Sweden's leading automation trade show and a vital arena for production within the manufacturing industry. The show attracts 15,000 visitors and houses five other leading production shows under the same roof.

Axelent AB exhibited together with subsidiary Axelent Engineering. The claw crane (in the picture inside the X-Guard cell) was a real attraction. Axelent Engineering had created two virtual reality programs where you could become acquainted with the opportunities offered by VR for machine and robot builders.



Axelent Spain exhibited at Hispack

Axelent Spain had a very busy stand at one of the most prestigious trade shows in Barcelona: Hispack, May 8th to 11th. Around 800 exhibitors and roughly 10,000 visitors mingled on the 39,000 square metres of floor space. Twenty-five per cent of these were from countries other than Spain. The theme of the show was packaging logistics, sustainability, automation and storage.



Axelent Spain put on a safety day

On March 15th, Axelent Spain along with Adecuarisk put on a well-visited technical day on machine safety. Participants had an instructive and interactive day. All left with Axelent's Safety Book and pertaining safety products.





You'll find a video with Ferry Svan at axelent.com/axel

Safe pair of hands

With strength and precision he has chopped and sawn his way to the top of the tree. Ferry Svan jumped straight in to the limelight last year when he won the gold medal in the Junior World Championships in the odd sport of Timbersport.

Timbersport is a demonstration sport that requires speed, strength, stamina and precision. Qualities that not only drive Ferry Svan forward, but also happen to be the core values of his sponsor, Axelent AB.

"Safety is the number one priority for us who practice the sport, and you have to pass a safety course before you can even pick up a chainsaw," he explains.

"Axelent and Timbersport have a lot in common, although you wouldn't think so at first glance. This is why it's cool that Axelent have chosen to sponsor me."

About Ferry Svan

Ferry Svan, 21, is going from strength to strength. He is the ruling Junior World Champion in Timbersport and is a rising star even on the senior side. He is described as a real winner, something he probably inherited from his father Gunde Svan, a Swedish skiing legend.

It was in high school that Ferry was first introduced to the sport where you chop and chainsaw your way through logs. It was not easy choosing this tough sport because Timbersport had not really taken off in Sweden. But it is big in New Zealand, Australia and North America while Germany, France and Belgium are leading the way in Europe.

Brute strength

The sport consists of six disciplines. Three using an axe; Springboard, Standing Block Chop and Underhand Chop, and three using a saw and chainsaw; Stock Saw, Single Buck and Hot Saw. The names do not reveal much about the sport, which requires muscle strength and stamina throughout and a good physique demands a dedicated athlete:

"I can't live off the sport as of yet, but with Axelent behind me the door to opportunity has opened."

Ferry trained for the Junior World Championships in New Zealand, a place to which he would willingly return today if he could. Not just because Timbersport is much bigger there, but also for the climate.

"I've long dreamed of moving there and training with the elite. A dream that could now be fulfilled with the help of Axelent."

Ferry has already, as the youngest ever, won a Junior World Championship medal and a silver medal at the Nordic Championships. After eighth place and a considerably improved personal best during the Champions Trophy (seniors) in Marseille in May, it is now full focus on the Nordic Championships, to be decided in Danish Roskilde in early June.

We at Axelent are proud to sponsor Ferry Svan and look forward to following him in his pursuit of more medals.



FACTS

Ferry Svan

Name: Ferry Svan

Family: Mother, father and older sister Julia.

Age: 21

Occupation: Trains Timbersport.
Is on the Swedish national team.

Lives: Vansbro in Dalarna, Sweden

Medals: Nordic Championships: gold 2014 and 2016. Junior World Championships: gold 2017, silver in Senior Nordic Championships 2017.

More Timbersport: YouTube



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