

# XNEWS



No. 2 · 2016 **Axelent**, Machine Safety, Warehouse Partitioning · **Axelent Wire Tray**, Cable Management System  
**Axelent Engineering**, Automation, PLM & Design · **Axelent Software**, Software solutions



**Welcome to a Safe World**

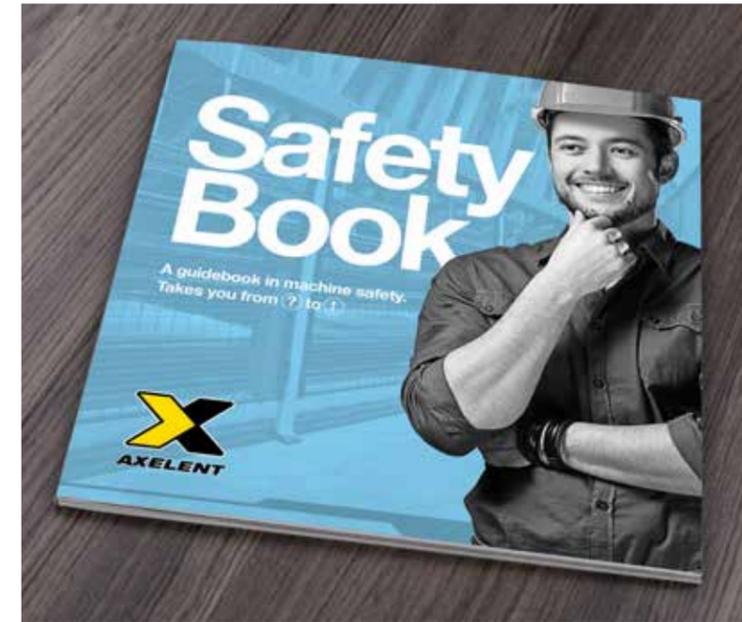
**TOGETHER WITH AXELENT**



## Axele Safety

# A Safety Book Made by Axelent

At Axelent we know what production standstill can cost and we are aware of the consequences of poor safety in production. We also know that the regulations surrounding machine safety can be complicated to find your way around. We therefore offer all our customers a safety package. A holistic approach with the tested and approved machine guarding forming the core combined with our know-how and service to provide you with an effective and rapidly delivered machine safety solution. At Axelent we seek to become your safety partner, no matter where in the world you are.



We deliver just as much safety as we do mesh walls within the machine guard, warehouse and storeroom wall segments. This edition of X-News is living proof of that. We have taken a firm grip on safety in the global market and Axelent Safety together with Axelent ProfiServices play a vital part in maintaining our market leading position.

Why does Axelent focus on safety? First and foremost because all employees have the right to a safe and secure workplace. Economy is another reason. Workplace accidents cost companies enormous amounts in sick leave, damages and production downtimes. We also try to help our customers fulfil the legal requirements laid down in EU directives.

### Safety Book – unique handbook on machine safety

Axelent ProfiServices, the German equivalent to Axelent Safety, has joined forces with a leading expert. Together with us, Matthias Schulz has written a unique handbook on machine safety (see next page).

### Safety seminar a great success

Safety is a burning issue at the moment and this was confirmed by a well-attended and much appreciated seminar held by Axelent ProfiServices in Stuttgart during April. The seats were soon filled despite a registration fee. Read more on page 10.

### Safe storage

We also put safety first in the storeroom walls segment. Not only do our systems comply with a variety of safety levels, we also offer Axelent Construction Assistance. Following a break-in through any of our storeroom walls, we will send

and assemble replacement material within two weeks of the incident being reported to us.

Sometimes our storeroom walls are given other tasks. Read the article about the amazing tube station depot in Norsborg, Stockholm on page 16.

I wish all our readers a wonderfully relaxing (and safe) summer.

Stefan Axelsson, Export Manager, Axelent AB



### Matthias Schulz, safety consultant, at Axelent ProfiServices:

"I find no answers just cross references. This is how many feel when it comes to CE marking, machine safety and all that is entailed with it. Reading cumbersome EU directives, researching standards, performing hazard assessments appear to overwhelm them. Therefore Axelent came up with a book that brings answers to these questions really easy. It's a unique guide that helps you understand the most puzzling questions. The book is different – we hope you will feel so too. It presents rules and regulations, illustrating principles and solutions with lots of graphics. And what is best: You don't have to read from front to back. Just leaf through the book and start with whatever catches your eye."

The book will be launched in autumn. Book a meeting with our salesman and be a part of our VIPs who will get this special book.

### 5 Quickis!

with Matthias Schulz

**The big city or the countryside?**

Of course the countryside

**To be active or to chill?**

To be active

**Eat out or eat home?**

Home (so that I can see how the food is prepared and my wife is a super chef)

**Favorite place?**

My bed at my home in Mallorca



**Hidden talent?**

I look like a guy with two left hands, as we say in Germany. But I'm good at all types of craftsmanship at home and around the house

# Customer service with All Inclusive

Our customer service is used to handling a variety of enquiries, requirements and demands. One project is seldom like any other, but with a lot of heart and soul, and a knowledge bank that's bursting at the seams, they serve a host of projects all over the world.

## Per Sandahl, new member of Team Construction

### What is your background?

"I live in Värnamo with my partner and daughter. On graduating from upper secondary school I worked 8 years as a store salesman for a high street electronics chain. I followed this with 9 years as a golf travel salesman. I began at Team Construction customer service in February 2016."

### What are your greatest strengths?

"I aim to provide the best possible service to ensure that customers willingly return. I try to focus on solutions rather than problems and show a positive attitude towards my job, my customers and my colleagues."

### What does a normal working day look like?

"I'm relatively new here in customer service so there's still a lot to learn and a host of new exciting tasks to do. But my amazing colleagues are a great help."

### What's the most exciting thing about your job?

"Facing new challenges, new projects and new customers every day. I never know what exciting task might turn up next."

### Why do you think people should come to us at Axelent when they're looking for a storeroom system?

"Because we offer customers the best service all the way down the line. It's easy to buy from us and we supply storeroom solutions of the highest quality. We also have a variety of models to choose from for customising storeroom solutions."

## 5 Quickis!

with Per Sandahl

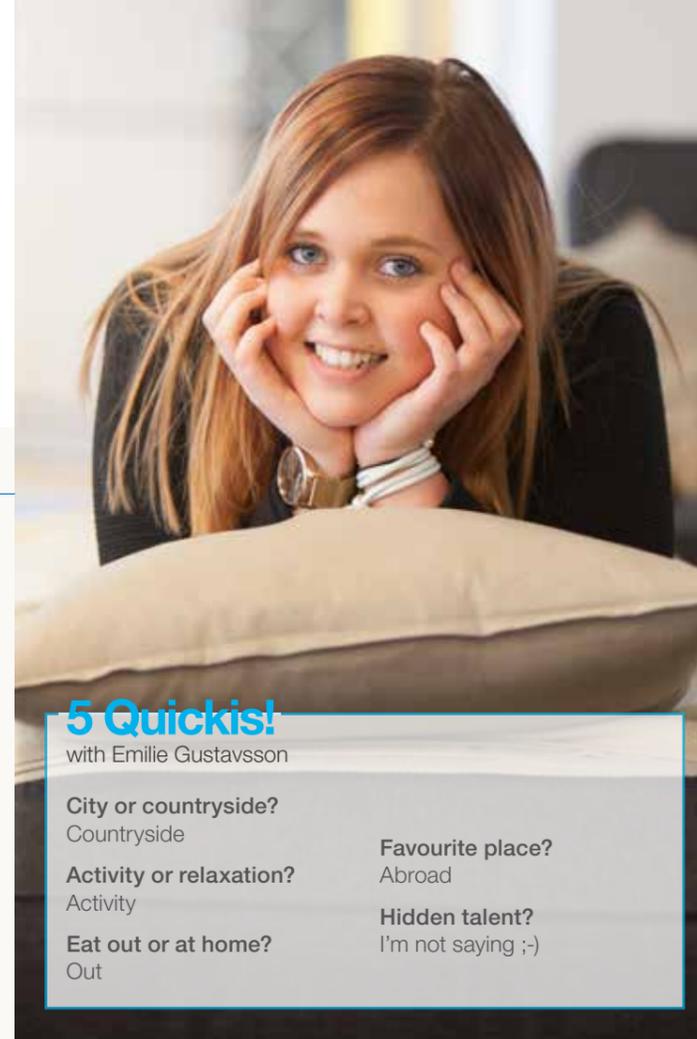
**City or countryside?**  
City

**Activity or relaxation?**  
Activity

**Eat out or at home?**  
Out

**Favourite place?**  
Golf course on a sunny summer's day

**Hidden talent?**  
I like to imitate Swedish actor Lennart Jähkel to the point of distraction, much to the annoyance of my partner.



## 5 Quickis!

with Emilie Gustavsson

**City or countryside?**  
Countryside

**Activity or relaxation?**  
Activity

**Eat out or at home?**  
Out

**Favourite place?**  
Abroad

**Hidden talent?**  
I'm not saying ;-)

## Emilie Gustavsson, new member of Team Yellow

### What is your background?

"I studied the hotel and restaurant programme at upper secondary school. I later got a job as a waitress, which didn't really suit me. I began working in a supermarket instead and I stayed there until around six months ago when I got a job in Axelent's warehouse. I've been in customer service for the past two months."

### What are your greatest strengths?

"I'm a happy-go-lucky person and I always do my best. I aim to provide good service and create good chemistry with our customers and my fellow workers."

### What does a normal working day look like?

"Always very busy, but most of the time is spent answering emails and phone calls. I deal with lot of orders and offers in the course of a day, but still find time for a bit of comradery with my colleagues."

### What's the most exciting thing about your job?

"I still feel quite new to the job but I have kind workmates who willingly help me when the going gets tough. It's a varied job, which makes it fun and eventful. I'm always learning new things and getting new experiences."

### Why do you think people should come to us when they're looking for warehouse partitioning and machine guards?

"We strive to provide the best service and do our utmost to solve the most complex tasks."

## Simon Palm, new member of Team Yellow

### What is your background?

"I was born and raised in Skillingaryd. After senior school I attended upper secondary where I combined my studies (Child Care and Recreation Programme, leadership skills) with ice hockey. I began part time at Axelent when I was 15 followed by fulltime employment when I left upper secondary."

### What are your greatest strengths?

"I always try to create a good atmosphere for customers and colleagues alike. I aim to provide our customers throughout the world with the best possible service and solutions."

### What does a normal working day look like?

Like I said, I aim to provide our customers throughout the world with the best possible service in order to find the ultimate solution. There's always a lot to learn when you're a relatively new member of Team Yellow."

### What's the most exciting thing about your job?

"Never knowing what project will turn up next, large or small. I never know in advance which customers to expect so I have to be ready to reply in all sorts of languages."

### Why do you think people should come to us when they're looking for warehouse partitioning and machine guards?

"Because we can offer prompt delivery, good products and good service. We strive to be better and speedier in all our channels."

## 5 Quickis!

with Simon Palm

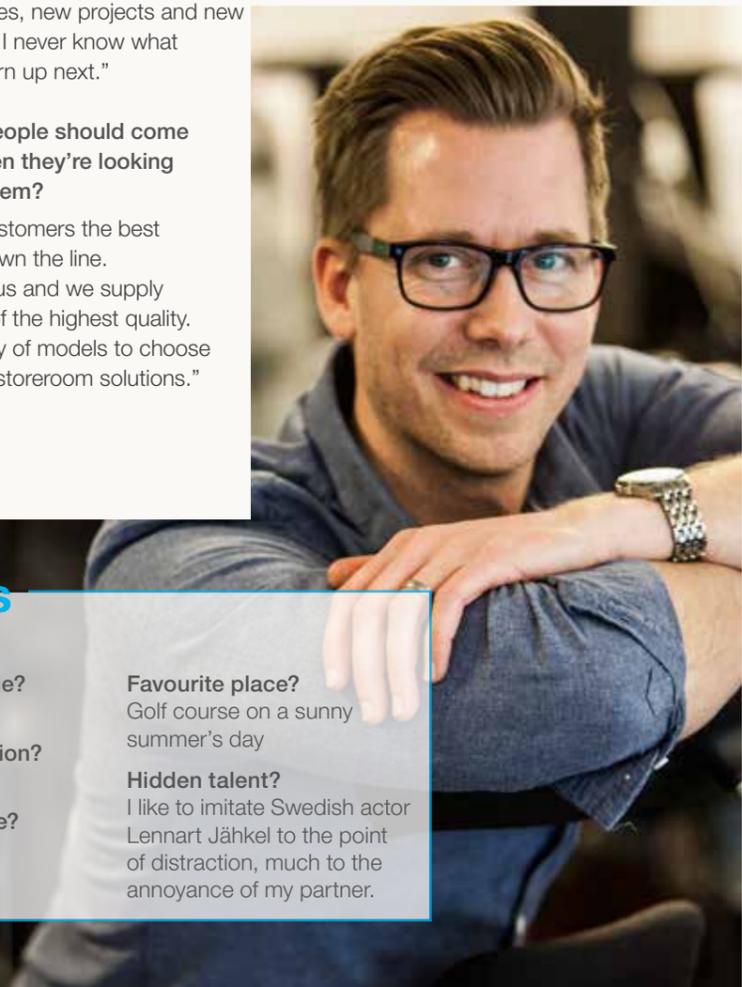
**City or countryside?**  
Countryside

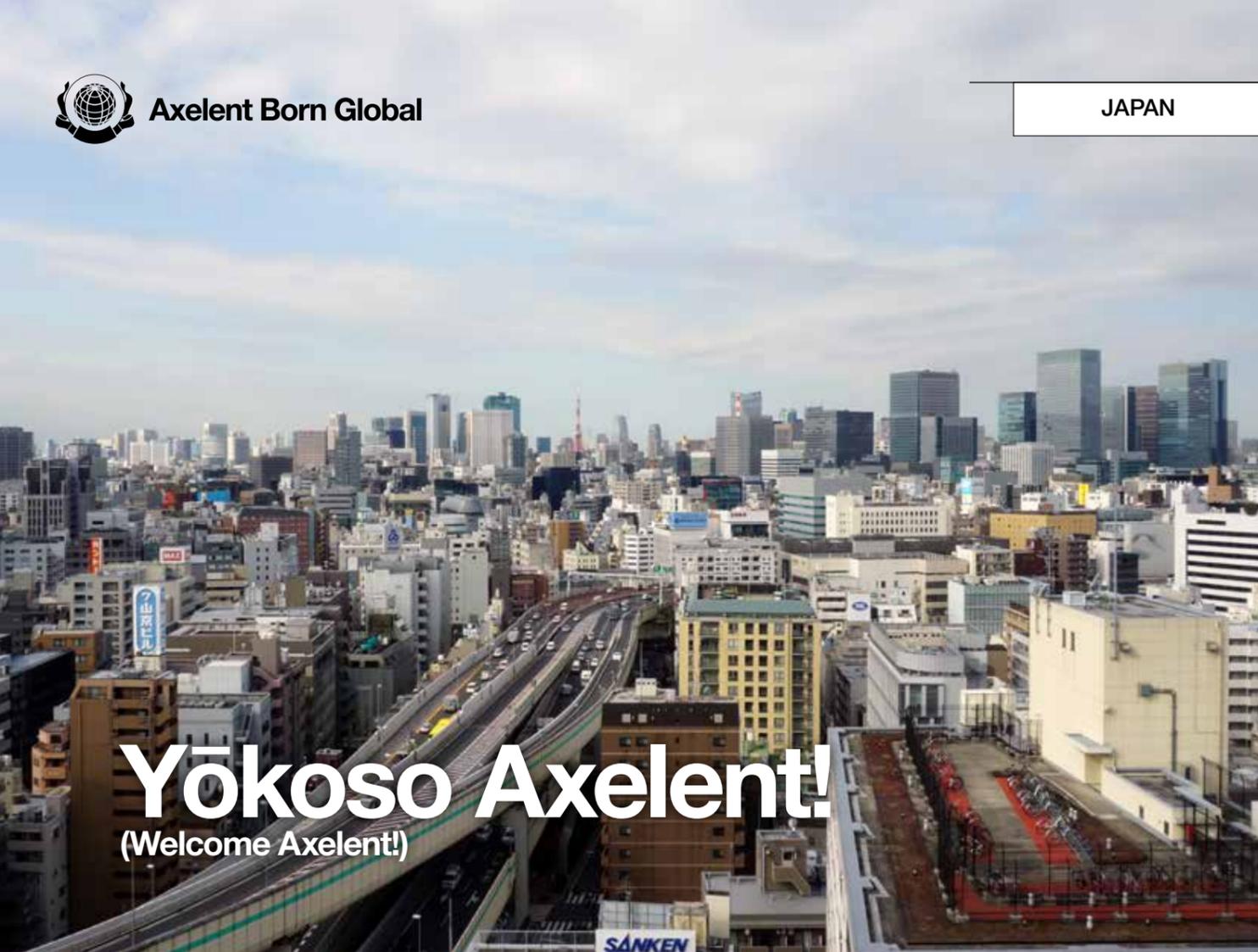
**Activity or relaxation?**  
Activity

**Eat out or at home?**  
At home

**Favourite place?**  
Varberg

**Hidden talent?**  
Good amateur golfer





# Yōkoso Axelent!

(Welcome Axelent!)



Japan sales office

## Axelent's sales seminar a great success

Our sales team attended a 2-day sales seminar at Captain Industries, Axelent's agent for the Japanese market. It was carried out in our office and warehouse premises in Funabashi City and 30 sellers attended. The seminar gave a useful insight into products and sales and included a popular session where the participants became acquainted with the products.

**Hayashi Watanabe, MD, Captain Industries:**

"We are very satisfied with the seminar, the professional implementation as well as the practical parts. Since we opened our borders to the rest of the world in 1868, Sweden and Swedish products have always been highly regarded from a purely historical perspective. Allow me to explain.

SKF is one example of a highly ranked Swedish company here in Japan. We're also very thankful to the Swedish navy and their industries who have helped us develop a world class industry of our own. But most of all we are thankful to the Swedish steel that has helped us develop our manufacturing industry to its present level.

Personally, I feel that we Japanese owe the Swedish people a big thank you for all the generosity they have shown over the years."

**Andreas Gotmark, MD at, Axelent Wire Tray AB:**

"We have received very positive feedback from the seminar. Here at Wire Tray we've even seen increased sales of some of the products on show during the course."

**Stefan Axelsson, Export Manager, Axelent AB:**

"Japan is an exciting market for us. The main reason for setting up in Funabashi City is of course to serve the Japanese market. In the long term our Japanese position will give us the opportunity to serve other countries like Korea, or perhaps China and Taiwan."

Go to the next page for more images from the sales seminar »



Funabashi City is located about 25 minutes from Tokyo and is a city with historical origins dating back from the 700-century AD. In addition to the earthquake secured warehouse for Axelent, Funabashi City offers two racecourses. The city is also a sister city of Odense in Denmark and therefore you can find H. C. Andersen Park - Japan's third most visited theme park.

To ensure prompt delivery of its products, Axelent has built a warehouse in Funabashi City. The fixtures and fittings are Swedish and come from EAB. All the shelves and pallet spaces are designed to withstand earthquakes. Axelent is located on the fourth floor of the six storey warehouse building. Mount Fuji is visible from the window.

### FACT SHEET FUNABASHI CITY

Population 610,000

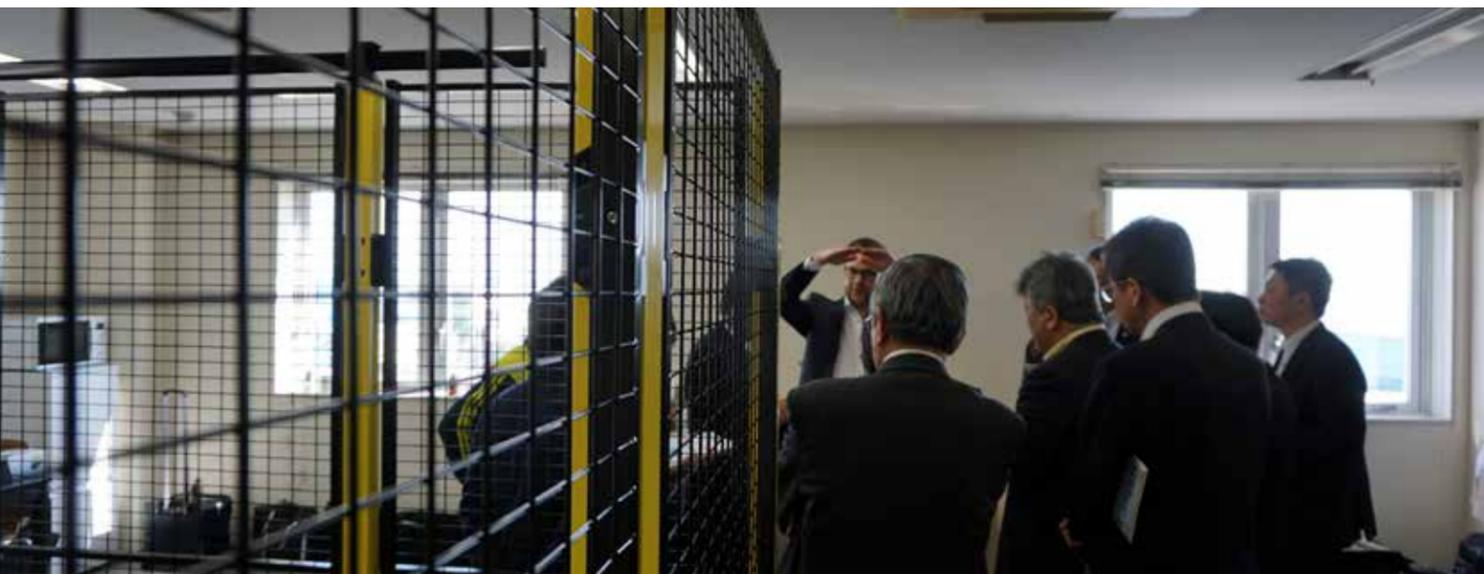
The second largest city in Chiba Prefecture\* and a part of Tokyo's metropolis.

With over 35 million inhabitants, Greater Tokyo is the world's most populated metropolis.

Interesting facts: The only city in Japan with two racecourses.

\* Prefecture can be compared with a district





## It's finally here! Our new multifunctional lock for all systems

Axelent manufactures mesh products for machine safety, warehousing and industry, and apartment storeroom partitions. Each have their own lock system. Historically, we've focused on different solutions for each system, but have wanted to change this for some time. Therefore, we've created a joint platform that suits all our product areas.

**Johan Axelsson, partner responsible for product development at Axelent AB:**

"It's basically a cylinder lock with many possibilities, such as electronic control using an encoder. We listened to what our customers had to say and together with lock experts came up with a lock capable of working in different environments. The lock is designed to fit a standard lock cylinder. No extra housing or handles required. Increased volumes will hopefully lead to a competitive price. The lock is patented."

*A new design is being released in the autumn.  
Don't miss the next number of X-News!*





# High-technological X-marked centre

The German free state of Bavaria is known all over the world for its car and machine manufacture. In 2001 the Bavarian government launched an offensive to become a high-tech centre.

Technologie Centrum Westbayern (TCW) was established in 2001 as a part of this action plan. TCW is a leading institute for production mechatronics in close collaboration with the academy in Augsburg. The students at the academy can study for a bachelor's or master's degree.

**Josef Wolf, MD at TCW:**

"I prefer X-Guard because it's simple to install and adjust. I'm also very satisfied with the service and support provided by Axelent from the very first meeting right up to the implementation."

**X-Guard protects the students**

The school recently installed a new R&D robot facility. Two robots from Kuka are in place and Axelent has supplied X-Guard machine guards. The X-Guard system protects the students during the practical parts of their education. Bavarian companies also book lessons at TCW for their machine specialists.

**Harald Steidle, MD at Axelent in Germany:**

"As a representative of Axelent I feel very proud to have supported a first rate institute such as TCW. In addition, at Axelent we enjoy giving young people a leg up into the business world."

# Well-attended machine safety seminar

Machine safety and risk analyses shouldn't need to be that difficult to understand and discuss. This theory was proven right by Axelent ProfiServices at a 2-day seminar on the 21st and 22nd of April.

Axelent ProfiServices, a business area at Axelent GmbH, focuses on machine safety solutions. The seminar, which was well attended, was held at the GAZi Arena in Stuttgart. Participants came from all over southern Germany.

The first day took up risk analyses in practice. The second day consisted of two subjects. Technological safety solutions in practice, followed by new EU guidelines.

**How much fun is it to learn about machine safety?**

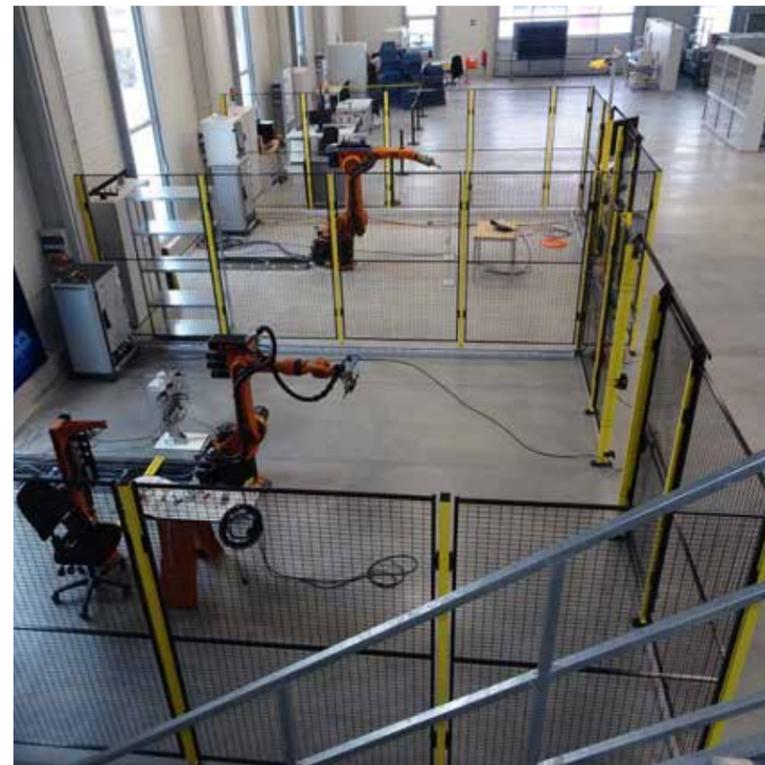
Around 40 participants listened to safety consultant Matthias Schulz from Axelent ProfiServices. Despite being a very complex subject that many find difficult to understand, Matthias managed to get it all across in a very entertaining and varied way.

**Markus Etzel, Sales and Marketing, Axelent GmbH:**

"I'm so pleased that the event was such a success. We noted that there is a great need for these types of seminars. Since Axelent ProfiServices is a relatively new part of our company, this represents a milestone for us."



Markus Etzel



Bavaria is a federal state in southeast Germany. The capital is Munich. Bavaria has a population of 12.6 million (2013). It is Germany's largest federal state and the second most populated after Nordrhein-Westfalen.



# Liljas Plast AB – a revolutionary in the plastics industry

The history of plastic is older than many of us imagine. As far back as 1530, German alchemist B. Schobinger succeeded in making a type of plastic from cheese! The first plastic material that could be put to any practical use was made in England in the early 1860s, but it was not until a few years later that American J.W. Hyatt further developed the process with a material he called celluloid. Bakelite saw the light of day in the early 20th century and the plastics industry began to take shape during the 1920s. Plastic was here to stay.

Over the years plastic material has continued to fascinate us people and it never stops being developed. Liljas Plast AB usually say that plastic is a material that never stops making inroads.

At time of writing Liljas Plast AB are moving in to a newly built production plant. A plant with twice the amount of production and storage facilities.

**Emil Granstrand, sales and project management, Liljas Plast AB:**

“For us it felt imperative to create safe production flows with the focus on both work environment and staff. The ceilings are equipped with sound absorbers to dampen the noise from the injection moulding and machinery. We strive to create as pleasant a workplace as possible. For the same reason, the material is sucked up into hoses

from the material store and out to the production line. This has greatly reduced the dust levels.

To protect our staff and to comply with the regulations laid down by the Swedish Work Environment Authority, we have naturally also invested in machine guards.”

#### X-Guard with muscles of plastic

“We’ve used Axelent’s machine guards on several installations previously and we found no reason not to use them this time as well. The quality and delivery reliability are first rate and we chose X-Guard Plastic because it blends in nicely and is easy to work with.”

## Liljas Plast AB

### Business Concept:

To supply technical mouldings to industry based on customer requirements. The injection moulding and assembly of technical plastics, silicone and rubber, specialising in high temperature material and casting.

Workforce: 74

Sales: SEK 152m (2015)

Founded 1964. Family company.

Parent company in a group of five plastic companies (Liljas Plast AB, Polymed Hygienic, BoBe Plastindustri, Polymega, Liljas Plastic Ltd).

[www.liljasplast.se](http://www.liljasplast.se)



# Smarter technology with X-Guard

Pallets are transported on powered rollers and accumulate automatically without touching, ensuring loads are not damaged and no shunting can occur. Being powered, the system is safer than a gravity system and generally requires less space. The accumulation technology is mechanical with simple, reliable controls.

A recent installation took advantages of these features to transform the transportation of output from the production area to a separate warehouse building. Because of the layout of the site this had previously required a semitrailer and a fleet of fork lift trucks.

Pallets are now carried from production up an elevator, across a bridge and back down to the warehouse fully automatically until they reach their takeoff points.

A shuttle car links three spurs in production to the start of the new conveyor system, where each pallet is labelled with a unique bar-code denoting its storage destination. Barcode readers at various decision points on the system direct the pallets to one of five areas in the warehouse, where they are taken off by fork trucks and put away in racking. Extensive use of zero line pressure accumulation allows over 250 pallets to be held on the conveyors, excluding turntables and powered roller modules.

**Matt Pedley, Gebhardt:**

"I have used Axelent in most of my previous areas, from Schaefer, Stow, Dematic, TGW and SDI and now at Gebhardt. I have been on both the design, costing and installation of axelent products and I have found Axelent to be the most helpful with design, supply and delivery compared to the competition in the market place. While it may be true that Axelent are not the cheapest, what I spend on the initial outlay I save on installation. The product is user friendly and with the newer quick release machine guarding, very easy for maintenance. Areas have been well thought through, with feet covers, quick connecting hinges, and down to secondary brackets for door sensors etc. all of which can be supplied through Axelent.

The return of information from sales, including drawings in any format I want (DWG) are quick and accurate. Design team are helpful and offer suggestions as to what can make the installation easier and cost effective. Delivery's tend to be fairly quick and I receive notification in advance, so that I can arrange site acceptance for delivery's etc.

On a whole where ever I can I try to use Axelent as a preferred supplier."



Photo: hss, Handling & Storage solutions  
[www.hsssearch.com](http://www.hsssearch.com)

## NCC NORSBORG

# A mountain of possibilities

**DEEP IN THE ROCK** under Norsborg in southern Stockholm, a tube train depot is slowly taking shape.

The new garage will comprise of three tunnel sidings blasted in the rock. The trains gain access via a 320-metre long concrete tunnel with a workshop above. The scheme goes by the name of Norsborg Depot and is a joint project between NCC and Greater Stockholm Public Transport (SL). Axelent's task has been to secure the area around the trains' lifting devices.

The starting shot for the Norsborg project was when the decision was made to introduce a new traffic control system on the Red Line to increase the amount of traffic and purchase new, more comfortable carriages.

The project comprises of a workshop depot for the tube trains with workshop and offices above ground, a washing hall in the rock and the installation of rails, electricity signal system and telecommunications above ground and underground.

The new depot will be used to service and wash the new tube trains.

### 610 metres of mesh walls

Axelent Team Construction are best known for their mesh walls, which are used to create safe and secure storeroom solutions, but as we always strive to meet our customers' needs, our F type mesh wall was given a completely new task in the Norsborg project. The mesh walls were used to build 24 cages in various sizes. These cages protect 40 lifts placed on columns. The lifts lift the trains to level four. The columns, placed on level three, ensure that the lifts do their job on the above level.

*Photo: Erik Mårtensson, Photographer, NCC AB*

### Sebastian Wangmo, Purchasing, NCC:

"Flexibility and service were important to us when choosing a supplier. Somebody who saw possibilities with our project.

Axelent Team Construction ticked all the boxes. We went for both material and fitting to ensure a smooth installation. It's assuring to know that the fitting is being taken care of by the same company. It makes things a lot easier in the event of problems arising. You just contact support immediately to solve the problem."

### Karin Morén, Supervisor, NCC:

"As a supervisor I must say that things have gone very smoothly with Axelent as our supplier. The products have been delivered on time and the service has been good. The onsite fitters have been very helpful and willing to compromise and find new solutions when unforeseen obstacles have arisen."



### ABOUT NCC

NCC is one of the leading construction and property development companies in northern Europe with sales of SEK 62 billion and a workforce of 18,000.

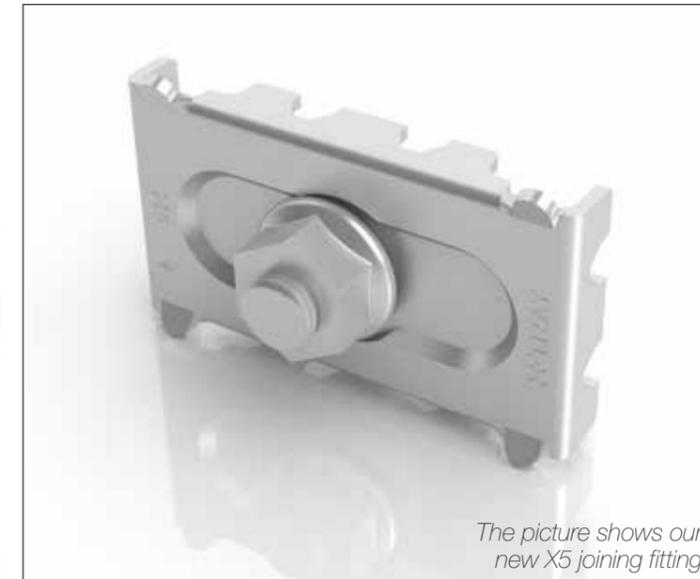
With the Nordics as its domestic market, NCC is active throughout the value chain in developing and building residential and commercial buildings, industrial facilities and public buildings, and roads and other infrastructure.

### CORE BUSINESS

NCC core business is the production of aggregates for construction schemes and paving and road services. NCC creates future environments for working, living and communication based on responsible construction that provides sustainable interaction between people and the environment.



## Axellent Wire Tray



# LINDSTÉNS EL X-Tray makes light work

We humans researched into electricity as far back as 2,000 years ago. The first practical use of electricity came in 1837 when Samuel Morse invented the telegraph. In 1876 Alexander Graham Bell launched the telephone and two years later Thomas Edison invented the lightbulb. Electrical inroads have come thick and fast since then, making us more or less dependent on electrical power.

### **Pontus Thelander, Electrical Engineer, Lindsténs EI AB:**

"For us it's paramount to work with products that are flexible enough to facilitate technical solutions. Axellent Wire Tray is a supplier of products that do just that. We've used their X-Tray cable routing system previously so are well aware of its ease of use, and it meets our demands on delivery reliability. It's also available in a stainless steel design, which suits this assignment in the food processing industry."

### **800 ceiling lights with cables**

"X-Tray stainless keeps the cables neat and tidy from the power supply right up to the 800 ceiling lights we installed. It all looks really good and we're particularly impressed with the new X5 joining fitting."

» Find out more about X-Tray at [axellentwt.com](http://axellentwt.com)

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## Elmia Automation X-Guard loves robots

Elmia Automation, Sweden's leading automation fair, beat the visitor record on the 10th to the 13th of May.

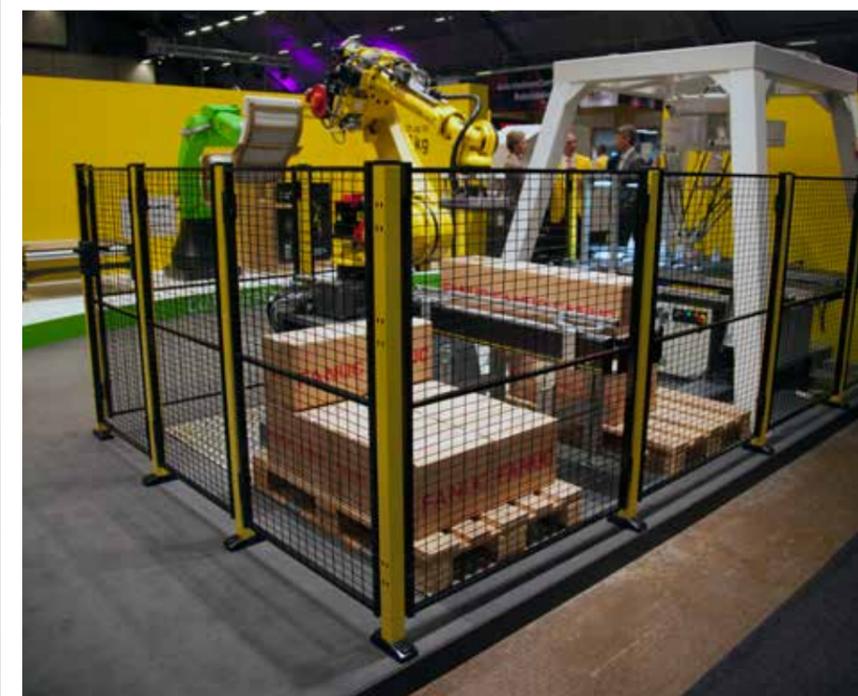
The Fanuc stand was very popular and had plenty of photographs taken. The yellow Fanuc robots demonstrated a range of applications behind mesh walls from Axelent. A partnership that was both seen and bore fruit.

**Oliver Selby, Marketing Manager, Fanuc:**

"We came into contact with Axelent last year at the HI15 fair. Michaela Ahlberg, a seller at Axelent, and I talked about using Axelent's machine guard at future fairs, demos in Stockholm and at our office in Finland.

As we've used X-Guard previously I'm well acquainted with its ease of use and flexibility, and how simple it is to assemble and dismantle. It also adds a safety dimension at trade fairs.

For this job we used almost 50 metres of machine guard in our various cells. The result was amazing! Our stand attracted a great deal of attention and plenty of photographs were taken."





GERMANY

## Axelent at the Winter Olympics in South Korea

In April, Axelent GmbH in Stuttgart was paid a visit by Anna Seidel and Johannes Rydzek. Both athletes signed a new sponsorship deal valid until after the 2018 Winter Olympics in Pyeongchang, South Korea. The local TV station and other sports reporters attended the press conference at Axelent's German office.

*The picture shows the whole team in Germany together with Johannes and Anna.*



BULGARIA

## Axelent exhibited at the MachTech & Innotech Expo

Via our agent in Bulgaria, Aramet Robotics Ltd, we exhibited at the MachTech & Innotech Expo in Sofia. The expo took place between the 5th and 8th of April and included the following: metal processing and metal processing machinery (welding equipment, pumps, compressors, hydraulic plant, pneumatic plant, laser equipment) and industrial automation and software (3D print-outs, property automation systems, electronics, electric mobility, electrical equipment, robotics and consulting).



ENGLAND

## Axelent Ltd at MACH 2016

MACH is the largest machinery and industrial manufacturing expo in the UK. It attracts a wide range of industries, everything from energy to aviation. MACH is held every other year at NEC in Birmingham and 2016 was the largest yet with 25,627 visitors during the five days. Axelent Ltd exhibited for the first time and their stand full of X-Guard and X-Tra products proved a great success.

### Marcel Darroch-Davies, MD at Axelent Ltd:

"I'd like to thank everybody who visited our stand. We met a lot of people from a wide range of industries and we look forward to helping them with machine safety solutions in the near future."



AUSTRALIA

## Axelent exhibited in Sydney

This year's National Manufacturing Week (NMW) attracted over 200 exhibitors, 50 speakers and more than 5,000 visitors between the 11th and 13th of May. Ty Harwood and Drew Hoxey from Axelent Automation & Safety were there on a stand full to the brim with X-Guard and X-Tray products.

### Ty Harwood, MD, Axelent Automation & Safety:

"During the three days it was X-Guard that attracted the most attention. At our new and improved stand we showed a video about X-Guard's impact resistance and stability. This led to a good deal of debate and positive feedback. The fair was smaller than we are used to, but it was good for us nonetheless and we'll be exhibiting again in 2017."



## X-Guard Plastic and Sheet Metal

We can offer X-Guard in fully fitted sheet metal and plastic panels in a variety of dimensions and materials. Some environments require more comprehensive protection in the shape of see-through plastic walls or sheet metal covered walls.

X-Guard Plastic and Sheet Metal systems are easy to fit and you can use the same poles and door solutions as in our other mesh wall products. To avoid a gap between the pole and the partition we recommend our specially designed sheet metal edging.

### Plastic

Plastic walls are heatproof up to 60 degrees and come in clear or coloured plastic, the latter as a guard against, e.g., welding flashes. Our coloured plastic meets fire safety standards UL 94 V0 and EN 1598. Available in colours RAL 9011 (Black) and RAL 9018 (Grey).

### Sheet Metal

Sheet metal section 0.8 mm. Available in colours RAL 9011 (Black) and RAL 9018 (Grey). The sections come in two heights, 1900 mm and 2200 mm.

### Sheet metal with windows

The sheet metal panel is also available with a window. These panels are used when monitoring a process. Sheet metal section with a window is available in RAL 9011 (Black). Comes in two different heights, 1900 mm and 2200 mm.

*Sheet metal sections can also be ordered in special colours.*



**Axelent wishes  
you all a warm  
and lovely summer!**



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