

ELPRESS[®] NEWS

ELPRESS NEWS

Analyzer

– software for quality assurance of crimps and system for calibration



SMALL ON
THE OUTSIDE

BIG

ON THE INSIDE

PS710E251

New partnership

Elpress has entered into a partnership with Jordarna, a company offering services such as safety and security planning, electrical work responsibility and connection responsibility.

“We have years of experience of the industry,” says Jörgen Eriksson, who founded the company eight years ago.

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Elpress keeps its promises



ABB Trafo in Drammen makes transformers for power plants and smeltworks, and the biggest of these weighs almost 300 tonnes. They use System Elpress in their manufacturing process.

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Competition

Enter our competition on page 8 for the chance to win a great coolbag with two matching mugs!

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Business going like clockwork

Elpress recently won a Swedish Transport Administration contract relating to drilled electrical connections to rails and is already working on the start-up phase for the application of Railbond.

“This is an established technology for railways in Europe, and finally it’s becoming standard in Sweden as well,” says Leif Lundberg, the man in charge of the Elpress traction segment.

WHEN a train passes across a connection in a rail, that connection emits a signal. This signal in turn is linked to barriers and warning lights along the rail.

“With this method, a hole is drilled in the rail. A Railbond – a socket with a threaded rod – is fitted here, then a cable lug is connected to it using a railbond connection instead of soldering it onto the rail.

“Railbond fittings can be installed in all types of climate, and this specific method provides an excellent electrical contact between the cable lug and the rail.

“There are major advantages to drilling the connection into place from a user standpoint, but perhaps more importantly from a

safety standpoint as well,” states Leif.

He continues:

“One advantage of Railbond is that drilling, fitting and crimping all take place from the same side of the rail.

“Sweden has adopted this method following extensive testing, although it’s already used as standard throughout much of Europe.

“Railbond has been the method of choice in Norway for a number of years now, for example. If you stand on the border between Sweden and Norway on the line between Luleå and Narvik, you’ll see that the connections on the Swedish side have been soldered into position, while the connections on the Norwegian side use

Railbond and cable lugs with screw connections,” explains Leif.

The Elpress Railbond system will be used by the Swedish Transport Administration’s Material Service Division.

“Most details – such as part administration and manuals – are already in place, and specific projects can be started over the next few weeks.

“The Railbond system will gradually become the industry standard in Sweden as well,” reckons Leif, who thinks it’ll take a decade to replace all the old connections with new ones.

“I can see enormous potential in this deal,” says Leif.

Simple and quick Railbond procedure



Drill the hole. Use cutting oil.



Clean the inside of the hole after drilling. A good contact surface has been created.



Fit the bolt. Make sure the tool is untensioned by pressing the handle. Screw the threaded rod onto the socket.



Place the bolt in the hole and apply the tool to it. Press the handle until you hear a click. The bolt is now firmly secured to the rail.



Crimp Elpress connection with associated tools.



Place the copper connection on the bolt. Use the flat washer supplied, along with a self-locking nut and torque wrench. Always follow recommendations.

“The Railbond system means a much more secure connection”

Elpress has entered into a partnership with Jordarna, a company offering services such as safety and security planning, electrical work responsibility and connection responsibility.

“We have years of experience of the industry,” says Jörgen Eriksson, who founded the company eight years ago.

The JORDARNA CV is quite impressive, they work for the big guys in the industry.

“Our business concept involves offering clients in the electricity and railway industries qualified staff, mainly working with electricity, earthing and overhead lines. We also offer resource requirements for contracting assignments for entire or partial contracts. Most of our clients are in the railway and electricity industries, and we work with organisations in both the public and the private sector,” explains Jörgen Eriksson.

In the mid-1990s, he worked with protective earthing at Banverket Industridivisionen – what’s now known as the InfraNord contract – and began to get to know the Elpress range back then.

“As Elpress have been market leaders in Sweden for a long time, I’ve been using their stuff since I was at InfraNord. But it was only during the Nordic Rail fair last year that we actually got in touch directly,” says Jörgen Eriksson.

The partnership between Elpress and Jordarna came into being when Elpress recently won one of the Swedish Transport Administration’s contracts, which means that the Elpress Railbond system will be used by the Swedish Transport Administration’s Material Service Division.

“This partnership is based on the fact that we’ll be using the Elpress Railbond system now that the Swedish Transport Administration is starting to drill in rails

instead of soldering. Drilling means a much more secure connection at the rail itself, and it’ll also keep the number of earth wires at depots to a minimum. Another advantage of Railbond is that it doesn’t require all that much space. Above all, drilling will be a much better option in places that are hard to access,” reckons Jörgen Eriksson.

Jordarna currently has ten or so employees all over Sweden.

“We’re very quality-conscious, and we’re constantly working to improve our quality. We go on training courses and keep ourselves abreast of developments. Our aim is always to offer our clients the safest and best solution,” says Jörgen Eriksson.

Deep earthing without splicing conductors

An earth plate is a conductor laid in the ground which is used to divert electric current from a device which is connected to the earth plate, to the surrounding ground.

Principle

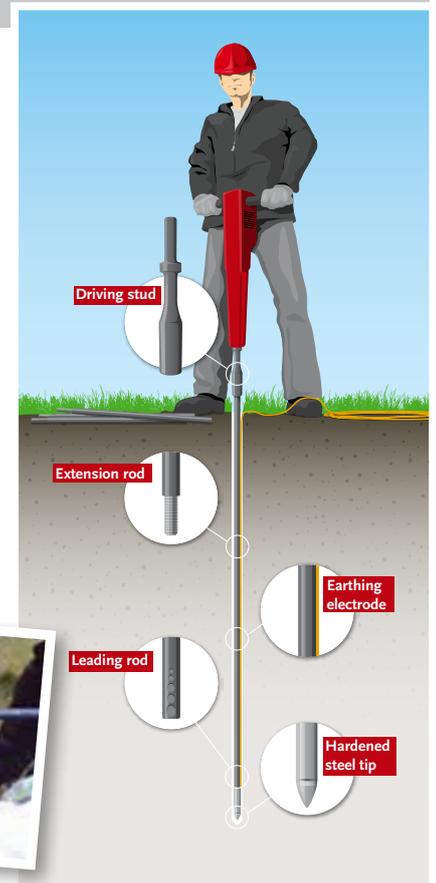
The Elpress concept involves an earthing system without joints. The electrode consists of a copper wire which is driven down by a system comprising jointed steel tubing 0.8 metres long with a tempered steel tip on the front, preparing the way for the earth wire and driving down into the ground. The earth wire is inserted in the tempered steel tip and clamped in position by the front tube.

The extension tubes are fitted with guide pins which are inserted into preceding tubes as work progresses.

The bleeder resistance is measured constantly at one end of the line, and when an appropriate value is reached driving is stopped and the last extension tube is pulled up. Driving takes place with the help of an impact machine with a suitable striking shank or a sledgehammer and impact socket.

Advantages

- no splicing of earth electrode/earth wire
- large area: 16-95 mm²
- can be used for different types of wire
- corrosion resistant – very long service life
- control to prevent the wire and tip striking against rock
- option of continuously measuring the grounding resistance
- few parts for uncomplicated and reliable driving
- low cost and weight compared to other systems



CUSTOMER CASE



ELPRESS

keeps its promises

ABB Trafo in Drammen makes transformers for power plants and smeltworks, and the biggest of these weighs almost 300 tonnes. They use the entire System Elpress in their manufacturing process.

“EVERYTHING FROM TERMINAL LUGS, through connectors and crimp heads to dies and matrices. And not to mention all the training that Elpress has given our staff over the years,” says Bent-Roar Jørgensen.

The partnership with Elpress dates back many years.

“We’re really pleased with this partnership. I appreciate the personal contact, and everybody I’ve come into contact with has been incredibly helpful and pleasant. When we have the occasional problem with a connection, we can almost always guarantee we’re the ones who’ve done something wrong. Elpress keep their promises and they offer exactly the high quality that they claim to have,” says Bent-Roar Jørgensen.

ABB Trafo in Drammen is able to meet its customers expectations with Elpress certified systems.

“Our customers demand traceability, and we can give them that when we use Elpress products,” says Jørgensen.

But he has one reservation.

“I’d like to see shorter delivery times for T-connectors. Elpress doesn’t keep any B-class products on its shelves, so it can take a while for us to get our products. And unfortunately, that’s time we very rarely have,” he says.

As the Eliaden trade fair approaches, Bent-Roar Jørgensen is feeling quite inquisitive about one particular pump.

“I’ve got an offer here on my desk relating to the PS 710 pump. It looks really good and I think it’d suit us down to the ground,” says Jørgensen.

As far as tools are concerned, he dreams of a tool that doesn’t really exist.

“We often don’t have much space to insert the crimp head when we’re crimping, we have to pull the cables out a bit in order to get behind the transformer. The tool I



When we have the occasional problem with a connection, we can almost always guarantee we’re the ones who’ve done something wrong

Elpress customer ABB Trafo in Drammen, Norway, manufactures transformers for power plants and smeltworks.

dream of doesn’t exist as yet, but I’d love to have a hand tool with a really small crimp head, but with the same force and safety considerations as existing tools. There’s

probably a reason why this tool doesn’t exist... but a man can dream, can’t he!” says Jørgensen.

TRADE FAIR

Interesting new products at the **Eliaden trade fair** in Norway

We'll be taking a quick trip to the Norwegian market prior to the Eliaden trade fair in Lillestrøm in early June. "It's exciting to be able to present our new products at the trade fair this year," says John-Hugo Pedersen, Elpress Area Manager in Norway.

JUST like in Sweden, Elpress is the market leader in Norway.

Here, the market consists of three customer groups, all of approximately the same size: power station customers, offshore industry customers, and installation engineers.

"We're really pleased to be able to refer all our customers now to Viking Elektro, which is Elpress' authorised service partner in Norway. The service which Viking Elektro launched last autumn in order to work with Elpress products is already extremely busy," says John-Hugo Pedersen.

The new Analyzer software, which permits statistical process control of connections, is this year's big news for offshore industry customers.

"Analyzer sends out important signals indicating what the future will be like, and also shows that Elpress is playing in the league at the cutting edge of development. When we demonstrated Analyzer to our offshore and subsea customers, they saw straight away that this is exactly what

they've been wanting. The fact is, Analyzer has resulted from our receptiveness to what our customers need. A connection to be submerged in the sea has to be able to withstand the stresses it'll be subject to. We've produced Analyzer for customers who are attempting to rule out their error margins," says John-Hugo.

It goes without saying that Analyzer will be on show at the Eliaden trade fair in Lillestrøm, as will the new PS710 pump.

"The hydraulic PS710 pump is completely unique in that it provides complete quality process control for cable manufacturers. This pump has a built-in computer, and when it's connected to a PC you can easily log crimping operations in real time. It'll also make work a lot easier for anyone who has to carry the pump with them, because it's so much lighter and more compact than the PS700, its predecessor," says John-Hugo.

It's really great that we're able to present two really good products this year that clearly show quality enhancement at Elpress.



John-Hugo Pedersen

See you at
www.eliaden.no
Eliaden 2012

4 - 7 June 2012
Norway Trade Fairs, Lillestrøm
Stand number D06-26



Viking Elektro authorised service workshop in Norway

Elpress service manager Tobias Norlin (right) presented a Service Partner sign to Ole-Juritz Røgeberg of Viking Elektro to show that Viking Elektro is now an Elpress authorised service partner in Norway.



Guaranteed consistent quality with ANALYZER

Elpress have been inspired by Six Sigma to produce their new software, Analyzer. "Six Sigma is a methodology for improvement projects. Our aim is to make savings by reducing the causes of defects in manufacturing processes and business processes," says Peter Larsson, the man responsible for testing new Elpress products.

The predecessor of Analyzer is a piece of software which documents work carried out. Now Elpress is going the whole hog by offering its customers the option of carrying out statistical process control.

"It's actually really simple. The program creates a numerical value for every crimp, and by crimp I mean the combination of conductor, cable lug and tool. Then we use simple means to study all crimps in a PC environment, where they're allocated a unique ID number for full traceability," says Peter Larsson.

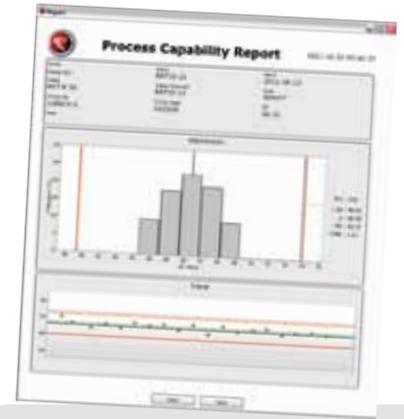
Analyzer is a simple SPC (Statistical Process Control) program which provides an opportunity to view crimping as a measurable process, a statistical program for systematic studies of variations in manufacture.

"You can either use the program in real time or view crimps already made as a benchmark. The whole point of Analyzer

is to be able to demonstrate that quality is consistent. We're finding more and more often that end customers are demanding the type of document that guarantees consistent quality," says Peter Larsson.

Analyzer will mainly be used in the cabling industry to produce large series of thousands of identical crimps, but in practice the software can also be used for very small series. The software is used together with Elpress pump PS710D + crimping station CS2500, or pump PS710E which is used with the V1300 system and the V250 system.

"Analyzer will also allow us to show that Elpress is at the forefront of development in this field. As Six Sigma forms part of the quality control procedures of our most demanding customers, we've attempted to be receptive to what their end customers want. And Analyzer was the result," concludes Peter Larsson.



ANALYZER

– Software for quality assurance of crimps and system for calibration

- Elpress Analyzer improves overall quality
- Helps the operator and facilitates work
- Provides a tool for process improvement
- Monitors and measures all contact crimps
- Supports preventive measures for tools
- Creates traceability and documentation
- Simplifies communication
- Improves user skills
- Eliminates defective contact crimps

SMALL ON THE OUTSIDE BIG ON THE INSIDE

The PS710 is a battery- and mains-operated pump for contact crimping, using advanced control and monitoring of the contact crimping process. A flexible system for a wide range of applications with high performance and reliability for professional use.

There are three basic versions of this pump, all of which can be customised to suit your own specific requirements.

PS710E – for fitters in the distribution network or industry

PS710E251 (standard solution)

PS710D – for cable harness manufacturers

PS710D (pump only)

PS710R – for users requiring a reliable standard product

PS710R250 (standard solution)

See www.elpress.se for more detailed information on the various solutions available for pump PS710.



PS710 POWERMAN – POTENT QUALITY ASSURANCE.



The Elpress Customer Centre (from left): team leader Katarina Forsberg, Gunilla Nordling, Yvonne Mattsson and Mattias Pallin (seated).

Elpress to be more aggressive on the market

Elpress: thinking again, thinking along new lines, thinking forwards. "We're replacing the current order department with a Customer Centre that'll act as both a Back Office and a Front Office in the longer term," explains Katarina Forsberg, who recently took over as Team Leader for the new Elpress Customer Centre.

ELPRESS customers will really notice the difference, with better, faster service and support.

"Our internal sales team will have broad expertise in the long run. They'll be handling customer orders as well as technical support, tenders and complaints. More questions will be answered directly instead of being passed on to someone else. We've already moved some of our technical support team to the Customer Centre so that our internal sales team can deal with more advanced issues as well," explains Katarina Forsberg.

She's worked as an order processing manager and as a sales support manager over the latter part of her fifteen years at Elpress. Price list management for the Nordic countries and bonus management have also been part of her job description. She'll be continuing with these tasks in her new role as Team Leader.

"My biggest challenge now is to free up time. Initially, I'll be looking at how we work at present and how we use our business system. We can become more efficient by simplifying and improving our procedures.

"We've already decided to upgrade the sales support system so that the tendering process, for example, can be more integrated into the business system, allowing us to deal with tenders more quickly," says Katarina.

The next step will be to place the Customer Centre in a position to support the sales organisation with agreements, pricing and tenders.

"In the even longer term, we'll switch from being a Back Office with administrative tasks to being a Front Office where our internal sales team phone customers and really become the public face of the company," says Katarina.

This reorganisation is all part of Elpress' intention to grow quickly and adopt a more aggressive stance on the market.

"We're changing our strategy, so instead of being product-oriented as we've been up to now, we'll be more customer-oriented instead. This means that communication has to take place more quickly," reckons Katarina.

As Team Leader, she'll be the vital link between the Customer Centre and other departments within the company.



ONE MOMENT YVONNE MATTSSON

Internal salesperson at the Elpress customer centre in Frånö

You've been employed by Elpress for 36 years now. You spent 33 years working on the switchboard, and you've been working in internal sales for nearly three years now. What's the biggest difference?

Oh, there's an enormous difference! Above all, with internal sales I have a more detailed knowledge of Elpress products than I needed to have before. But I really appreciate the fact that this allows me to maintain contact with customers, because I really enjoy that aspect of my job. After so many years working on the switchboard, a few customers can recognise my voice when they phone in. Even now, some customers ask me to put them through to the orders line when they hear my voice!

What would you call a straightforward order? And a difficult one?

It's really straightforward when customers call and know exactly what they want. When they rattle off E-numbers all I really have to do is send off an order acknowledgement straight away. But that said, it does take a bit more time when I get an order for products that we manufacture specially for customers, products that we don't keep in stock. These are sometimes completely new products that the technology department has to create drawings of first, and then prices have to be worked out as well. This means it might take a bit longer for these customers to get their orders.

The Elpress brand represents quality. How do you perceive this in your work?

I know I'm selling a good product, I'm proud of that. I also know that I'm providing a high level of service. Doing a good job has always been important to me, and I think I can meet customer expectations with 99% accuracy. Not only Elpress products are characterised by high quality – each and every staff member's efforts to do a good job also benefit our customers.

COMPETITION

Answer our 4 questions correctly and get the chance to win one of our 3 kits containing a great coolbag with two matching mugs.

QUESTIONS

1. What is the name of the software produced by Elpress for traceability of crimps?

- 1. Analyzer
- X. PS710
- 2. Six Sigma

2. What is the name of the Elpress Team Leader at the new Elpress Customer Centre?

- 1. Yvonne Mattsson
- X. Mattias Pallin
- 2. Katarina Forsberg

3. Our new PS710 pump is available in three different variants. What are the different variants called?

- 1. PS710A, PS710B, PS710C
- X. PS710D, PS710E, PS710R
- 2. PS710B, PS710D, PS710E

4. Which stand number will Elpress be on at the EI & Teknik trade fair?

- 1. D06-26
- X. C3-A50
- 2. C-3000

Name _____

Company _____

Address _____

Postal code _____

Location _____

Country _____

Tel. _____

E-mail _____

Send or fax your answers by 21 May to:
 ELPRESS AB, Box 186, SE-872 24 Kramfors,
 Sweden. Fax no. +46 612 71 71 51.

The correct answers and winners will be published on our website www.elpress.se on 25 May. Any taxes payable must be paid by the winner.

STAFF NEWS



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TRADE FAIRS



8-10 May 2012
Odense, Denmark

We'll be on stand C-3000.
http://www.danskenergi.dk/AndreSider/EI_Og_Teknik_2012.aspx



3-6 June 2012
Atlanta, GA

We'll be on stand 7109.
<http://www.windpowerexpo.org/>



4-7 June 2012
Lillestrøm, Norway

We'll be on stand D06-26
www.eliaden.no



26-28 June 2012
Berlin, Germany

We'll be on stand no. 2527.
www.coilwindingexpo.com

INVESTMENT IN PRODUCTION

THE NEW hydraulic press has now been commissioned. This will replace the tired old press for extrusion of aluminium and copper materials for Elpress connectors of AKK type.

This new press is more reliable than its predecessor, but it's also more powerful, more precise and has a larger throat. This means that

we'll be developing a method for crimping even bigger copper and aluminium materials of various kinds, thereby helping to reduce consumption of raw materials and so benefiting the environment.

With this investment, Elpress can produce up to 400 mm² bimetal cable lugs more efficiently and will later have the option to go up to 630 mm² as well.

