

# XNEWS



No. 3 · 2016 **Axelent**, Machine Safety, Warehouse Partitioning · **Axelent Wire Tray**, Cable Management System  
**Axelent Engineering**, Automation, PLM & Design · **Axelent Software**, Software solutions



## Focus: Production

WELCOME TO A SAFE WORLD



# The art of talking to machines

The word automation comes from the Greek word *autómaton*, meaning self-moving, self-willed. Automation goes as far back as 600 BC when the windmill was first invented. Axelent also invested in automation early days, but our success is not down to machinery alone.

Axelent realised the advantages of automation 15-20 years back when X-Line 1 saw the light of day. The ongoing expansion of our production premises will see X-Line 4 make its entrance. But our success is not only down to having one of the most cutting-edge automation solutions in the business.

## Without people we are nothing

Machines still need a skilled pair of hands to manage them or they stand still. Machines do not do the job alone. Automation also needs know-how. At Axelent we have reaped the benefit of a committed staff team who have understood the importance of know-how and perseverance. The fact is, we are simply best in the business when it comes to revenue per employee, and our fantastic production staff have a large part in this.

## The Shoemaker's Children

I usually say that the shoemaker's children wear the best shoes around. Meaning that we who develop and market machine safety have to show that our own production is the safest there is. With the launch of Safety Book (see

article on the next page) we are taking a further step by documenting our safety mindset in what is, for the industry, a unique guide to machine safety.

I wish all our readers a glorious autumn.  
See you anon.

A handwritten signature in black ink, appearing to read "Mats Hilding".

Mats Hilding, MD, Axelent AB





## Here at last!

# Axelent's unique machine safety handbook

We dropped a hint or two about Safety Book in previous numbers and now it is finally here! Axelent's unique machine safety handbook has left the printing press.

Axelent Safety Book guides the reader through the veritable jungle of laws, regulations, EU directives and requirements. The book also takes up the certifications and labels that are important to look out for.

**The author, Matthias Schulz,**

is a machine safety expert. Schulz is an independent machine safety consultant who is collaborating in a joint venture with Axelent AB, Sweden and Axelent GmbH, Germany. He has worked as a consultant within the engineering industry in Germany, Austria and Switzerland since the early 1990s. Schulz holds regular training courses in these countries and his courses and books have taught thousands of engineers

about risk assessment, machine safety and technical documentation.

**This unique book has been translated into six languages**

To begin with, Axelent Safety Book will be available in Spanish, German, English, French, Swedish and Dutch.

You will not be able to order or download the book. The only way is by arranging a meeting with one of our sales representatives.

# New faces!

We welcome Lydia Svensson and Markus Timmer to Axelent AB. You will find Lydia in Customer Service (focus X-Tray) and Markus in Construction.



**Lydia Svensson,**  
Customer Service, Axelent AB »

## What is your background?

"I grew up in the countryside in a small place called Kulltorp. I chose the Natural Sciences programme at upper secondary school and followed that with a 3-year course in International Logistics and Supply Chain Management at Jönköping University.

I've worked at Axelent since the age of 18. First odd hours then a whole year in Axelent's warehouse. On completing my studies I began working in customer service at Axelent AB, with focus on X-Tray."

## What are your greatest strengths in customer service?

"My supervisor usually says: 'You're like a machine'."

## What does a normal working day look like?

"Replying to emails and phone calls and placing orders and tenders is part of my daily routine. But no one day is like another and having not long been in the job, there is always something new to learn and new challenges to face!"

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

The variety of new tasks every day, large and small, that have to be carried out in the best possible way for the company and the customer.

## Why do you think people should come to us at Axelent when they're looking for wire trays?

"Because of our speedy delivery, top quality and excellent service, but also because we're unique when it comes to customised solutions."

## 5 quickies!

with Lydia Svensson

### City or countryside?

Countryside

### Activity or relaxation?

Activity

### Eat out or at home?

Makes no difference as long as I get fed

### Favourite place?

Among family and friends

### Hidden talent?

It's so hidden I'm not aware of it myself





## « Markus Timmer, Product Development, Axelent AB

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### What is your background?

“I’m 40 and live with my wife and two children in a small house in Värnamo. After upper secondary and military service I worked as a joiner / installer of mainly flat pack furniture and shop fittings for about six years. I went back to studying for a couple of years and after graduating 11 to 12 years ago have worked solely as a designer / product developer.”

### What are your greatest strengths in product development?

“Difficult to pinpoint as I’ve not been a part of the workgroup and development team for that long. Generally speaking, I’d say I have plenty of ideas and a variety of approaches to the challenges we face.”

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

“Bandy ideas / brainstorm with colleagues – quick hand sketch – CAD drawing and testing in a CAD environment – prototype – finished product. Plus the odd rethink sometimes.”

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

“It may sound a bit hackneyed, but you always learn something new.”

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

“Because we provide top quality products and speedy deliveries.”

## 5 quickies!

with Markus Timmer

#### City or countryside?

On holiday – city  
Other times – countryside.

#### Activity or relaxation?

Relaxation

#### Eat out or at home?

At home

#### Favourite place?

The sofa

#### Hidden talent?

I can keep a football in the air using my shin. The record is 47 times. I can’t manage as many with my feet.



# Axelent Italy enjoys success with X-Key

Italian company Axelent Italy S.R.L., wholly owned by Axelent AB, is celebrating three years on the Italian market. We asked Sales Manager Davide Vezzoli to tell us more.

## Which products do you sell?

“Our main product is safety solutions for industry in the shape of machine guards. Only a very small proportion of our turnover comprises of products from Axelent Wire Tray and X-Tra.”

## How many employees do you have at the company?

“We have two people in the office working with sales and one who takes care of administration and finance.”

## Which industries do you work for?

“OEM clients, first and foremost, but we recently began targeting end customers as well.”

## What are Axelent’s strong points?

“Our off-the-shelf range together with our rapid delivery pledge is a very strong point. Likewise our unique X-Key system.”

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

“I see many advantages but also opportunities. Being a part of the Axelent Group means availability, expertise, enthusiasm and collaboration between the various subsidiaries. All in all this enables us to achieve better results and attract larger customers.”

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

“Personally, I think the processes should be managed in Sweden in order to produce a ‘typical Swedish quality product’.

In other words, manufacturing should take place in Sweden. The high level of automation helps to reduce the cost gap between us and companies that manufacture in low income countries.”



From left to right:  
Lorenzo Pavan, Sabrina Vezzoli, Davide Vezzoli



Italian customers regard Swedish-made products as being excellent quality. The large number of off-the-shelf products at Axelent eliminates waiting times and gives you a high quality product and speedy delivery.”

**How does the future look?**

“From an Italian perspective it’s always about profit and growth.”





# A unique and tested lock for Axellent's products

X-It is a unique, robust lock specially designed to fit Axellent's mesh wall system, but thanks to the simple installation it fits most other systems on the market.

The lock is based on a unique design where no additional lock housing is required, only a standard lock cylinder, like the Euro. The lock is robust with a cover in metal to withstand heavy use, and it can easily be adapted for swing or sliding doors.

## Patent pending and tested

X-It has been tried and tested in an authentic environment. Improved functionality to comply with evacuation requirements. In the event of an evacuation, the lock can be combined with a mechanical panic / emergency unit. The product is patent pending.

## More models are planned

Keep your eyes open for more news about X-It. New models and variations are expected in the not too distant future ...



## **X-IT**

**Robust • Unique locking design**

**Well suited to its purpose**

**Flexible • Simple to install**

**Tested • More functions possible**

**Comes in a specially designed carton**

## Axellent Language Scholarship in collaboration with the Gnosjöandan Knowledge Centre (upper secondary)

Language teachers at GKC choose a student who has demonstrated extraordinary proficiency in any of the foreign languages German, French and Spanish.



### Justification

*“For her interest in Spanish-speaking countries and cultures, for her all-out effort to express herself orally and in writing, and for her diligence and excellent results.”*

*The 2016 scholarship, a week’s language course in Malaga, Spain, goes to Louise Dahlstedt.*



# Louise awarded the 2016 language scholarship

For the past nine years, Axellent and GKC have awarded a scholarship to students who show extraordinary proficiency in German, French or Spanish.

Congratulations Louise Dahlstedt! Tell us a little about the course.

### Louise Dahlstedt, GKC scholarship winner:

“First I would like to thank Axellent for giving me the opportunity. It was a dream come true! An unforgettable experience.

The course was held at the Malaca Instituto in Malaga. The first day we were tested to give the teachers an idea of our proficiency levels. They then divided us into groups with more or less the same proficiency. We had lessons every day from 8.30 to 12.30, on everything from grammar to Spanish culture. Naturally, it was all in Spanish.”

### The world’s diversities in focus

“The participants were people of all ages (18-60) and from a variety of countries like USA, Canada,

Norway, Belgium, Netherlands, Switzerland, Germany and Slovakia.

I got to know so many different people. I really enjoyed the discussions and lessons on how our countries compare with each other. These conversations were quite a contrast to the normal lessons where you just do exercises in a book. I was pleasantly surprised by the large number of oral lessons we had. They encouraged us to express ourselves in Spanish the whole time. I especially enjoyed the more difficult and complex topics.”

### A memory to cherish

“I love learning about different cultures and traditions so this course was perfect for me. I loved every minute of it and it’s a memory to cherish.”



# Success spelt with an X

Automatica is the world's leading trade fair for automation technology and has been a success factor for Axelent in general since its inception in year 2004. This year the fair surpassed all expectations and broke all records. By a good measure!

Automatica is the most important and largest trade fair for Axelent GmbH. X-Guard, X-Tray and the new X-It lock were all on display in our 80 m<sup>2</sup> open stand. Axelent ProfiServices had their own space in a part of the stand where they could display and discuss machine safety. The new unique Axelent Safety Book was also on display. As this book is not for general distribution, it was kept in a glass display case to attract curious glances.

**Trade Fair record!**  
**Markus Etzel, Sales and Marketing, Axelent GmbH:**

“We’ve never generated so many high quality new contacts at a fair before. Twenty five per cent were international actors from all corners of the earth. The number of visitors to Automatica rose by 30% compared to 2014, which was noticeable in our stand. We’re very satisfied with this year’s fair.”

**Highlights of the fair**

“We sponsor Johannes Rydzek, double world champion in Nordic Combined. Johannes was in our stand on Wednesday along with his winning jumping skis. His participation attracted visitors as well as a TV crew, and it was gratifying to hear that Axelent was his talisman during the 2015 World Championships in Falun, Sweden.”

**The Axelent family**

“We had well-appreciated visits by the Axelent family from a variety of countries, including Sweden, Spain, the UK, Switzerland, Czech Republic, Hungary and Poland. It feels positive to belong to an organisation where we all pull together and learn from each other.

In conclusion: Automatica 2016 was a success for Axelent worldwide and surpassed all expectations and broke all records.”

Rydzek's world champion jumping skis were hold by X-Tray Elements on a KUKA-Robot



A much appreciated visit from the Danish robot association DIRA

Top: Practical training, from left to right: Arno Purtzki, Michael Friedrich, Yvonne Brunner, Jonas Predatsch

Bottom: Andreas Gotmark, Sales Manager Axelent AB, speaks about X-Tray

## Well-educated X-ambassadors

Axelent GmbH puts a great deal of time and money into staff training. In April and June, Axelent GmbH in Stuttgart held two very successful courses.

**Harald Steidle, Managing Director, Axelent GmbH:**

"I think that education and practical training should be a matter of routine in every company. Our staff hold the key to our success. With their knowledge and expertise we can give our customers direct support, which is of great benefit for our brand. Therefore, I gladly invest in sales, safety and product training. The feedback after courses is always overwhelmingly positive, which makes me feel very proud and happy."

**Sales training with theory and practice**

"In April we were paid a visit by Stefan Axelsson, Marketing and Export Manager HQ, and Andreas Gotmark, Sales Manager, HQ, who trained our sales team in the latest innovations and products. Theory was combined with practical exercises."



# The Doomsday Vault – humankind's backup storage

WITH X-GUARD AS ITS PROTECTOR



By 2050 the world's population is forecast to reach ten billion. At the same time, climate change is an increasing threat to global food production. Buried deep in the Arctic permafrost lies the ultimate insurance policy for the world's food supply. The Doomsday Seed Vault is the world's safest seed bank, built to withstand natural disasters and nuclear warfare.

Behind the futuristic entrance lies a construction designed to withstand everything from nuclear bombs to earth quakes. The Svalbard Global Seed Vault, or Doomsday Vault, came into use in 2008. It is a gigantic vault for one of humankind's most precious resources – biodiversity.

## **Svalbard – a backup hard drive**

“Many global seed banks are under threat. Some lose seeds to natural disasters, some to war, others to corruption or lack of resources. This is where Svalbard comes in. It's an external hard drive, a backup for seed banks the world over,” explains Åsmund Asdal, operations manager at NordGen, the company that runs the vault.

The seeds are stored in caverns blasted 100 metres down in the permafrost designed to withstand global warming. Even if the most alarming climate forecasts become reality, the permafrost is guaranteed to keep the seeds frozen for at least 200 years.

## **Biodiversity is under constant threat**

The 1960s saw massive changes in agricultural practices across the world. The combination of hybrid seeds, chemical fertilisers and pesticides led to dramatic productivity increases but also destroyed a great deal

of biodiversity. The UN Food and Agriculture Organisation estimates that 75 per cent of the crops that were grown in the early 1900s have been lost. A century ago, India, for example, had over 100,000 varieties of rice. Today barely a few thousand remain, and this trend has been the same the world over.

In the short term, this is no cause for concern, but could be critical for future food supplies.

“We have climate change, overpopulation and famine. We need biodiversity to grow crops,” says Roland von Bothmer, acting director at NordGen.

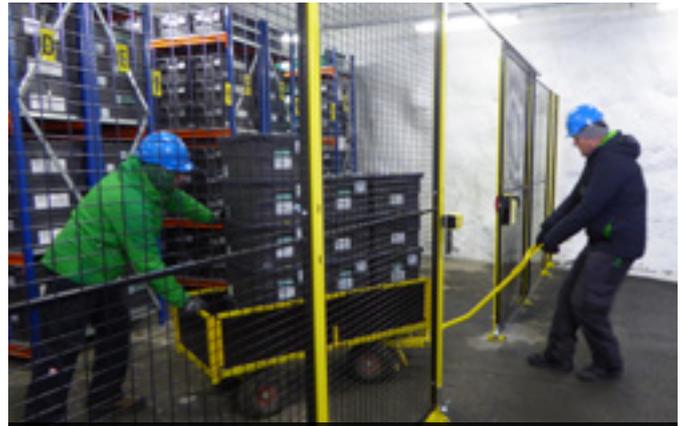
## **The Doomsday Vault safeguards our future**

Seed banks are cropping up to counteract the depletion of biodiversity. But the system has proven to be vulnerable. National seed banks from Rwanda to Iraq have been destroyed by the ravages of war. The Doomsday Vault was born out of the realisation that our common future requires better protection.

“It's a great loss for humanity and food production when vital genetic material is lost,” continues Åsmund Asdal.



The tunnel down to the three caverns where the seeds are stored is roughly 100 metres long.



Seeds on their way to ICARDA international seedbank in Syria.

### Facts, Domsday Vault

- The Domsday Vault is on Spetsbergen, the largest of the islands that make up Svalbard. The distance to the North Pole is roughly 1,300 kilometres.
- Stores seeds from 843,400 crop varieties, making it the world's most diverse seed bank. With the Vault's capacity for 4.5 million crop varieties, the collection has only just begun.
- Managed through a tripartite agreement between the Norwegian Ministry of Agriculture, the gene bank NordGen, funded by the Nordic Council of Ministers, and the Global Crop Diversity Trust.

- The vault is designed to divert the impact from nuclear bomb explosions. An automated system manages the electronics and ventilation, and measures the carbon dioxide levels. The valve is unstaffed and only opens when seeds are deposited or withdrawn.
- Four locked steel doors have to be opened in order to reach the seeds. No one person has the keys to all the doors. An X-Guard partition wall has been mounted in front of the seeds.

Read more about the Domsday Vault at <http://bit.ly/1Vd34rx>

So far only one withdrawal has been made from the Domsday Vault. The seed bank in Aleppo was long a major distributor of seeds adapted to the dry climate of the region but it was destroyed in 2012 by the war in Syria. But last year came an unexpected request. Scientists from Aleppo had reunited outside the country and wished to continue their work.

“They'd sent their backup material to Svalbard when the valve opened. When they set up operations in Morocco and Lebanon we sent 40,000 seed samples to enable them to carry on their work. This is prime example of why we are needed,” concludes Roland von Bothmer.

Writer of the article:

Ivar Andersen

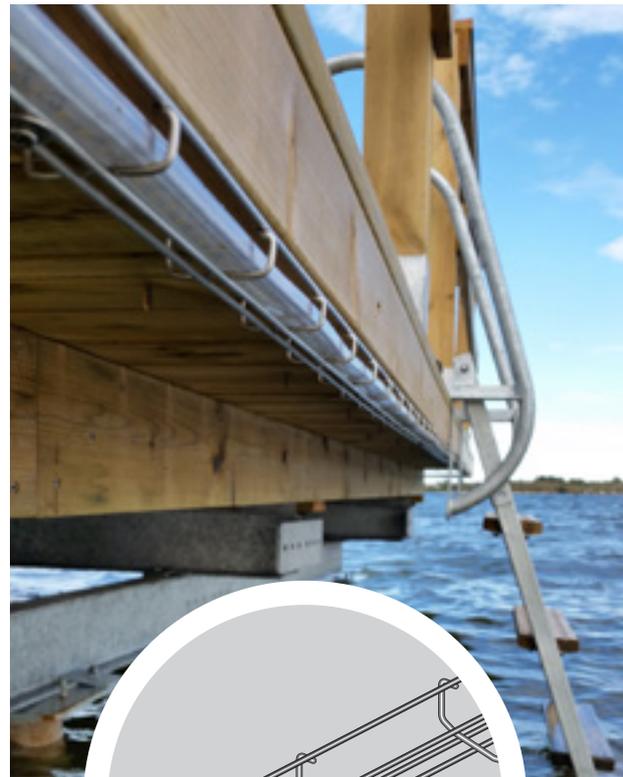
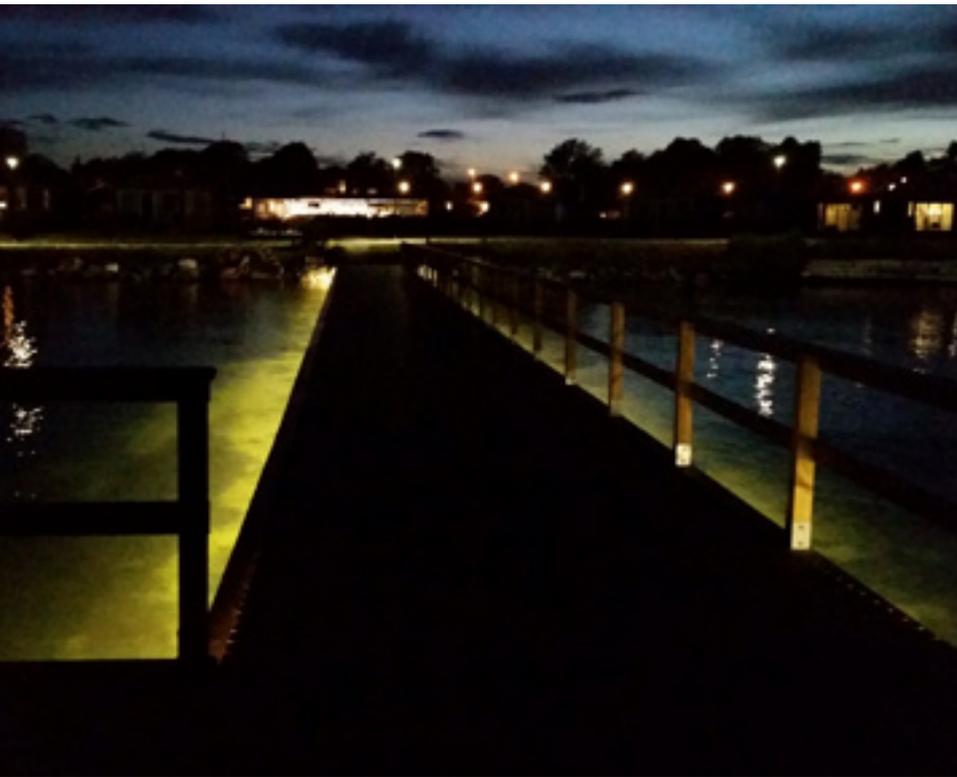
Credit: Norwegian Ministry of Agriculture and Food

Photographer: Matthias Heyde

X-Guard equipped with an X-Lock protects the Domsday Vault's current collection of around 840,000 seed varieties.



## Axelent Team X-Tray



## ELKEDJAN TEKNIK

# Cosiness factor with an X

Sweden's largest island, Gotland, offers an unrivalled mix of natural beauty, historical monuments and big city pulse. Half an hour from the medieval town of Visby lies Slite Strandby, a holiday resort with cabins and hotels a stone's throw from the beach and sea. With the help of Elkedjans member company, Slite EI, parts of Slite Strandby are now just as inviting when darkness falls.

Elkedjan Teknik is Sweden's leading electrical installation network made up of over 200 member companies. Around 1,700 electricians are linked to Elkedjan.

### **Henry Melin, Purchasing, Elkedjan Teknik:**

"How I came into contact with Axelent? I live in Hillerstorp where the Axelent head office is located. One day I heard that they were going to start making cable trays as well as mesh wall partitions. As cable trays are of particular interest to us at Elkedjan, I got in touch with Andreas Gotmark, sales manager at Axelent. That was two or three years ago."

### **What was the most important requirement for you when choosing a supplier?**

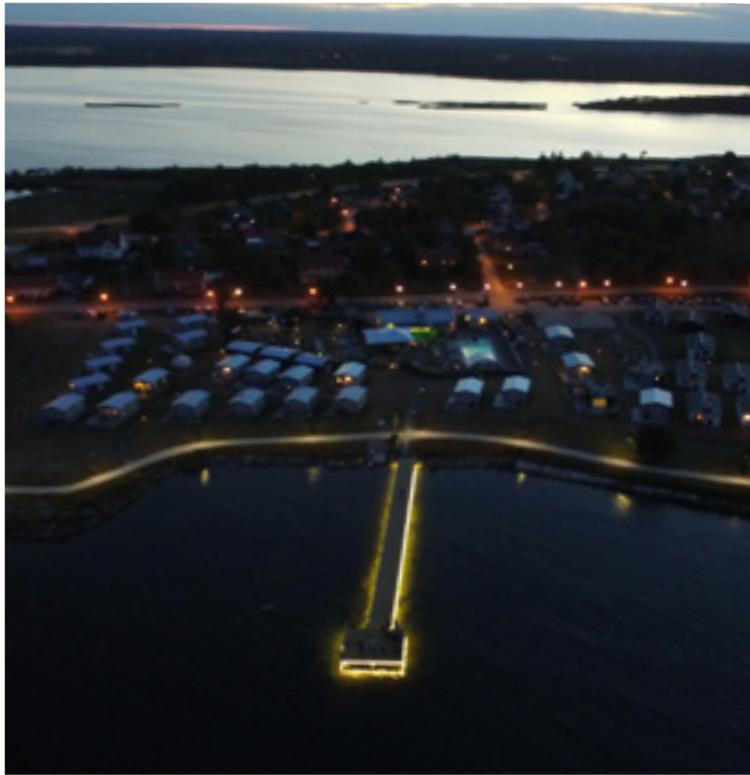
"That the products would be as good as, or preferably better, than what we already had."

### **Which Axelent products have you ordered?**

"The cable tray range from the X-Tray brand. These products fit the electrical industry like a glove."

### **What is your opinion of Axelent as a supplier?**

"Axelent are always at the forefront of developments and set out to succeed in everything they do."



The pictures show Slite Strandby on Gotland. The splendid pier is illuminated by a 125-metre LED strip, 11 w/m. The strip is held in place with the help of X-Tray cable trays.



Henry Melin, Chief Buyer



Magnus Kroon, MD

#### ABOUT ELKEDJAN TEKNIK

Elkedjan Teknik is a network of over 200 member companies throughout Sweden. It is the largest network of its kind with 1,700 electricians on its books.

The company was founded in 1966 and is part of the ELON Group. Elkedjan Teknik's philosophy is to provide a turnkey solution of product, installation and service. Regardless of the size of the contract, the company always emanates from a holistic approach based on four elements: analysis, consultation, electrical installation and service.

#### News, Axelent Wire Tray

"Axelent Wire Tray AB became part of Axelent AB on September 1, 2016. As we have so many joint customers, there are only advantages and positive synergies to be gained from being part of the same company. The change enables us to pool our resources and pursue our marketing activities with even more gusto. The merger entails no major changes and all the contact people are the same,"

– Andreas Gotmark, Sales Manager, Axelent AB

#### Contact people, Axelent Team X-Tray



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# Team Production



Around 400,000 metres of metal tubing passes through our production plant every month. This roughly corresponds to a length of pipe stretching from Hillerstorp to Stockholm. Every month. This is where teamwork is of the essence.

Product development, production and the storage and packaging of Axelent's mesh partition system all takes place at our subsidiary, Axelent AB in Hillerstorp. Our production is high grade automated to manage high volumes and speedy deliveries.

Every Monday the production staff hold snapshot meetings followed once a month by a larger production meeting, but as production managers and production planners have an active role in production, most issues are dealt with fairly quickly.

**Dejan Elezovic, production manager, Axelent AB:**

"We've built a unique production plant where we use our extensive knowledge and experience of machine guards to develop machinery in-house. Axelent Engineering AB, a company in the Axelent Group, has been at our disposal.

The production team is overflowing with expertise and product awareness. I've worked at Axelent for 21 years. My colleague, Fredrik Segerberg, 16 years. I would hazard a guess that 60% of the production team has worked at Axelent for at least ten years, so we are not only a close-knit unit, we also know the job inside out.

If the machines are running smoothly then so is the rest of the plant. I play an active part in production

myself and am always available should needs arise. When bigger problems arise, the maintenance team lend their support.

There's only one thing missing if you ask me. More women machine operators! It's difficult to achieve, but I feel that a combination of women and men creates a better workplace atmosphere."

**Fredrik Segerberg, production planning, Axelent AB:**

"Dejan and I complement each other well. We both have extensive knowledge of Axelent's production plant as we have both been machine operators.

Axelent's machine operators are generally very adaptable and they take responsibility. The machines are fully automated, but errors can naturally occur so it's important for the operator to do a spot check now and then. We don't need to call attention to this because the whole team is highly motivated and pulling in the same direction. Just as a well-functioning team should do."



## 5 quickies!

with Dejan Elezovic

**City or countryside?**

City

**Activity or relaxation?**

Relaxation

**Eat out or at home?**

At home



**Favourite place?**

As close to the sea as possible

**Hidden talent?**

If being handy is a talent then I've renovated and rebuilt my house.

## 5 quickies!

with Fredrik Segerberg

**City or countryside?**

City

**Activity or relaxation?**

Activity

**Eat out or at home?**

Eat out



**Favourite place?**

Florida of course

**Hidden talent?**

I'm a pretty good bathroom crooner :-)



# Kickoff for Axelent Sweden



On 15 September, Axelent AB, Axelent Software and Axelent Engineering AB gathered for a joint kickoff. The sun was blazing down and it was an incredible 27 degrees!

At 12 noon the production plants and offices in Hillerstorp, Gislaved and Huskvarna were closed and all the staff met up for lunch at Isaberg Mountain Resort, Hestra.

After lunch the large gathering of 130 people was divided into three groups who took it in turns to listen to three different lectures by Mats Hilding, MD of Axelent AB, Richard Skogward, MD of Axelent Engineering AB, Andreas Hansen, IT Manager at Axelent AB, and Rickard Svensson, IT Technician from Datakraft AB.

After the information and inspiration it was time for a contest. The group was divided into teams where individual and group brainteasers were assessed and awarded points. The group task was to solve a rebus by collecting letters that would make up an expression.

After the prizes were awarded the day concluded with an evening meal.



Photo: Erik Mårtensson, Photographer, NCC AB

## ED coating for tough environments

*Sven's tips!*

Will your machine guard be standing in tough, damp environments or in places that require high solvent resistance? Check out our ED coating!

ED stands for Electrolytic Dipping Coating and is an anticorrosion treatment applied as a final finish. Environments where the coating can be applied include: food processing, mining, non-heated premises, laundries. It is also highly resistant to oils, petrol and other solvents.

### **We have thought of that which cannot be seen**

Under the ED coating is always a zinc phosphate coating for maximum adhesion and to prevent creep corrosion due to surface damage.

The coating is black as standard but also works as an undercoat for powder coating. This means that as well

as being able to choose the colour you want for the top coat, you get a better corrosion protection into the bargain.

### **New! Larger width**

We have extended the **width of the coating of sections to 1500 mm.**

On measuring, the coating is between 20-25 µm both internally and externally.

- ED coating only – corresponds to C3 (not outdoors)
- ED coating + powder coating – corresponds to C4 (not outdoors)



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