

**ELPRESS****NEWS****60TH ANNIVERSARY  
– A SUCCESS**

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# ELPRESS

— PROUD PARTNER OF —

# EITECH

» Extensive construction is underway in Kärårkra that will be completed in **March 2020**. There are **10 kilometres** of railway track in the area, with **41 switches**, **36 track locations** where trains can be set up and cleaned. In addition to offices and a combi hall, there is also a **23,000 square metre** workshop hall with the capacity to service just over **110 Öresund trains**.

«

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# ELPRESS – PROUD PARTNER OF EITECH

With extensive experience of technical installations in infrastructure projects, Eitech was entrusted with responsibility for all electricity, ventilation, HVAC and special systems when NCC procured the state-of-the-art train depot in Kärårkra, north of Hässleholm, on behalf of Region Skåne.

**T**he Hallandsås tunnel and large parts of the Västlänken (West Link) in Gothenburg, Sweden, are other infrastructure projects where Eitech is responsible for the installation of technologically advanced systems.

“Our strength is primarily electric power, safety, lighting, special solutions for trains and various process control technologies”, says Håkan Arvidsson, Project Manager for all electrical installations in the new train depot.

It is an extensive building that will be completed in March 2020. There are 10 kilometres of railway track in the area with 41 switches, 36 track locations where trains can be set up and cleaned. In addition to offices, a building for the turning of train wheels and a combi hall for washing the trains, there is also a 23,000 square metre workshop hall with capacity to service more than 110 Öresund trains.

Eitech has had staff on site for over a year and a half. More than 40 installers mostly in implementation and a number of people dedicated to the planning and management of the project.

“We don't really do much in addition to what a normal electrical company does, but it is a huge scope and a lot of special installations just for trains. The experience within Eitech makes us a bit unique as electricians. It's about everything from high voltage, transformers, switchgear, electrical stations, cable ladders, wiring to earths and for regulating systems”, says Håkan.

Competence provision and logistics solutions for materials and implementation are in a given proportion to the size of the assignment.

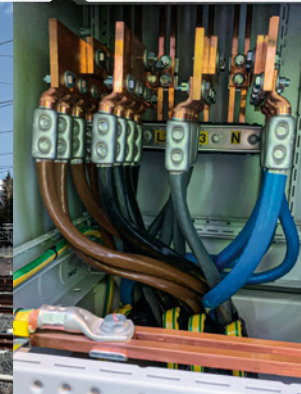
“A major shortage of electrical installers in Sweden means that we also employ expertise from other countries. Another challenge is the enormous amount of material we need in the right place at



*Ground connections in rails with Elpress Cu connector.*

*There are 10 kilometres of railway track in the area with 41 switches and 36 track locations.*

*Elpress bimetallic cable shoes in electrical cabinets.*



*Eitech's Håkan Arvidsson and Krister Eriksson in the large train depot in Kärårkra that will have the capacity to service more than 110 Öresund trains.*

the right time. We are very much looking forward to using Elpress's new solution, with new cable clips where round crimping is not required, after the end of the

year. Fewer crimping dies mean fewer parts to handle, which means that we can make better use of our resources”, says Håkan. ■

# Contact crimping minimises the risk of errors

**I**n recent years, screw connectors have become very popular, mainly because the installer does not need any special crimping tools. However, this simplification of the crimping technique can lead to errors in handling.

"This may include, for example, the torque overload in the screw branch sleeves, or inadequate pre-tensioning force in screw joints with torque screws, i.e. if torque screws are turned through at a certain torque, or that acceleration of a screw in a nut runner can cause the screws to turn through before the cor-

rect torque is reached. When properly used, there is not a problem, but it does require more of the installer", says Sven Behring who is product manager at Elpress.

For 60 years, Elpress has developed and manufactured complete system solutions, based on national and international standards, to provide accurate and reliable functions.

"System Elpress is a certified solution of the combination of cable, connection and tools, where the tool today has many functions to guarantee a properly completed crimping. (e.g. battery level

control, pressure control, and break-out alarms). A connector crimping system minimises errors and the crimp result is not as dependent on the operator's skill", Sven continues.

To respond to the last part of the uncertainty in handling errors, the Elpress Academy offers training programs for operators, designers, supervisors and quality managers. ■

*Contact us and we will tell you more.*

## EBR SWEDEN INFORMS ABOUT EARTH CONDUCTOR CLAMPS IN GROUND AND ON POLES

Several electrical network companies have previously reported on the detection of defective earth conductor clamps in their installations. We now want to reinforce the knowledge of the problem through this notification.

Many electrical network companies have decided to no longer use screw joints for ground connections underground and instead have decided to switch to crimped connections.

All earth connections should then be crimped with the intended crimping dies and proper crimping equipment.

## » PRODUCT NEWS «

### MBC5

■ Die pairs for Cu-branching 6-16/6-16 mm<sup>2</sup> (total: 12-26 mm<sup>2</sup>), oval crimping.

### MBC6

■ Die pairs for Cu-branching 5-25/5-25 mm<sup>2</sup> (total: 30-50 mm<sup>2</sup>), oval crimping. (C16-25)



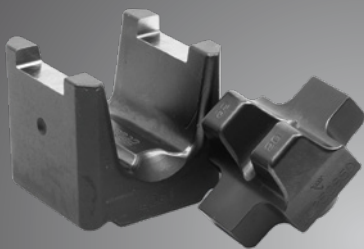
## "New flexible solution for crimping aluminium round and sector conductors"

During the Onninen exhibition in mid-January next year in Sweden, Elpress will launch a new solution for crimping aluminium.

"In short, we will be offering a simpler and more efficient way to crimp aluminium, but since it is still mechanical crimping, the quality and function are high", says product manager Johan Söderlund.

Elpress' technical department has worked on various projects over a long period of time, with the purpose of developing a smoother crimping solution, without compromising on quality. Now Elpress can present a solution that meets the requirements of a qualitative electrical terminal.

"When demonstrating the new crimping method, the response has been overwhelmingly positive", says Johan Söderlund.



## KL2585

### – new hydraulic cutting head

New hydraulic cutting head that cuts conductors with diameters up to 85 mm. The cutter is a sequel to the popular KL1485 cutter - with the same features but now with more cutting force!

#### Properties:

- 25 tonnes of crimping force
- Interchangeable blades
- Same blades as for the previous cutter head, KL1485
- Cuts Al/Cu – from solid conductors up to class 6 conductors
- Compatible with Ergo and Ergocom handles for ergonomic handling (PS710E)





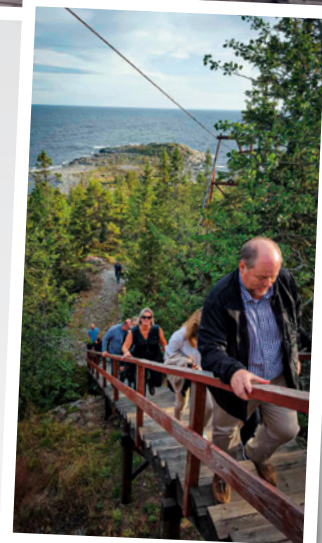
*Employees from the subsidiaries in Denmark, Germany, China, the USA and sales and marketing personnel from the Nordic region enjoyed a much appreciated boat trip to the pearl of the Högå Kusten, Högbonden.*

*Surströmming samples were to the taste of some, but not all.....*

## The Sales Conference

*Haijun Zhang from the China office in tough struggle against Katarina Forsberg over who could make a screw joint fastest.*

*The tough and steep hike up to the Högbonden's lighthouse was well worth the effort, the view is fantastic.*



# ELPRESS 60TH ANNIVERSARY —

When Elpress gathered all its staff in Kramfors in connection with the 60 year anniversary, it became clearer than ever what it is that characterises the company.

"The staff's incredible commitment drives our business", says CEO Mattias Östman.

**A**s part of the festivities celebrating Elpress's 60th anniversary, the public was invited to an open house.

"We are good at attending conferences globally but here in Kramfors we are a fairly anonymous company", says CEO Mattias Östman.

The cakes were lined up, the tour was prepared and eight guides stood ready to show visitors around in the production groups of ten.

"We didn't know what response to expect, but as soon as we opened the doors it was clear that the number of visitors would exceed all our expectations", says Mattias.

The cars poured into the car park, 350

» **Gaining a close insight into each other's operations in this way creates both understanding and humility** «

people swarmed into the premises and there was soon a queue into the dining room where the refreshments were set up.

"In that situation, I saw how our fantastic staff did as they always do –

with great dedication they stepped in and solved the situation", says Mattias proudly with a lot of warmth in his voice.

The same evening, all employees with their partners were invited to a gala dinner with live music, served beside the glittering Ångermanälven and Mattias took the opportunity to highlight the very dedication that so clearly characterises the company.

"Despite the fact that we have grown a great deal in recent years, we still have much of the flexibility needed to react quickly when needed. Staff involvement was just as striking today as on every day in production when it comes to meeting our customers' needs and expectations. We stand up for each other", he says.



*A little mingling before the festivities at Björkudden started.*

## The Jubilee Party

*We were treated to good food and entertainment throughout the evening.*



## Open House

*Over 300 people took the opportunity to visit Elpress Open House.*



# A SUCCESS

Employees of subsidiaries in China, the USA, Germany and Denmark were also present at the open house and the party. For them, it was the conclusion of a very successful sales conference aimed at welding Elpress's expanding group of colleagues together.

The Business area manager for the Nordic region, Håkan Pettersson, was responsible for the jam-packed conference program for Elpress sales and marketing departments with product managers and engineers.

"Today there are Elpress products in over 70 countries, we are a global player with a turnover of SEK 360 million. The focus of these days was to highlight what distinguishes Elpress. What dis-

tinguishes us from our competitors? Everything to motivate, stimulate and learn from each other's experiences", says Håkan.

Each country and segment presented their operations in an exemplary manner and then following that we had workshops focusing on, among other things, strategy work, unique sales points and digitalisation.

"In this way, getting a close look at each other's businesses creates both understanding and humility in the face of the challenges we have", says Håkan.

Long-distance visitors also had time to look around the beautiful Höga Kusten world heritage environment.

"Just as the ferry left Barsta Harbour,

to take us to the nearby island Hög-bonden, the skies cleared and we had great weather. There, we were treated to Swedish delicacies, including Surströmming (fermented Baltic herring), which turned out to be very much to the taste of our colleagues from China", continues Håkan.

Common to the feedback that Håkan collected after the sales conference was the strong sense of belonging.

"Which was exactly the purpose of our 60th anniversary. A clear request from our overseas employees is that we offer this type of contact more often than so far, and we intend to do this in the future", says Mattias Östman. ■

# "ELPRESS HAS GREAT SERVICE"

**W**hen Petter Hallonen was hired as electrical manager at Tenö shipyard three years ago, he ensured that all relevant personnel were trained by Elpress and that Tenö shipyard became B-class certified.

"I have worked with Elpress's range on ships in several countries and have only good things to say about both the services and range", he says.

Tenö Varv has been owned for a few years by Öckeröborg, which also owns three other shipyards that serve Swedish commercial shipping with qualified maintenance and repair work.

"Elpress really does its utmost to meet our needs and expectations", declares Petter.

When reviewing one of a customer's ships recently, Petter went through the general electrical condition and discovered a serious problem.

"When I started to disassemble the inverter, I saw that it was very badly assembled. Half of the strands were outside and therefore could not supply the voltage and amps required by the engines. It was a case of quickly producing a product that could solve the problem.

He called his contact at Elpress, Liselotte Hellgren Wågström, at 09.00.

"I said this is important, I need you to come here! At 11.00 she was here and at 15.00 the same day we had the materi-



*Petter Hallonen at Tenö Shipyard is very happy with the service he receives from Elpress.*

als we needed. The next morning I was able to present a new solution to the superintendent. That wasn't the first time

that we have had great service from Elpress and certainly will not be the last", says Petter Hallonen. ■

## If you are not the cheapest, you have to be the best

**F**or fifty years, Gothenburg-based distributor Modern Elteknik has had a niche offering in automation and electronics. The right components, the right products and flexible logistics solutions tailored to the customer's needs.

"We are responsive to customer demands, they are the ones who govern development. To earn their trust, we need to be better than a regular wholesaler", says Tony Falkesäter, Marketing manager at Modern Elteknik.

The technical competence of the staff is an important success factor.

"Training our already highly skilled staff is our best investment. Every other week we invite a selected supplier here for two to four hours and can thus keep pace with developments in the industry. This gives us a credibility in our meet-

ings with our customers, and we also save a lot of time and money to avoid having to contact the suppliers' customer support when we have questions. The competence is almost always in house," says Tony.

Keeping a stock of selected products benefits both the supplier and Modern Elteknik.

"We choose the brands we think are good and that we can stand behind in each niche. Our suppliers are rarely the cheapest, but they are the best. To the extent that we can assist or add value to our partners, we are confident that it benefits both parties", he states.

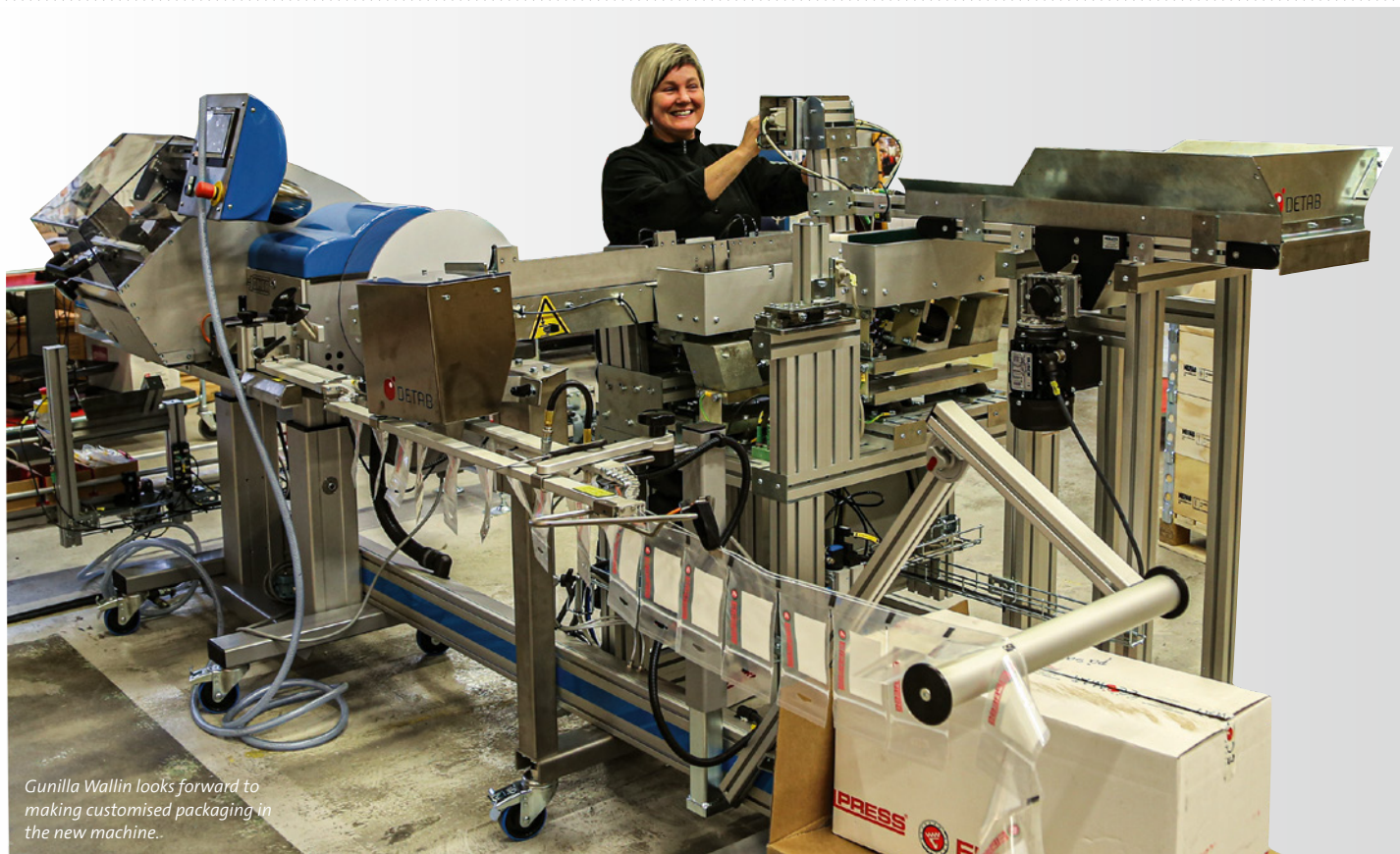
Elpress has been a dedicated partner for as long as Tony Falkesäter can remember.

"I started here thirty years ago and we already had Elpress products in our



range. We never replace a good product", says Tony.

Last year, Modern Elteknik increased its turnover by 20 percent and Tony attributes a large part of the success to the very close cooperation with the suppliers. ■



Gunilla Wallin looks forward to making customised packaging in the new machine.

## NEW FULLY AUTOMATIC PACKING MACHINE

### – provides increased flexibility to our customers

**W**e have seen a great need from our customers all over the world not only to get a product of high quality, but also that packaging and bagging should live up to high standards. Among other things, there are requirements for zero tolerance for faulty packaging, individual project packaging, KIT packaging and customised labelling. All this is to facilitate goods reception and the further processing of our products in the customer's organisation in the best way.

The new fully automatic packing machine will visually scan and count each individual item.

"This is done with a fully automated system that sorts out incorrectly positioned and faulty articles, which means a fast, safe and reliable packing process", says Elpress' Sven Behring, project manager.

The packaging machine consists of two parts; first a feeder that positions items according to the program's setup, then a bagging machine that seals the products

in a bag with a header on the top.

Primarily, we see opportunities in the wholesale trade where it will help customers to find the right product immediately using a simple colour coding on the header.

The packaging machine is part of a larger move towards automation that will lead to increased flexibility for our customers. ■

#### « PRODUCT NEWS »

## RPL001

### – Assortment box with system solution

RPL001 is an assortment box designed to meet your own customisation needs. Contains a stripping tool and empty inserts. The box is made of unbreakable plastic with polypropylene walls and polycarbonate lid. Practical and securely designed to be stackable with removable inserts, perfect for easy refilling of terminals.



## COMPETITION

Answer our 3 questions correctly and get the chance to win a cool sports bottle. A bottle will be awarded to 3 winners chosen from those who answer correctly.

### QUESTIONS

#### 1. Where is the new train depot that Eitech is involved in?

- 1. Gothenburg
- X. Umeå
- 2. Kärnkra

#### 2. What is the name of Elpress's new cutting head?

- 1. KL1485
- X. KL8525
- 2. KL2585

#### 3. How many years is Elpress celebrating this year?

- 1. 70 years
- X. 60 years
- 2. 50 years

Send your answers by 9/1 to:

**ELPRESS AB, Box 186,  
SE-872 24 Kramfors, Sweden.**

or by email to: [jeanette.ronnberg@elpress.se](mailto:jeanette.ronnberg@elpress.se).

The correct answers and winners will be announced on our website [www.elpress.net](http://www.elpress.net) on 13/1.



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