



ELPRESS NEWS

PEB0110T

— FLEXIBLE TOOL THAT QUICKLY CHANGES BETWEEN FRONT
AND SIDE FEED WITH ONE SIMPLE OPERATION

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NEXT GENERATION C SLEEVES

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PATENTED



COMPETITION

Win a Kåsa
PAGE 8

EITECH'S FITTERS WERE GIVEN A REVIEW OF THE UPDATED C SLEEVES PROGRAMME THAT ELPRESS HAS JUST LAUNCHED. THAT THERE ARE NOW 8 SLEEVES INSTEAD OF THE PREVIOUS 41 WAS A FEATURE THAT WAS MUCH APPRECIATED BY THE FITTERS.

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IMPORTANT LOCAL SKILLS PROVISION

Ådalsskolan is the only high school in the Kramfors municipality and the school's industrial programme is an important part of Elpress' skills provision.



"We have a very good collaboration with Elpress," says Göran Freed who is the programme director of the Industrial Engineering programme and teaches industrial technology.

"Above all, students are very pleased with the education they receive from Elpress," he continues.

To increase the quality and status of the industrial programme, for the last few years students have been certified in CNC during the training period.

"It has given the desired result. Today we have more applicants for the programme than we can accommodate and the ten companies we collaborate with queue to take our students.

» **Above all, the students are very pleased with the training they receive at Elpress** «

Elpress has trained seven supervisors for the project.

"In addition to really good and committed supervisors who are really engaged in the task, Elpress has also developed a superb structure for our students. For eight weeks, they rotate at the com-

pany and thus gain insight into tasks that include service, design, production and warehousing," says Göran Freed.

During the Workplace practice placement, he visits the students every week and makes regular evaluations.

Students who in year three are completely independent in production are often offered an apprenticeship and are then paid during their training. In addition, the prognosis is good for permanent employment after graduation.

"With this approach, both the company and the pupil have a good period to form an opinion of each other. The students who, during their placement, show that they have a willingness to learn have a bright future in the labour market," says Göran. ■



NAME: AARON PHELAN

AGE: 21 years old

TRAINING: Industrial programme, focus CNC operator

How did you get in touch with Elpress? An apprenticeship during high school. Became a permanent employee after graduation.

What are your duties? CNC operator.

What are your plans for the future? To develop myself within Elpress and to learn new things. If offered, I would be delighted to take the opportunity to be trained and develop at Elpress, instead of studying at university.



NAME: MATTIAS NORDLANDER

AGE: 19 years old

TRAINING: Technology programme

How did you get in touch with Elpress?

Vacation work for 2 years and then got to continue after I graduated.

What are your duties? Machine operator, I operate a lot of different machines and jump in where needed.

What are your plans for the future? To work a few years and gain experience. Maybe study further at university, I have a dream of working with data and IT, but being a CNC operator might also be interesting.



NAME: JIM NORDLANDER-SAHLÉN

AGE: 18 years old

TRAINING: Studying the third year of the Industrial Engineering programme

How did you get in touch with Elpress? Vacation work and for the last year I have been an apprentice at Elpress.

What are your duties? Tool maker.

What are your plans for the future? To work a few years and possibly study further in a technical area, such as an engineer.

New framework in place

A clear strategy for co-operation with authorized partners and distributors is the result of a successful internal project that ran from September 2016 to April 2018.

Six months before the project time ended, the new model had been implemented according to plan.

There were three goals for the project. The first was to create a fully applicable concept for working with partners and distributors.

"The second goal was to implement the Elpress cooperation model in five different markets with five different partners and to increase sales," says Karl Hellström, author of the new framework and now dedicated resource for partners and contracted resellers.

In terms of increased sales, it will take time to see real effects.

"But the number of partners surpasses the target by almost double" notes Karl.

The new procedures include continuous contact with the Elpress partners and here Karl has stepped into a new role. Under the given framework, he is responsible for maintaining the dialogue with them.

"This in turn leads to deeper cooperation, where we can get a quicker, clearer view of the needs of the end customer and thus gain the ability to adapt to each market," he says.

The work on meeting customer needs is already at full throttle.

"Here I become the link between the needs of the market and the expertise that exists internally to ensure that we best meet those needs and put them into action," says Karl. ■

Karl Hellström



ELPRESS' NEW SHOWROOM

– a place for training and customer visits



During the spring and summer, Elpress' new showroom has taken shape. A space with optimal opportunities for training, conferences and meetings. "We regard our customers and suppliers visiting Elpress' operations in Kramfors as an important part of our collaboration," says the CEO Mattias Östman. "The premises are directly attached to our production facility, a tour of the business where you can follow the manufacturing process from raw material to finished product is something that is really appreciated. Everyone who wants to visit us is cordially invited to Kramfors," concludes Mattias.

EITECH BUILDING NEW GRID SUBSTATIONS FOR THE SWEDISH NATIONAL GRID

— ELPRESS IS ON THE JOURNEY

The Swedish national grid substation Midskog has reached the end of its technical life and needs to be renewed. In connection with the construction of the new station, it is also being adapted to enable connection of renewable electricity production planned in the area as well as the improvement of flexibility and operational safety.

In the middle of the forest, about 30 km east of Östersund, a brand new grid substation, big enough that it would cover 10 football pitches, is currently being built. Elpress salesman Sune Dahlberg made a site visit to Eitech, who have a large assignment in the project, and perform a lot of grounding using Elpress C sleeves. Eitech's fitters were given a review of the updated C sleeves programme that Elpress has just launched. That there are now 8 sleeves instead of the previous 41 was a feature that was much appreciated by the fitters.

Eitech's task for the new grid substation in Midskog includes the complete functional delivery of 400 kV and 220 kV switchgear. Among other things, the assignment also includes responsibility for installation of lighting equipment, auxiliary power systems and control devices at the facility as well as the decommissioning of the existing 400 kV and 220 kV switchgear.

Everything should be completed in 2020 and the project cost is about 250 million SEK. Eitech's site manager, along with a number of other contractors, ensures that the project moves along and that schedules are kept. When asked what could cause the project to be delayed, he responded immediately that it was when material deliveries did not arrive on time. Often it is the case that one man must finish a job before another man can continue with his job, it is all connected. If there are no materials and a job cannot be finished, it obviously puts a spanner in the works.

Right now there are a lot of ground-work jobs being done. When work was started on the substation, the area was completely covered by forest. A whole year has been sent blasting the rock that

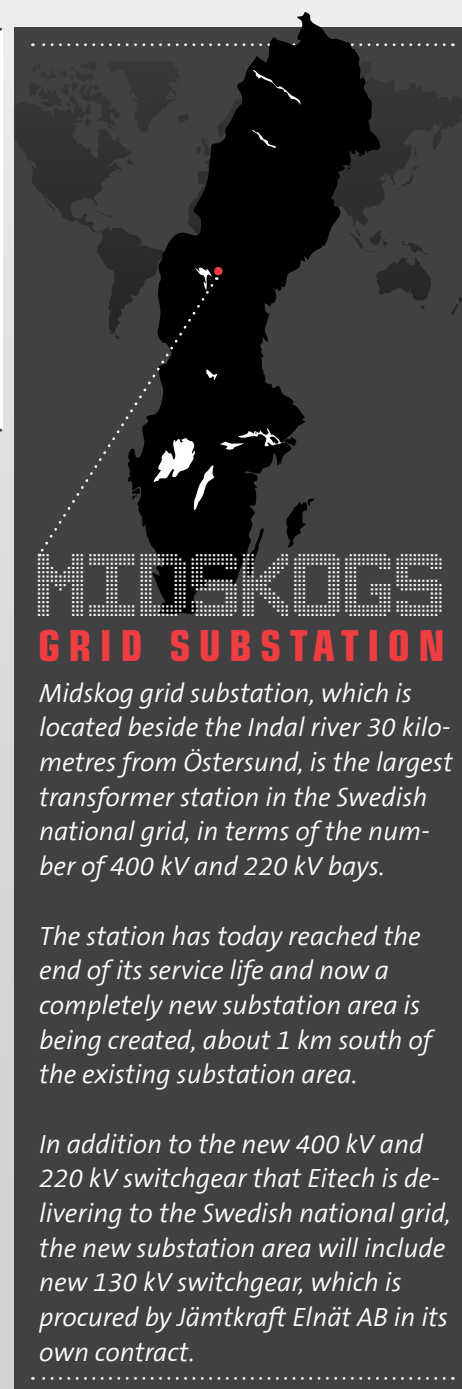
» Eitech's fitters were given a review of the updated C sleeves programme that Elpress has just launched. «

was on the slopes. There is a rock crusher on site and the material is used for filling.

That winter with snow and cold is approaching has no effect on the work of the station. "If we need to excavate in frozen ground, it's just a case of shovelling off the snow and warming up the slope and then excavating, so there's no problem," says Eitech's fitters who have many years of experience in similar projects around Sweden.

The site is not yet fully staffed, but in just a few months when the autumn darkness has fallen, the 7 hectare site will be illuminated with construction lamps and headlamps for the staff. The project is security classified and careful checks are made of everyone working there. A 2 km long fence with security cameras will surround the substation area when it is completed and it will be monitored from an operating centre in Sollefteå.

The project includes dismantling of the old station, and Eitech is also involved in that. Materials that can be re-used are sent for recycling and what is old and worn out is sent to landfill. ■



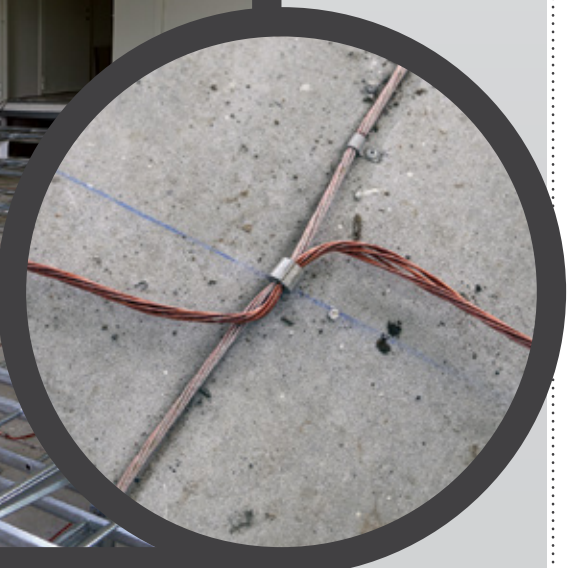


Elpress salesman Sune Dahlberg tells Eitech's fitters about the updated C-sleeves programme. From left Simon Sjögren, Uno Hedström, Kjell Brink and Stig Linder.

So far, mostly groundwork has been carried out. Here are the foundations for the poles that will carry the cables.



The floor in the control room is covered with earth lines and Elpress C-sleeves.




《 PRODUCT NEWS 》

PEB0110T

– flexible tool that quickly changes between front and side feed with one simple operation

The new crimping tool PEB0110T for end sleeves has a compact, self-adjusting mechanism that ensures the quality. With the rotating jaws, the user gains greater flexibility as both front and side feeding can be done with one single tool. PEB0110T has only one die position and thereby ensures that correct contact crimping is done.

- lower weight than the equivalent tools on the market
- Large cross-sectional area range 0.14-10 mm²
- Large openings in the dies for easy insertion of the end sleeve in the tool
- Trapezoidal crimping geometry with serrated underside for optimal extraction values
- small and compact, optimal for confined spaces and perfect for small hands

Designation	Cross-sectional area range	Crimping geometry
PEB0110T	0.14-10 mm ²	



RPL5548

– assortment box with system solution

RPL5548 is a complete assortment box for electricians who like to keep things neat and tidy. A high quality system solution for storing tools and end sleeves that is used in daily work.

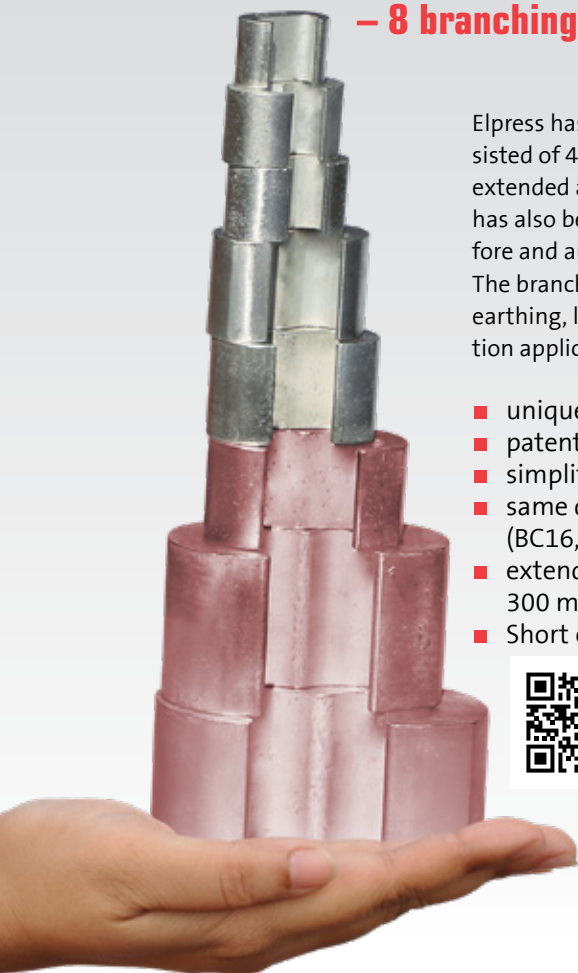
Content

- New crimping tool PEB0110T, crimping area 0.14-10 mm², front and side feed
- Wire stripper CT10, strips up to approx Ø 10 mm
- 1550 pcs Elpress end sleeves 0.14-10 mm²



Next generation C-sleeves

– 8 branching sleeves replace 41 existing C-sleeves!



Elpress has developed its programme of branching sleeves, which previously consisted of 41 different C-sleeves, today compressed into 8 sleeves. Each sleeve has an extended application area and the number of dies needed to perform the crimping has also been reduced. Naturally, the C-sleeves have the same high quality as before and are tested and approved together with Elpress tools.

The branching sleeves are suitable for splicing and branching of Cu conductors for earthing, lightning-conductor installations and other types of potential equalisation applications. Ideal for earthing in ground.

- unique program
- patented solution
- simplifies installation
- same dies as before – but fewer variants (BC16, BC11 and BC4 are withdrawn)
- extended area of use, conductors with cross-sectional areas of 300 mm² can now be branched to 95, 70, 50 and 25 mm²
- Short circuit tested according to IEC 61238-1



SUCCESSFUL STORE CONCEPT

Ahlsell's store in Kungsbacka has embraced the Elpress "store concept" which means better exposure of Elpress products in stores.

EThis solution is very much appreciated, both by our customers and by us who work in the store," says Ulf Iversén, who is the electricals salesman at Ahlsell in Kungsbacka.

The new packaging means that the range is easy to view and Ahlsell soon noticed a clear increase in sales of Elpress products.

"At the beginning of 2018, sales representatives from Elpress came here and built a section of 90 cm, six months later we asked them to expand the range with an additional 90 cm," says Ulf.

Ahlsell has chosen to offer only Elpress products in its crimping products.

"The Elpress brand is well established among our customers and we believe that it covers their needs very well," says Ulf Iversén.

He adds that the store concept makes it easier for both sellers and buyers.

"We use self-scanning and with this solution it is almost impossible for the customer to make mistakes. At the other end, it means that we have better control over our stock balances and even more satisfied customers." ■



Mats Djerf and Ulf Iversén

COMPETITION

Answer the 3 questions correctly and you'll have the chance to win a beautiful wooden kåsa. Kåsas will be awarded to 3 winners chosen from those who answer correctly.

QUESTIONS

1. When will the new grid substation in Midskog be ready?

- 1. 2019
- X. 2020
- 2. 2021

2. Which range of cross-sectional area does PEB0110T have?

- 1. 0.14 – 10 mm²
- X. 0.4 – 10 mm²
- 2. 0.04 – 10 mm²

3. What is the name of the high school that Elpress works with?

- 1. Gudmundråskolan
- X. Kramforsskolan
- 2. Ådalsskolan



Send or fax your answers by 4/1 to:

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

Fax no. +46 612 71 71 51, or by e-mail to: jeanette.ronnberg@elpress.se

The correct answers and winners will be presented on our website

www.elpress.us on 11/1. Any tax on winnings is payable by the winner.

FOCUS ON PACKAGING STRUCTURE

As part of his Master of Science studies, with a focus on Industrial Economics, Joel Tsegaye is writing his thesis on a stock optimisation project at Elpress.



I was requested by Elpress to look at logistical optimisation of a specific product group and I am now a month into that work," says Joel.

The task has the working title: "Elpress manufacturing and packaging structure - Analysis".

A problem formulation has been written, as well as an analysis of the present situation.

"I am now looking at various scenarios, doing cost-and flow analysis to ultimately be able to summarise and recommend different development opportunities for Elpress.

Interest in logistics optimization developed during the studies.

"It is fascinating to see what happens to companies that optimize the flow in their value chain, it is chang-

ing the whole understanding of real time" he says.

At Elpress, he has been met with great engagement in his work.

"Everyone is extremely helpful and interested. Classmates who are writing their theses for larger companies describe a completely opposite situation, they disappear into the crowd and nobody cares what they are doing. For me, it is valuable to have close contact with the employees," he says.

Joel Tsegaye was born and raised in Uppsala, but is studying at the University of Umeå. He has rented an apartment in Kramfors for the six months he will spend writing his thesis.

"It's the easiest way. I need to be on site to understand and analyse the problem." ■

