

XNEWS

A magazine from the Axellent Group

No 4 2018

From idea to IRL

» At the push of a
button we turn an
idea into real life

Erik Nyström, Product Developer

SAFETY FIRST

at the Yaskawa robot facility

WORKPLACE ACCIDENTS

How much they cost the company

A COMPLETE SUPPLIER

From machine guarding to cable trays





Reward for all the hard work

Axelent's employees have worked extremely hard in 2018. Demand has skyrocketed and the inboxes have been overflowing with orders. The warehouse staff have been worked off their feet and the production machines have been running at full pelt. These are actually very thankful "concerns" considering we help to make industries, warehouses and constructions all over the world safe and secure.

The pressure usually eases during the summer shutdown, but not this year. And it is still going full pelt as we approach Christmas. A thankful concern indeed, but we must also be aware of the enormous demands this puts on our staff, both here in Hillerstorp and in our subsidiaries the world over. We would therefore like to send a massive thank you to all our employees. Hard work pays off and we are now reaping the benefits, something you can read about further on. Well done everybody!

Honorary Award to Sweden's Super Companies

This autumn, Axelent won an award as one of Sweden's Super Companies. This means we perform better than 99.998% of all Swedish companies! Several demanding criteria must be met to win the award. The company has to show an increase in turnover and revenues while demonstrating stability and sustainability. The criteria must be met at least four years in a row to even make the nominee list.

You can read more about how we became a Super Company by turning to page 8.e.



Nominated at the CMA gala

Our marketing team has been running a global campaign throughout 2018. The campaign, which we create together with the content agency Glory Days, consists, among other things, of our furry security agent Axel – which I hope has not passed anyone by unnoticed.

Every year, the British Content Marketing Association organizes the gala Content Marketing Awards, where our campaign was nominated for Best Business to Business Campaign.

Content Marketing Awards (CMA), held in London on November 27, are determined in a total of 92 categories and the jury consists of the top experts in content marketing worldwide. The competition prizes creative and exciting solutions like has proven effect and behind the competition is content Marketing Institute.

Unfortunately, Axel did not receive a prize this time, but we send a big congratulation to Spoon, a Swedish content agency who won four bronze during the evening.

Pleasant reading!
Stefan Axelsson, Export
Manager, Axelent AB



Made in
Hillerstorp

Safety First at the Robot Facility | Tips! · Pgs. 4 & 5

Postcard from Chile · Pgs. 6 & 7

Tips! | Award | Snapper | Germany · Pgs. 8 & 9

Injuries at the Workplace · Pgs.10 & 11

Global Fairs · Pgs. 12 & 13

Spain | Australia | UK · Pgs. 14 & 15

Newcomers. Erik and the 3D Printer · Pgs. 16 & 17

Evomatic Project · Pgs. 18 & 19



Safety First at the Robot Facility

How does the largest facility for robotic automation solutions in the Nordics actually work with safety? Dan Gunnarsson and Cecilia Benze from Yaskawa Nordic AB talk about the company's partnership with Axelent.

Yaskawa Nordic AB was founded in the early 1970s in the Swedish municipality of Torsås under the name of Torsteknik. The company is now part of the Japanese Yaskawa Electric Corporation, one of the world's leading manufacturers of industrial robots, power and servo motors and control systems, with over 400,000 Motoman robots installed worldwide.

The Swedish part of the company employs around 160 people at their facilities in Torsås, Kalmar and Jönköping. All three facilities train robot operators in robot programming and robot handling while all manufacturing takes place at Torsås, where they make control systems to all the robots on the European market and complete robotic systems mainly for the Swedish market. They also manufacture peripheral equipment to robotic systems, such as gripping tools, welding equipment, gantries and pick lanes, which broadens a robot's operating range.

"We offer products that give our customers competitive advantages by increasing productivity and creating a better work environment," explains Cecilia Benze, Marketing Manager at Yaskawa Nordic AB.

Dan Gunnarsson, engineer at Yaskawa Nordic AB, adds: "As well as creating a safer and more efficient work environment for their customers, the company also attaches great importance to improving their own workplace conditions. Keeping safety in focus and staying at the forefront of the latest developments is a matter of course for Yaskawa Nordic."

Our design and construction department keep an eagle eye on all the latest safety requirements." Yaskawa Nordics's partnership with Axelent stretches back fifteen to twenty years. They chose Axelent for their prime quality products and short lead times.

» *Keeping safety in focus and staying at the forefront of the latest developments is a matter of course for us.*

Dan Gunnarsson, engineer at Yaskawa Nordic AB



"The partnership got off to a flying start. We always get an immediate response to any queries or problems we may have, and they give us a quote in next to no time, which we greatly appreciate."

Axelent currently supplies the robot facility with mesh partitions, cable routing systems and door locks.

Our facilities have always maintained a high level of safety and security, and we always conduct a risk assessment before starting a new special project. Axelent plays a vital role in all our safety work. Not least when our designers are developing new flexible safety and security solutions for our facilities.



Sven's tips!

Another new feature to our popular X-It lock

We continue to add new features to our X-It cylinder lock. There is now a panic opener for sliding doors. If an area that is normally locked from the outside needs to be evacuated, it is now possible to open and slide the doors in one motion. The opening mechanism is well hidden to prevent unauthorised entry from the outside. More exciting features to X-It are in the pipeline.

Keep your eyes and ears open!



Postcard
from
Chilé



5 quickies about Chilé

Capital
Santiago de Chile

Official language
Spanish

Population
18 191 884

Currency
Chilean peso

National Day
September 18th

When Axelent was to establish in the South American market, we found a partner in Portacondutores's SpA. They already worked with innovative and high quality products with Swedish suppliers and therefore perfectly suited us!

What products do you sell?

We started selling Axelent's products in 2012 but have worked in the industry since 1980. We offer the entire X-Trays range and in addition to Axelent's products, we also sell air showers for labs and on request also products that can be hard to find in Chilé.

How many employees are you on Portacondutores SpA?

Today we are three employees in the company.

What industries do you work with?

Our products and cable trays are located in most of the cable wiring sectors, such as industrial power, mining and tunneling solutions, construction and manufacturing, food and beverage industry, telecom industry, subways, shipyards and airports, gas and oil industry, fruit and packaging, pharmaceutical industry as well as industries in general.

What are the strongest USP's of Axelent?

Firstly, high quality production and raw materials. Secondly, the brand itself together with the well-known products that are certified at the highest level. And finally; Sweden is a country that represents good quality.

What benefits do you see as being one part of Axelent?

Through the partnership with Axelent, Portacondutores SpA gains the trust that a well-known brand creates in the market, and we can take advantage of the opportunities and benefits gained when you have a large company like the Axelent Group. Best of all, when customers have discovered the benefits of Axelent, they recommend us to other companies.

In Chilé, it is estimated that Axelent is a Swedish company because it is apparent that the quality is high. This, in turn, means that our customers have high confidence in us and what we offer. Confidence is the perfect reason for us to build customer relations because our relationships based on mutual trust.

What happens in the future?

This year, economic growth in the country will be about 4% and we expect the company to grow 10%, same forecast for

2019. Everything indicates that it will look the same for the next four years, so in the near future we must aim for growth of about 10% per year. We're also looking for new similar products that can complement our X-Tray series and make sure we're approaching our goal.

FACTS | Portacondutores SpA

We work with innovative and high quality products with suppliers from Sweden, England and the United States. We provide support to our customers from the start of the project with permanent presence until the final report.

We are leading the market for cable processing in the food industry, mining, construction, telecommunications and general industry.

Founded
1980

Bestseller
X-Tray

Web
www.portacondutores.cl



Daniel's tips!

Low-build bracket – ideal for tight spaces

Test our new low-build bracket X19 that is ideal for tight places where you need to save space, such as ceilings.

- The bracket extends only 25 mm under the cable tray
- Stocked in all sizes from 120-620 mm wide and all finishes (Electrogalvanized, Hot Dip Galvanized and Acid-resistant 316L)



New brochures

In early 2019 we will be releasing new sales and technical brochures. The brochures will be available in nine languages and you will find them on our website.



About Super Companies

To achieve Super Company status you not only have to excel in one particular business area but also meet several other demanding criteria. A super company should have long-term sales growth and sustainable profitability, be strategically sound financially while being efficient in resource management.

Bisnode identifies and ranks Sweden's Super Companies based on the financial performance of Swedish limited companies. The model takes into account a company's growth, profit, yield, efficiency, capital structure and financing over a four-year period. Of all the limited companies, only 728 made it to the 2018 top list.

Six parameters are used to assess the financial performance of each company, which is then compared with reference values based on the performance of all other similar sized companies with similar business activities. The assessment is relative, so that the best companies can be identified regardless of economic upturn or downturn. Size is of no consequence either, the best performing companies are found among both large and small companies. The assessment is based on the latest four-year period for all companies that have existed since 2007. So the list includes companies that have not only shown better growth during a four-year period than other comparable companies, but also greater profit and yield, and better efficiency and capital structure than other comparable companies. On top of this, the companies also have to show sales of at least SEK 10 million in the past year.

The list is compiled by Per Weidenman, analyst at Bisnode, who has presented the Super Company of the Year for 14 years together with business magazine Veckans Affärer.

This year's newcomers include not only Axelent but other strong brands like Volvo Trucks and FLX TV (Felix Hergren's production company).

*Source: Bisnode



News in SnapperWorks

- Japanese language version
- McCue range
- Improved website update speed
- Support for Microsoft Office 2019
- Enhanced cycle rack design
- Storage mesh partitions – general improvements
- Possibility to import alternative part number
- X-Guard – general improvements

Check out our latest news in SnapperWorks!

SnapperWorks is a program we are constantly working to keep as fresh as possible. Several times a year releases new updated versions with our new products, services and languages. Here above you can see what occurred in the latest update.

A special guest at Axelent GmbH

Anna Seidel, Olympian and Short Track bronze medallist at the 2018 European Championships, called on machine guard manufacturer Axelent in Stuttgart.



Anna Seidel together with staff from Axelent GmbH.

Olympic spotlight on Axelent GmbH

Axelent GmbH has sponsored the career of young Anna Seidel from Dresden since 2014. In the past four years, the youngest member of the German 2014 Winter Olympic team has turned into a leading athlete. Triple medallist in the World Cup and double bronze medallist in the European Championships.

A serious injury in 2016 put a brief stop to Axelent's official ambassador, but she is now back in top shape again raring to compete in this year's World Cup.

During her visit to Axelent GmbH, her sponsorship with Axelent was extended by a further two years and she told

everybody at Axelent about her experiences at the 2018 Winter Olympics in South Korea. Everybody was mightily impressed, not only with the exciting stories, but also by her achievements at school. Despite her tough training programme, she still managed to graduate from high school with top grades, and now awaits a distance course.

At Axelent we are looking forward to the continued sponsorship of the star performer in the German Short Track team and are keeping our fingers crossed that Anna will avoid more injuries!

Axel on the Shop Floor – the latest video



Workplace accidents – how much they cost the company

The lack of proper protective equipment within automated manufacturing can be costly. Everything from a fine for breaching occupational health and safety regulations to costly stoppages – not to mention the cost to those affected.

The serious consequences of workplace accidents for those affected and their families, colleagues and managers have been covered by us at Axelent in previous articles. But a workplace accident could also have catastrophic financial consequences for a company. According to figures from the European Agency for Safety and Health at Work, the annual cost of workplace accidents in the EU alone totals EUR 476 billion. As well as the emotional and financial aspects of caring for the injured person, there are a number of indirect costs, such as equipment replacement, production stoppages, fines/damages, the recruitment and training of a new employee and reduced productivity from other employees, to name but a few.

► Indirect costs of a workplace accident:

- Damaged machine or tools
- Shutdown of workplace during investigation
- Fines/damages
- Recruitment and training of a new employee
- Administrative costs relating to the accident
- Reduced productivity due to less motivation among other employees
- Negative press
- Legal costs

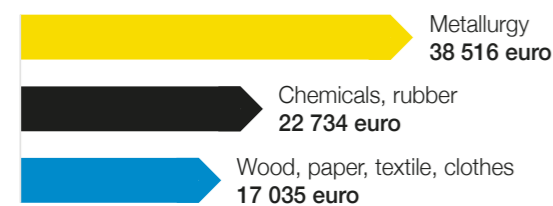
Sources:
The American Society of Safety Engineers
Carsat, France
European Agency for Safety and Health at Work

Prevention using proper protective equipment is significantly cheaper. Axelent is here to help you with this wherever you are located in the world.

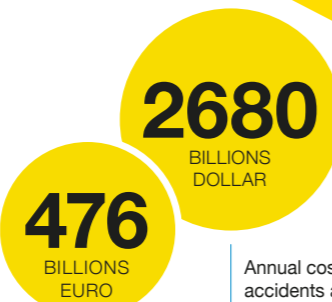


Axel, our safety expert, is on his travels again, this time in the automated manufacturing industry. Using the latest and smartest protective equipment, this action movie takes you on an instructive journey through the many risks within the industry. Watch it on YouTube now!

Average cost of an accident that caused lost time *



*Examples from France

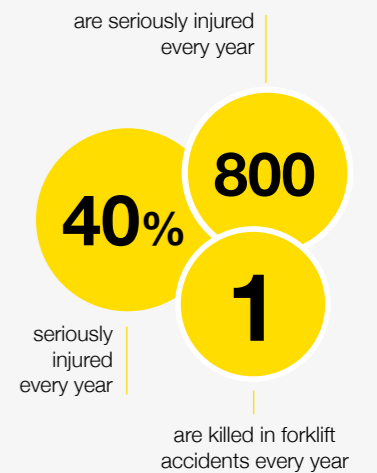


The forklift – our most dangerous tool

The forklift is as indispensable within industry as it is life-threatening if not operated correctly. In the USA alone, forklift accidents lead to 85 deaths a year and account for one in six of all fatal workplace accidents.

In both the UK and Sweden, figures show that forklifts account for more workplace accidents than any other machine. In the UK alone, forklift accidents result in 300 hospital visits a year, which, according to the British Safety Council, is five British workers a day. The most vulnerable are workplace pedestrians, who make up 57 per cent of those injured in the UK and 80 per cent of those injured in the USA. In their study, the British Safety Council claim that many of the accidents could have been avoided if companies had been more stringent in cordoning off walking and driving areas.

In the USA, where 85 people are killed every year and 34,900 are seriously injured in forklift accidents,

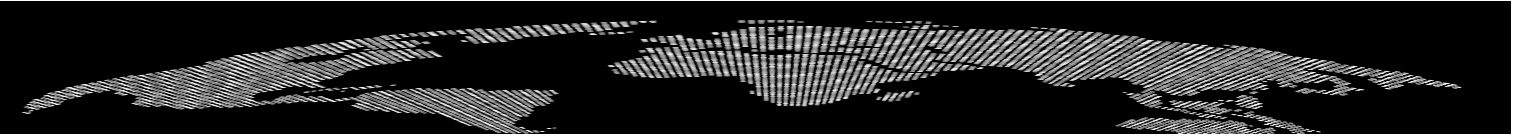


the Occupational Safety & Health Administration (OSHA) say that accidents would fall by 70 per cent if workplaces provided more training programmes and adopted more stringent safety measures. In addition to the suffering that would be avoided, the overall cost of accidents would drop by USD 94.5 million a year.

Australia is one country that has steadily reduced the number of forklift accidents. In 2008, the number of seriously injured people was registered at 1,100. Seven years later it had dropped to 800. The country has invested heavily in the safety training of forklift drivers and other employees at workplaces where forklifts are used.

Source: Occupational Safety & Health Administration

AXELENT GOES GLOBAL

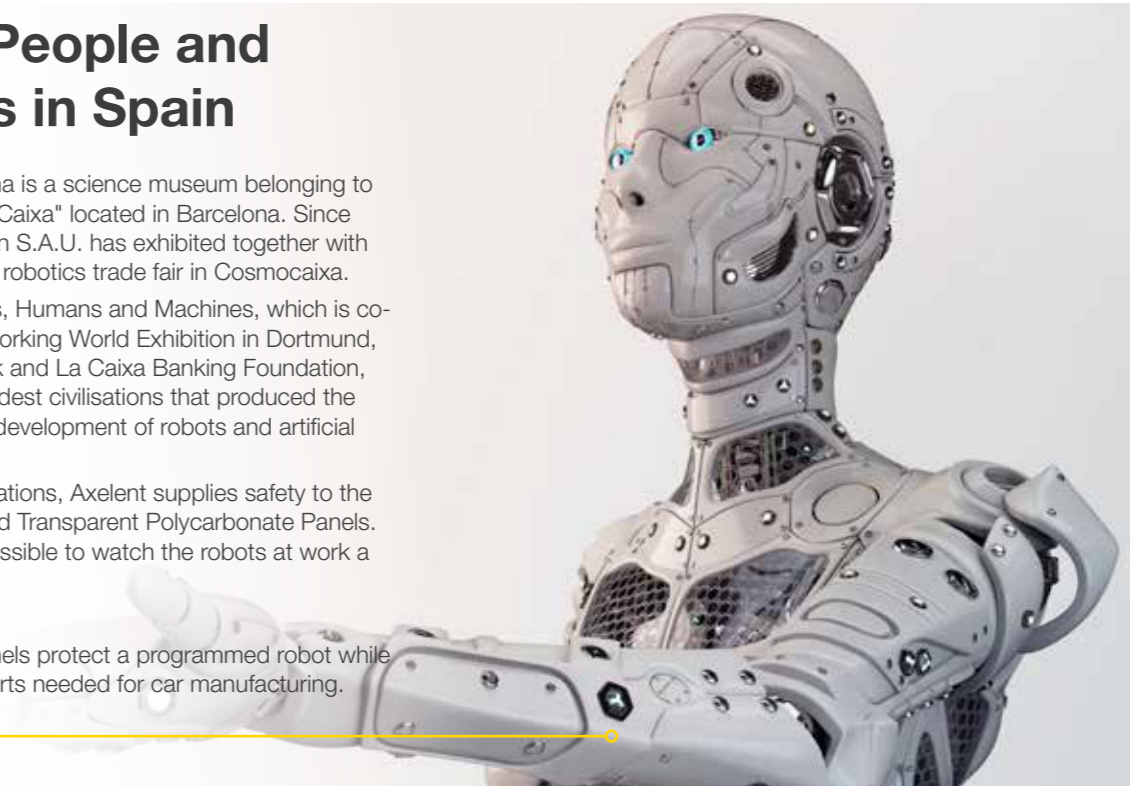


Mats Hilding holds a speech for visitors and business partners

Robots, People and Machines in Spain

CosmoCaixa Barcelona is a science museum belonging to the Obra Social of "la Caixa" located in Barcelona. Since last year, Axelent Spain S.A.U. has exhibited together with Elektra Catalunya at a robotics trade fair in CosmoCaixa. The exhibition, Robots, Humans and Machines, which is co-produced by DASA Working World Exhibition in Dortmund, Granada Science Park and La Caixa Banking Foundation, tells the story of the oldest civilisations that produced the first machines for the development of robots and artificial intelligence. As shown in the illustrations, Axelent supplies safety to the exhibition with X-Guard Transparent Polycarbonate Panels. The panels make it possible to watch the robots at work a car assembly line.

Axelent's X-Guard panels protect a programmed robot while it assembles all the parts needed for car manufacturing.



Leading fair on home soil for Axelent

8-11 October 2018 | Germany

Motek international trade fair was held in Stuttgart and we naturally took part. Motek is the world's leading event in the fields of production and assembly automation, feed technology and material flow, streamlining through handling technology, and industrial handling.

The event coincided with Axelent GmbH's 25th anniversary in Stuttgart. Mats Hilding, MD of Axelent AB, was present and held a speech for the 50 guests and partner.



Fachpack

24-26 September 2018 | Germany

The first time we have exhibited at Fachpack in Nuremberg. A packaging, processing and technology fair. It's important to use exhibitions for more brand awareness and FachPack was very successful for that target!



Daegu Automatic Machinery

14-17 November 2018 | Korea

DAMEX 2018 is the largest automated machine show in Daegu. The DAMEX exhibition has been running for 18 years and provides business opportunities to the exhibitors as well as the local manufacturing industry. The exhibition presents trending products, such as FA System components, tools, metal processing machines, machine tools, precision measuring instruments, inspection apparatuses, logistics systems, packaging machines and shaping and welding. The exhibition also invites 20 large and medium sized companies to consultation meetings to discuss purchases.

S.V. Tech, Axelent's agent in Korea exhibited our X-Guard machine guard.



Axelent Spain

In September, colleagues from Axelent Spain visited the head office in Hillerstorp, Sweden. The trip was a reward for an excellent 2017 with figures showing over 30 per cent growth. The visit began with two days in the office and production facility in Hillerstorp where the visitors were informed of new projects and products.

The team also spent a couple of days in the beautiful city of Gothenburg, which included guided tours, enjoying the Swedish cuisine and a visit to the beautiful island of Brännö in the archipelago.

We hope the growth continues throughout 2018.



Axelent welcomes new Business Development Manager to the team

According to Axelent Sales Director, Drew Hoxey, the addition of a new Business Development Manager is to ensure that there is a strong focus on customer development and growth in the New South Wales and Queensland markets.

"I am so pleased to welcome Rob Quinn to the Axelent team as our new BDM as we will be able to expand our reach into industrial, warehouses, engineering and airport industries, plus maintain the distributors and resellers community that we have developed in the region," Mr Hoxey said.

Rob began at Axelent Australia on 3 December.



A thank you to Stefan Berg

Stefan Berg has left his post as MD of Axelent Ltd and returns to Sweden to meet new challenges. "It has been an absolute pleasure working with my Axelent UK colleagues, who have made me feel welcome from the day I walked through the door. It has been the experience of a lifetime in a fantastic country, and I wish Axelent all the best for the future", Stefan says.

Axelent would like to thank Stefan for his hard work and dedication and wish him all the best for the future. Russell Harris, European Sales Manager for the X-Tra range, will step up to the role of MD in collaboration with a new management team made up of senior colleagues.



PPMA Show 2018

25-27 September 2018 | NEC Birmingham

Axelent Ltd returned to the PPMA at the NEC in Birmingham. This is the seventh year that Axelent Ltd have exhibited there, but the first time that Axel and Safe-X-products have been on show. The exhibition was a great success with lots of visitors flocking to our stand to try to catch an Axel toy. Axelent Ltd would like to thank everybody who visited us during the show.

Robotics and Automation 2018

10-11 October 2018 | Arena MK, Milton Keynes

This was just the second year of the Robotics and Automation Exhibition and the visitor total had doubled! Axelent Ltd were back to discuss protection and safety requirements with the visitors.

This more specialised exhibition has proven to be an excellent platform for discussing requirements face-to-face with decision-makers. Robotics and Automation will be moving to a larger venue in 2019 and Axelent Ltd have of course already booked their place.





From concept to IRL

One of the challenges with drawing a model on the computer is that it is often difficult to get an idea of what the product will actually look like in reality. Our new 3D printer enables us to quickly check that a product concept functions as planned.

In our R&D department, we work every day with the SolidWorks CAD software. This is a computer program we use to create 3D models and drawings for all our products. One of the challenges with drawing a model on the computer is that it is often difficult to get an idea of what the product will actually look like in reality, how big it will be and how it will be experience when held in the hand. To make it easier for our product developers to get an idea of what a product will feel like, we use our new 3D printer every day.



How does a 3D printer work?

A 3D printer is a machine that takes a model drawn on a computer and prints it out in plastic. 3D printers build a model by laying layer after layer of melted plastic.

In practice, this means that at the press of a button we can begin printing a concept that he 3D printer will turn into a prototype in a matter of hours for us to test. Ordering a "real" prototype would take days or even weeks. The 3D printer helps to quickly sift out the ideas that work less well at an early stage in the development process.

Erik Nyström is the latest addition to our R&D team. Get to know him a bit better below.

What is your background?

Before I began at Axelent I spent two years training and supporting users of CAD software called SolidWorks. Prior to that I attended a two-year course on 3D technology.

What are your greatest assets in your work?

I like problem-solving and I'm a calm person, two qualities that I can benefit greatly from in my work.

What is the most inspiring thing about your job?

Being part of Axelents R&D team and helping to create the safety solutions of tomorrow is very exciting. My job in the R&D team means I'll work on several of our products and come into contact with a variety of materials. Because I'm new in this role, I'll learn new things and face new challenges every day, which is very rewarding.

Why would you recommend Axelent?

Axelent has a product range that is safe and secure, flexible and smart. This means there are many choices and combinations when creating new safety solutions or when it's time to develop existing systems. As well having a well-thought-out product range, Axelent is also very customer-focused. This runs through the whole company and we constantly strive to be better in everything we do."

5 quickies with Erik Nyström

City or countryside?

Countryside

Activity or relaxation?

Relaxation

Eat out or at home?

At home

Favourite place?

Our cabin in Hemmeslöv

Hidden talent?

I'm a dab hand at baking bread

Atmospheric at Axelent Arena – In The Name Of Love

Concert in the name of love

Every year Gnosjö Gospel performs with a Christmas concert, but this year they planned a bigger and different show which took place at Axelents Arena. Two concerts, which they choosed to call "In the name of love", with the theme of humanity and love. They have interpreted songs by several well-known artists such as U2, Carola and other Swedish artists. On every occasion, it was sold out, and over 700 people attended the arena, in addition to the 57 choir singers and all staff that was involved.

On monitors several people was shown who have made a special effort for humanity, such as Martin Luther King Jr. and Raoul Wallenberg.

Choirleader Joakim Adriansson says

"We have chosen to take examples of people who have overlooked themselves and have seen other people in their lives. They may have been opposed but driven by immense passion. In a world where more and more people see the forces of darkness, polarization and xenophobia, we want to give hope and encouragement that we can all contribute to making the world a bit more human.



Photo: Joakim Lenell

Axelent met the high demands

For some time now, Evomatic has been working on a large corrugated paper project for a leading player on the market. They built a robot line, added technology and X-Guard mesh partitions and the plant is now ready for a test run in Karlshamn.

Axelent has supplied Evomatic with machine guards for a number of years. Together the companies have built a high-tech robot plant that not only contains technology and mesh partitions, but also a total of 16 Yaskawa robots.

The plant has been assembled at the Evomatic facility in Karlshamn ready for testing and approval before being disassembled and transported to the customer. X-News met Pär Johnsson, the project manager at Evomatic.

About the choice of supplier

"It was important for us to choose a supplier who could take responsibility for the whole solution, which, in this case, included a special type of gate.

The choice fell on Axelent because they are turnkey suppliers of machine safety. From mesh partitions to cable routing systems."

From quote to delivery

"Because the cells have complex solutions for in and out transport of material, we needed Axelent to be a part of the entire process of finding a satisfactory solution."

How large was the project?

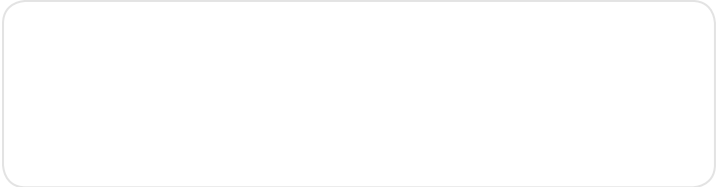
"In this particular case, two large automated lines to which we installed the X-Guard system. All in all, Axelent supplied around 200 partitions, 120 posts, 20 doors with locks and 100 cable trays."



» A complete supplier of machine safety. From network walls to cable support.

Pär Johnsson, Project leader, Evomatic AB





AXELENT AB

Box 1 · Kävsjövägen 17
SE-335 04 Hillerstorp,
Sweden
+46 370 37 37 30
sales@axelent.se
teamxtray@axelent.se
axelent.se

AXELENT ENGINEERING AB

Head Office:
Mårtensgatan 12, P.O. Box 275
SE-332 30 Gislaved, Sweden
+46 371 58 37 00
Local office:
Grännavägen 24 C
SE-561 34 Huskvarna, Sweden
info@axelentengineering.se
axelentengineering.se

AXELENT SOFTWARE AB

Blockgatan 8
SE-254 64 Helsingborg,
Sweden
+46 370 37 37 47
info@axelentsoftware.com
axelentsoftware.com

SAFE-X ENTERPRICE AB

Box 1 · Kävsjövägen 17
SE-335 04 Hillerstorp,
Sweden
+46 370 37 34 60
sales@safexonline.com
safexonline.com

