

XNEWS

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Axelent AB - Machine safety, Meshwalls · Axelent Wire Tray - Cable Management System · Axelent Engineering - Automation, PLM & Design · Axelent Software



WE CAN NOW HANDLE THE TOUGHEST OF ENVIRONMENTS

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X-TRAY

Knowledge + Safety + Security...

„Quality is the total sum of all the parts”



„Quality is a word that is sometimes misused and difficult to explain. There are suppliers who promise top quality and the lowest price. The only thing you can be sure of is that at least one of the promises will be broken. The two don't go together particularly well.“

"What quality actually entails varies from one business to another. For some it's synonymous with being able to wave a piece of paper like an ISO certificate. For others the logo and brand should be directly associated with quality because the company has invested enormous amounts in advertising and marketing. This is probably more common when it comes to luxury consumer items."

Quality down to the minutest detail

"For us at Axelent, quality is something we talk about every minute of every day in one way or another. We try to put things under the quality banner that others can't copy and which just flow along naturally from product to product and service to service."

Axelent quality

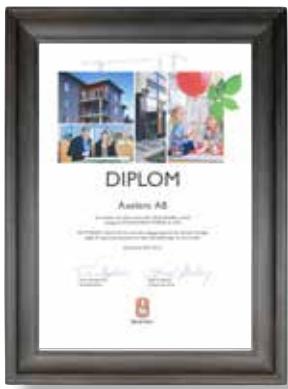
"So what exactly is Axelent quality? That's not for me to say. Our customers are the best judge of that. Those who chose Axelent, not just once but over and over again because they know what they get."

"But I think I'm right in saying that Axelent quality is the total sum of the cutting edge expertise within safety, smart, functional and durable products, continuous product development in harmony with our own production and, naturally, the same rapid delivery and high commitment to every job we do, no matter how small.

That's some list, but our quality must go well beyond the thickness of our wire and posts; Axelent quality is the total sum of everything we promise and then deliver.

That's why it's with us every minute of every day and in every discussion we have, in one way or the other."





Axelent chosen as Best Supplier by JM

With the justification:

„With its commitment and excellent technical solutions, Axelent AB has enabled JM to provide its customers with innovative and secure storage solutions“

...we were awarded the JM Prize for the Best Supplier in the Nonloadbearing Partitions category

Jonas Gallneby, Sales Manager at Axelent Construction:

"We are honoured to have received this prize. It confirms that our focus on genuine commitment in solving our customers' storage problems has paid off. For many people storage is just storage. But for us at Axelent Construction it's a passion. A passion we nurture by standing out from the crowd and delivering commitment and quality all the way down the line. We must now ensure that this ceremony repeats itself by making this partnership even better."



Mats Hilding, MD Axelent, Jonas Gallneby, Sales Manager at Axelent Construction and Bodil Almberg, Category Manager, Central Purchasing Department at JM.

**ALL
INCLUSIVE**

When quantity becomes quality

**Turnkey solutions are also a way for
Axelent to deliver quality.**

Our extensive know-how and experience enables us to deliver turnkey safety solutions.

- Risk analyses
- CE-marking
- Project management
- Safe, effective production flows
- Training
- Machinery, robots and other automation solutions
- Mesh partitions/guards and machine, warehouse and storage accessories
- Assembly

Axelent launches X-Guard® with ED-paint

We can now handle the toughest of environments



Our X-Guard® machine guard system has evolved into a product that fits like a glove in most environments thanks to its flexibility, quality and wide range of accessories. But we have been found lacking for environments with high demands on anticorrosive treatment. We have now found the solution!

Galvanising is the most common anticorrosion treatment but is no good for our X-Guard system because the paint build-up so that our attachments doesn't fit. To satisfy our customers' anticorrosion requirements we needed an alternative and began researching about a year ago.

Electrolytic dipping coating

We found a Gothenburg company called Provexa that specialises in surface treatments for demanding industries. Together with them we came up with an electrolytic coating, a certified method that originated in the vehicle industry (all Volvo Trucks' lorries have a primer of anticorrosion Ed-painting).

High resistance and durability

Our new Ed-paint enables us to produce X-Guard for environments that demand anticorrosion treatment, such as food produce handling, non-heated premises, laundries, mines, etc.

Ed-paint is also highly resistant to oils, petrol and other solvents.

Maximum adhesion

A coat of zinc phosphate under the Ed-paint gives maximum adhesion and eliminates the risk of creep corrosion.

Black as standard

Axelent's Ed-paint is a standard black so it works with our other standard colours in the X-Guard range.

The Ed-paint also provides an undercoat for powder coating, allowing you to choose the colour you want and to get extra corrosion protection with a powder coating on top.



After completing a safety job inspection at one of their plants in Lilla Edet, SCA discovered they needed to supplement some of their automated processes. The somewhat tougher environment where the primary bale handling takes place demanded galvanised machine guards. As Axelent had previously supplied machine guards (X-Guard®) to the plant with positive results we now had the opportunity to deliver an installation with our new Ed-paint.

Kristina Tollgerdt, Process Engineer SCA Lilla Edet:

"Our primary bale handling environment demands good anticorrosion protection. There's a lot of dust and humidity, which puts great demands on all the equipment in the plant. When Axelent offered an alternative to galvanising we chose it and have now installed X-Guard with Ed-paint. We've also added light beams and gate breakers to the machine guard for optimum safety."

"The plant has been in operation for around six weeks and looks very good."

Facts Ed-painting

E-paint is an electrolytic dipping process that adds a top coat with anticorrosion properties. Environments in which it can be used include: Foodstuffs, mines, non-heated premises, laundries. Ed-paint is also highly resistant to oils, petrol and other solvents. We always apply a zinc phosphate undercoat for maximum adhesion and to prevent creep corrosion due to surface damage. The coating is black as standard but provides a surface for powder coating, allowing you to choose the colour you want and to get extra corrosion protection with a powder coating on top. Measurements show a My of 20-25 both indoors and outdoors.

- Oven-tempered, water-based, anticorrosion dipping coating
- 20-25 my (excellent at small tolerances)
- Works as an undercoat or as a primer for a top coat
- Good penetration in slits and cavities
- Environmental
- Certified method



„We can now offer the highest quality on the market“



Axelent Wire Tray has been on the market, that is to say the whole world, for a couple of years, during which we have realised two things:

1. There are plenty of wire tray manufacturers on the market
2. There is only one segment left. The one where we can offer cable routing systems of the highest quality.

Andreas Gotmark, Sales Manager at Axelent Wire Tray AB

We quickly decided not to fall into a low price segment with our products. We wanted to attract customers with high or extremely high demands on their cable routing system. These are environments with specific needs with regard to surface treatment, safety and design."

Six main segments

"Wire Tray works mainly within six segments: Energy, Infrastructure, Food industry, Machinery, Offshore and Tele/data. Each segment has its own special demands. The food industry, for example, has very high demands on hygiene and needs products that are easy to clean with parts on which dirt and grime cannot collect. Offshore demands extremely robust products with a surface treatment of the highest class, that is to say stainless and acid-resistant. We have products that are emerged in salt water 24 hours a day. Only the best cope with that!"

Tailored

"We've also had to adapt to our customers' needs of customised solutions, which is possible because we're sitting in the middle of the production line, so to speak.

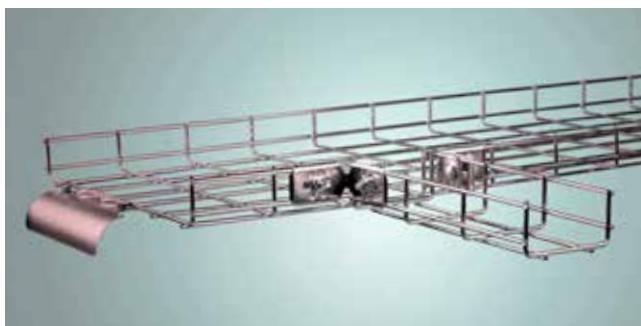
They want a product that's as close to finished as possible and we always try to meet their needs whatever they be. That's quality too."

LARGE ORDER FOR THE US ARMED FORCES

Axelent Wire Tray has won a contract for an initial five data centres scattered around the USA. The customer is the US Armed Forces.

"This contract would never have been possible without a guarantee of consistently high quality in both product and service. Coming in at an early stage enabled us to assist with onsite surveys in which we inspected the premises and came up with a total solution to present in a neat package. Everything to optimise the final cable routing solution for the customer."

Axelent Wire Tray has supplied a total solution with ladders and brackets.



ghest



"This is about extreme environments in which our products have to perform in, for example, salt water."

Surface treatment

X-Tray cable routing systems have the best service treatment for all demands;

Electro galvanising (SS-EN ISO 2081:2008, DIN-EN 12329, DIN 50961)

Hot dip galvanising (SS-EN ISO 1461:2009, DIN EN ISO 1461)

Zinc/nickel (SS-EN ISO 11997:-1, DIN EN ISO 50979)

Stainless steel 304L (EN-1.4307)

Stainless/acid-resistant steel 304L (EN-1.4307)

A close-up, angled view of a shiny, metallic cylindrical pipe. The word "X-TRAY" is deeply embossed in capital letters along its length. The pipe is positioned diagonally across the bottom right corner of the page.

X-Guard®

– one system, 1000 advantages

Available in 13 different widths and 4 different heights

The sections come with the fixing brackets already attached

20x30mm section frame as standard

The posts have pre-punched holes to speed up assembly



You don't need to decide on left or right hung door (except for X-lock)

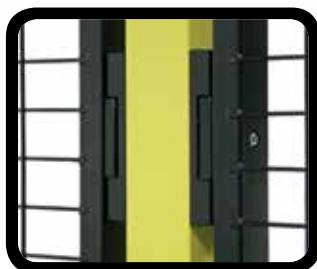
Only one fixing per post, for corner sections as well as straight sections

X-Guard® Lite is an option

Door in corner is standard, no extra fittings

The same dimensions between the posts regardless of whether it is a door or a permanent section

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X-Guard®



Safety training course at Axelent



On 13-14 March, Team Safety held a well-appreciated machine safety training course at Axelent to which they invited end customers and machine manufacturers.

Sebastian Jiteg, Course Coordinator at Axelent Safety:

"The new machine directive has not only forced the industry to improve its physical machine safety, but also its internal machine safety training. This manifests itself in different ways. Partly through the increased use of machine guards. But for us at Axelent Safety it's also about helping the customer with their entire safety demands through risk analyses, information and training."

CE-marking on the course schedule

"During the course we talked a lot about the ins and outs of CE-marking. If, for example, you buy machines from two different manufacturers and connect them, then the CE-marking on both machines becomes invalid. You have to apply for new CE-marking for your total machine installation. Not many companies consider that."

Many also wonder what they should do with existing machinery following modification/refurbishing."

The course took up the following:

- Who may sign an EG Declaration of Compliance?
- What are the rules following service, refurbishment, upgrade or adjustment of a new or old machine?
- What type of documentation does the machine directive demand?
- Is your machine covered by the machine directive?
- Do I comply with the safety goals as laid down in Annex 1?
- What should a risk analysis look like?
- Hur ska en riskanalys se ut?

Are you sure about your safety?

Book a training course

Get in touch to find out more about machine safety, the rules and regulations and to get some advice and ideas. We hold courses continuously here in Hillerstorp and also on site at our customers' facilities.

Contact Sebastian Jiteg on +46 (0)370-37 37 42 or sebastian.jiteg@axelent.se



Team Safety
– Safety awareness

Team Safety is the part of Axelent that works with risk analyses, information, documentation and CE-marking. We also offer software specially developed for simple safety management of your machine hall.

X-tra at Lidl's central warehouse in Märsta near Stockholm



Axelent has delivered galvanised FlexiGuard mesh panels in the shape of a cage to Lidl's central warehouse in Märsta. The locked cage protects the deliveries of more exclusive goods.

Axelent X-tra

We have also supplied 300, sixty centimetre high barrier poles and 260 km of crash barriers to be mounted outdoors on the loading bays. The aim is to prevent the lorries from driving into the doors when loading and unloading.



Carry Axelent with you

We want to be close at hand whenever you might need us. Therefore, we are never further away than your mobile phone or tablet. To make things as simple as possible for you when searching for information, there is an Axelent App that you can download and use whenever you need to.

The app contains:

A direct link to our blog, videos and X-News, info on machine safety, standards, PLR calculator, spirit level, converter, download of brochures and technical manuals, references, maps and contact info to all our offices.





New!

Axelent **Quick-On** Orderliness saves time!



Axelent's accessory programme, Quick-On, not only helps you keep things neat and tidy around the machines, robot cells and automation plants that are guarded by mesh walls, it also saves you a lot of time looking for tools and accessories when you need them.

Simple

- readymade solutions that can be mounted without special tools

Flexible

- easy to adapt and supplement according to your needs

Cost-effective

- low investment cost for more efficient production



Go West!

Axelent Inc. – a success story



This time we are conveying greetings from our company in the USA, Axelent Inc. in Lockport Illinois. A company that was founded in 2005 and has grown and become successful, under the leadership of Magnus Lundberg.

Today Axelent Inc. has a workforce of six whose main task is to canvas customers like robot manufacturers, the vehicle industry, suppliers of transport and lifting systems, and other large industrial companies involved in automation in one way or the other.

What makes Axelent such a success in the USA?

Magnus Lundberg, President at Axelent Inc.:

"One of Axelent's core strengths is its commitment to its customers and employees. Axelent has a uniquely high quality level that keeps it one step ahead of its competitors."

An advantage being part of a global organisation

"We regard being part of a global organisation as a strength. As we're still in a growth phase with new markets, it gives us access to the knowledge and experience of those who've been around the block a few times. It also gives the American company the opportunity to present a large and powerful company, an advantage when marketing to somewhat larger customers. Being an international company gives us another level of solidity."

Swedish = quality

"Swedish products are synonymous with quality products here in the USA. The customers know they get full value for money. The fact that Axelent is a manufacturer as well as a distributor is also an advantage as it's a sign of expertise and flexibility."

And the future...

"We have a very positive outlook. In February 2013 we moved into sparkling new premises in Lockport, IL. The added space will improve our customer service and provide for a sales growth. We're enthusiastic about our new sales and marketing plans to launch new products and find the best possible customers. We strive to create long-term relationships with our customers that will enable us to grow with them."

Axelent Inc.'s main sales products are X-Guard, X-Guard Lite and X-Tray.





Go East!

2-year contract for Cimcorp Ulvila

Axelent has signed a 2-year contract with Cimcorp in Finland. The contract is for our X-Guard® machine guard system. Cimcorp is the leading supplier of robotised crane systems for handling material flows in production and distribution. The company specialises in robot systems for customers within tyre manufacturing, the retail trade, food & beverage and postal services. Cimcorp is privately owned and has its core markets in Europe, Asia and North America.

Sandvik Mining & Construction, Hollola

As a part of Axelent's drive for improved safety in the mining industry, we have won an order from Sandvik Mining & Construction in Hollola, Finland. The project is a refill station in Norwegian Narvik. Iron ore will be loaded onto ships from the mine in Pajala. Sandvik is supplying equipment for this purpose and have chosen X-Guard® from Axelent to protect the plant.



Exclusive contract 2016

We are pleased to announce yet another partner. Axelent Construction has signed an exclusive 3-year contract with the Veidekke Group.

Great things are happening in Hillerstorp...

A couple of numbers back, X-News ran a piece on our extension plans. Construction is well underway and we can see the pieces of the 6,500 sq^m large extension gradually falling into place for the grand opening in the autumn.





This spring our Nordic sales team have been involved in a highly publicised promotion campaign we call X-Force (there was a piece about this in the first number of X-News 2013). To attract existing and new customers to a meeting to discuss safety and mesh panels with our sales team and customer support, we distributed cinema tickets for a special showing of the Oscar-nominated film, Kon-Tiki, at the Bergakungen Hall in Gothenburg.



A great evening

Jonas Gallneby was the mc of the evening and gave a brief introduction of Axalent; who we are, what we stand for and what we manufacture. After the movie we received a great applause and audience members each audience received a cap.

A very successful evening that we will gladly do again!



THE ELITE LEAGUE IN SPEEDWAY is well underway in Sweden but Axelent driver Jacob Thorsell began his season back in March in England. Jacob got the chance to ride for Elite League team Wolverhampton late last year as a replacement for injured Pontus Aspgren. They liked what they saw and offered Jacob a contract for the 2013 season.

Jacob Thorssell is going from strength to strength

What have you gained from riding in the English league?

"We have a tremendous team spirit that lifts the whole team and we have fun together. We help each other and are also friends outside the track. Having the opportunity to ride in England has given me continuity in my riding and the chance to ride on new speedway tracks."

Jacob's early start to the season paid off when he returned to Sweden to take part in the Junior World Championships and the Junior European Championships, qualification rounds. He won with maximum points.

"It feels great to win and it's a good confidence-booster."

Jacob's schedule is filling up. Every week he has to represent Wolverhampton in England, Vetlanda in the Swedish Elite League and Masarna in the Swedish Allsvenskan. On top of this comes individual heats.

What are your goals for next season?

"To improve my league averages and beat my third place in the Junior Swedish Championships from last year."

I'm proud to represent Axelent and thankful for their great trust and support."



"It feels great to win and it's a good confidence-booster."

Photo: Johannes Ericsson
www.emotorsport.se



Axelent On The Road

You can now see us on the road
in a whole new outfit.



Holiday hours

The production of our standard products will continue throughout the summer.

For customised products we have special deadlines by which to guarantee delivery. For further details please contact your seller or one of us at customer support.

To conclude, all of us at Axelent wish you a great summer!

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