

New Year, new Challenges!

The current changeable world economic climate is affecting us all in many ways. Currency changes, increased caution and decreasing order levels, are just a few of the things we can read about in the papers.

In these difficult times we at Helge Nyberg are continuing to try to achieve our goals and visions, doing the very best we can. This positive trend involves our increased presence in European catalogues compared to previous years, and pending projects with our new Autotruck. We have taken part in the LogiMAT fair in Stuttgart at the beginning of March, where we received a great response with many enquiries. You can read more about that further on in this newsletter.

Activities in Eastern Europe are increasing during the first quarter and we are looking forward to the results of this work during the rest of the year. Do not forget our great skills in developing special trolleys, load carriers and trucks for your unique needs – please put us to the test, if you have a requirement for such a project.

I am looking forward to meeting old and making new relationships in the coming months, so please, contact us to make us constantly prove our services!

Kind regards

Anders Manfred



ANDERS MANFRED
MARKETING AND SALES DIRECTOR

Ergobjörn



LogiMAT - Stuttgart

Between the 3rd- 5th of March we exhibited at the LogiMAT fair in Stuttgart. It is an international fair with a focus on distribution, materials handling and information flow. There were more than 700 exhibitors there and around 16,000 visitors.

After CeMAT in 2008 - the LogiMAT fair is the second biggest logistics fair in Germany. Many of the visitors that came on our stand, viewed our products, and showed a lot of interest in both our trucks and trolleys.



Richard Schmitt, our Area Sales Manager in Germany, Switzerland and Austria says:

"This was a very successful fair, which has resulted in a lot of interesting contacts and projects. We also had the privilege to meet many of our current relations, so I feel very satisfied. Now, the work begins to follow up all the leads from the fair and I'm pleased to see that my agenda is full in the coming months."

We also noticed that our investment in a local warehouse in Germany since 2007 has really created a lot of interest, and we are looking forward to developing this market.



Warehouse in
Friedewald

Now you know!

... that our ESD Trolleys are available unassembled.

Due to increasing sales at home and abroad we can now supply many of our ESD Trolleys unassembled.

For the ESD flat pack numbers, and more detailed information of these products, please read more under www.ergobjorn.com

SPECIAL SPECIAL SPECIAL SPECIAL

With Ergobjörn - Anything is Possible!

Many of our customers' material handling' requirements are unique. A lot of different factors, such as goods varying in size and weight,

how facilities are built, sizes and width of aisles within warehouses etc, affect how work assignments are divided in production or in offices.

Over recent years, we have worked hard at being sharp and having the ability to present specially adapted transport solutions for different customer requirements. Sometimes it is not about making a whole new solution from scratch, but just to simply apply a smart accessory. We do not view these solutions as something complicated and expensive, we view them as a normal part of our daily work.

It is time to show you more of those good solutions we have developed together with our customers.

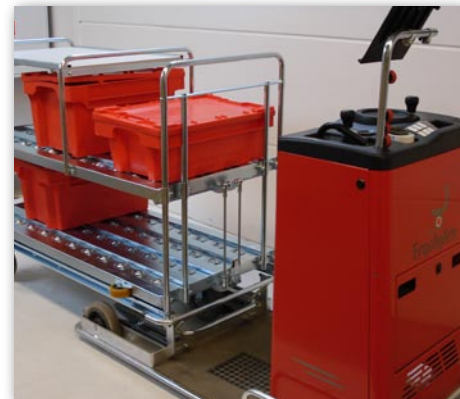
For these users, our special solutions mean an improvement in terms of quality, working tools and utilisation. It is often more cost efficient to have one solution, instead of combining several different ones.

The process with special solutions development – meaning trolleys, load carriers or trucks – requires a lot of creativity and accuracy. We have over the years developed methods and routines to secure an optimal solution for our customer. This is something that we constantly work at improving.

Please feel welcome to put us to the test!



Trolley for Order Picking



Load Carrier with Shelf Rollers



CD/DVD Trolley



Trolley for Paintings



Assembly Trolley



PS. This is a standard trolley with accessories!



Laptop Holder



Adapter for Pick-train

Want to Know More?

We have put together two folders with a number of examples showing different special solutions for trolleys, trucks and load carriers. You can either download them on www.ergobjorn.com, or send an e-mail to sales@helge-nyberg.com.

