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ELME Spreader
1974 - 2024

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Gösta Karlsson, founder of ELME Spreader, giving a speech during the celebration of 25,000 delivered spreaders in October, 2022.



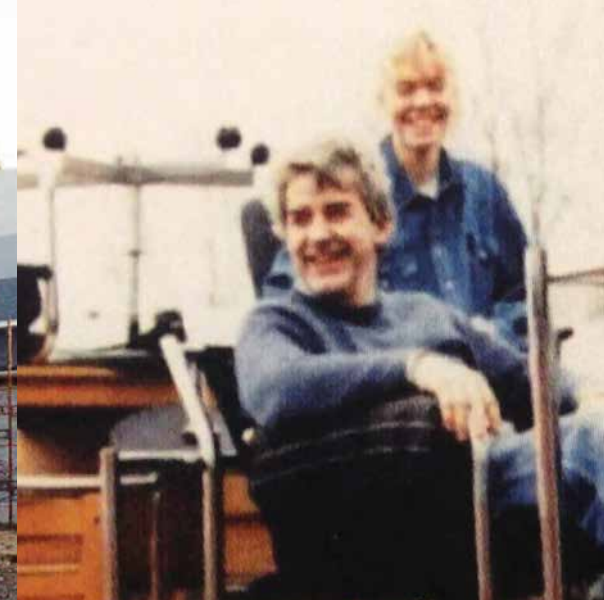
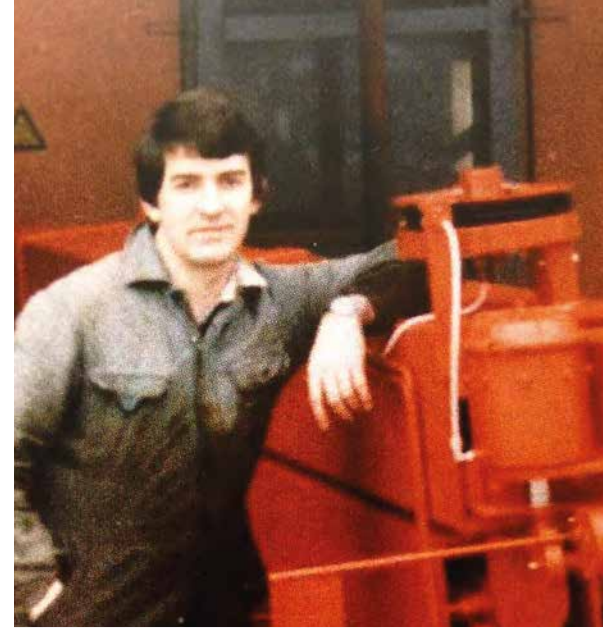
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Where we are today and what we have accomplished were beyond the wildest imagination when the company was founded

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1973

Gösta Karlsson, the founder of ELME Spreader, registers the company Elmhult Konstruktions AB.

1974

Elmhult Konstruktions AB manufactures and delivers its first spreader to Hyrtrucken in Gothenburg, Sweden.

1978

The business is growing. A workshop in Länshult, northwest of Älmhult, is completed.

1983

Office and assembling unit move to Älmhult. ELME International, in The Netherlands, is established with Bob Lensink as partner. Number of employees: 5.

1992

Relocation to the current facilities at Stålgatan in Älmhult. Number of employees: 22.

1997

The company expands; more space for the production units is needed. From 1997 onwards, ELME Spreader purchases a number of large industrial properties.

2001

The workshop area is doubled, now covering more than 14,000 m².

2005

ELME Americas Inc. is registered.

2007

The production rate exceeds 1,000 spreaders a year.

2009

ELME Spreader Trading (Shanghai) Co. Ltd, is registered, soon followed by the opening of an office in Shanghai.

2014

ELME Spreader celebrates 40 years in the business. Number of employees: 170.

2014

ELME releases a new concept in May 2014 – a box with all the genuine spare parts needed to be replaced at service: ELME Servicebox.

2015

ELME launches ELME Genuine Parts - a range of approved spare parts and accessories.

2017

ELME introduces a line of all-electric spreaders for RTGs, RMGs and ARMGs/ASCs.

2018

The new paint and shot blasting facility is operational.

2018

ELME launches 580 INNOVATION – the New Generation spreader series for empty container handling.

2019

ELME launches 817 INNOVATION – the New Generation spreader with a unique combination of increased structural strength and reduced weight.

2022

ELME introduces the aftermarket range ELME+ and launches ELME Add-on Kit - options that can be added to your spreader after the initial purchase.

2022

ELME manufactures the 25,000th spreader – a Spreader Model 817 INNOVATION.

2023

ELME launches three new spreader models - 818 INNOVATION, 818 INNOVATION WTP and 857 INNOVATION.

2024

ELME celebrates the 50th anniversary of the company. Number of employees: 252.

HOW IT ALL STARTED

GÖSTAKARLSSON, the founder of ELMESpreader AB is a mechanical engineer with roots in the forests of Småland, Sweden. Raised by parents who were farmers, he embodies the Småland culture of hard work and resilience, shaping his way of thinking and approach through life - "One learns common sense at a farm; it can't be taught in a classroom."



A young Gösta Karlsson in work overalls, standing by a spreader ready to be shipped.

GOING INTO THE SPREADER business was somewhat of a lucky coincidence. Gösta, working with building attachments for log handling in the early 70's, noticed customers were often seeking advice regarding the handling attachments and he recognized an opportunity.

Inspired by his previous experiences in the forklift truck industry, he realised a gap in the market – namely in the container handling business. More specifically, he aimed to assist truck manufacturers with the best solutions for container handling spreaders for their trucks.

Gösta's expertise quickly expanded as he became sought after for recommendations on container handling spreaders by truck manufacturers.

HOW IT ALL STARTED

Consequently, on his 25th birthday in December 1973, Gösta founded "Elmhult Konstruktions AB" with his wife Berit Karlsson alongside him. Initially, the business consisted mostly of consulting, but also included the manufacturing of car trailers and lifting baskets for trucks.

It was in 1974 that the company had its breakthrough in container handling and manufactured and delivered its first spreader. Celebrating the first delivered spreader, Berit and Gösta were unknowing of the future success of the company that is today known as ELME Spreader AB.

Gösta Karlsson with colleagues by a truck, a few years before starting a company of his own.





Länshult, 1975. One of the products that was manufactured before it became solely container handling spreaders – a car trailer.

THE FIRST YEARS

A Caterpillar truck with an ELME spreader in Tønsberg, Norway, in the 80's, outside the truck manufacturer. On the other side of the water is the city center.



ELME SPREADER'S journey began much like many other companies, at the kitchen table, before gradually expanding.

The first big order came in 1976 consisting of five units of empty container spreaders. This marked the beginning of a partnership that has endured to this day.

Not long after, someone randomly spotted a truck with an ELME spreader attached at the side of the road and called the phone number on the type plate to request a similar one. This individual happened to be an agent for what would become one of our largest OEM customers today.

Another happy coincidence was when Gösta and Berit attended the Hannover exhibition in 1977 where they met Bob Lensink in one of the stands. They initially intended to seek directions. Instead, they started to engage in conversation over coffee. This encounter ended up with a close business collaboration that later proved to be a pivotal moment. Bob became responsible for the export and marketing efforts across the European

DURING AN EXHIBITION in 1980, Gösta got a request for a piggyback from a man visiting their stand.

Gösta immediately said yes without hesitation and assured the delivery time only to later confess to his companion, Bob Lensink, that he did not know what a piggyback was. Neither did Bob. Despite this, the piggyback was delivered on time, fully working and the result, after delivering spreaders for a while, was an OEM agreement with a manufacturer that is one of our loyal OEM customers to this day.

In 1983, ELME Spreader relocated the office and assembly unit to Älmhult. This period also saw the establishment of ELME International in The Netherlands, with Bob Lensink as partner.

market for ELME Spreader. The result of his great work laid a solid foundation for the international expansion and played a crucial role in the early years of the development of the company.

In 1978, ELME Spreader was located in the small village Länshult with just five individuals, lacking an office and doing business in what some called "a cabin in the woods".

Even during these simple beginnings, we attracted the attention of Caterpillar, the world's leading construction machinery company. Due to the lack of a proper office, the business conversation was held in Berit and Gösta's living room. Despite the modest setup, they managed

to make a significant impact, achieving success when Caterpillar became a client in the beginning of the 80's and remained with the company thereafter.

At the time, Tord Johansson worked as a welder at the company alongside just a few other employees.

Gösta soon discovered that Tord had the same engineering education as himself, having attended the same school, only one year apart.

Recognizing Tord's potential, Gösta enlisted his assistance within engineering during busy periods. Eventually, Tord transitioned to a full-time role of engineer, becoming an asset that facilitated the company's growth, allowing the company

The first construction work to expand the facility in Älmhult in the fall of 1991.



THE FIRST YEARS

to thrive even when Gösta's workload was at its peak.

The move to the current premises in 1992 marked a significant milestone, allowing the company to expand the production capacity. This expansion continued as ELME Spreader acquired more properties on the street and expanded the facilities, setting the stage for future growth.

The journey to becoming a significant industry player is situated in these first years and events. The combination of fortunate timing of entering a growing industry, the ability to find solutions to the customers' needs, and the strategic investments established the foundation for the company's future growth. However, if you ask Gösta – luck played the most significant role.

THE FIRST YEARS



The office at Källargatan, Älmhult. The location of the company before the move to the current facilities.

The move to the current facility in Älmhult in 1992. Loading the workshop equipment onto one trailer, whereas the office furniture and supplies were loaded onto another.

The Hannover exhibition, 1987. Gösta and Berit Karlsson are seated in the back. Tord Johansson is seated on the front left with his wife, Ulla-Britt, beside him. Bob Lensink is seated on the front right, next to the Service Manager at the time, Eddie Beasley, with his wife, Mo.

A wheel loader, rebuilt to a truck, with an ELME spreader.





OUR PHILOSOPHY TAKES FORM

AT THE HEART of our philosophy lies the commitment to maintaining control across the entire production process, from design and product development to manufacturing, assembling, and testing – all carried out in-house. It's the way it has always been.

This approach ensures that we stay true to our identity and consistently deliver high-performance container spreaders.

OUR PHILOSOPHY TAKES FORM

FROM THE VERY START, ELME Spreader has been driven by a commitment to quality, simplicity, reliability, and safety. These core values have not only defined our company principles but have also served as the foundation of our success.

Our dedication to controlling every aspect of production, from start to finish, underscores our belief in specialization and focus within our area, rather than diversification through acquisitions. Our objective is to be really good at what we do.

As the core philosophy has remained steady during ELME Spreader's history, the visions and strategic objectives have developed throughout the years as the company has developed. It was not obvious that it would end up as it is today. One of the reasons is that the industry growth has been larger than expected.

VISION

ELME Spreader AB shall be the leading spreader supplier towards OEM-manufacturers of equipment for container handling.

BUSINESS IDEA

ELME Spreader AB is an independent supplier which develops, manufactures and supplies container handling spreaders.

By focusing on customer service, supply service and product development ELME Spreader AB ensures value to its customers, employees, suppliers and owners.

STRATEGIC OBJECTIVE

ELME Spreader AB's objective is long-term strengthening of its position and brand name in the world market.

A wide-angle landscape photograph capturing a serene scene at dawn or dusk. The sky is a pale, hazy mix of light blue and soft yellow, with a thin, white contrail from an airplane streaking across the upper portion. In the foreground, a lush green field of grass and ferns stretches across the bottom. The middle ground is dominated by a dense forest of evergreen trees, their forms softened by a thick layer of mist or fog. To the left, a few deciduous trees with sparse, brownish leaves stand near a wooden fence post. The overall atmosphere is quiet and atmospheric.

**FROM SMÅLAND TO
THE WORLD**

FROM SMÅLAND
TO THE WORLD

OVER THE YEARS, ELME Spreader has transformed into a global player in the container handling business, with its headquarters and heart always located in Småland.

Our products are in ports and terminals on all seven continents, with every single one of them being manufactured in Älmhult, Sweden.

ELME SPREADER has grown to be the world's leading independent spreader manufacturer with almost half of the world market for truck spreaders.



OUR PRODUCT RANGE



WHAT STARTED with solely truck spreaders, the ELME Spreader product range has come to also include crane spreaders and spreaders for straddle carriers for the handling of containers, trailers, and swap bodies. In addition, we offer a wide range of attachments and special equipment.

A crucial aspect in the development of the ELME Spreader product portfolio is thanks to customer feedback. We tailor our products to customer preferences, leveraging a robust engineering department dedicated to continuous product

development through problem solving capabilities. Through close collaboration with OEMs, we continually refine and enhance our products to meet evolving market demands. Progress is achieved

through incremental steps, and customer feedback plays a crucial role in this process.

Our dedication to the in-house principle is not just a strategic advantage but a testament to our commitment to quality and innovation. By maintaining control over every aspect of production, we ensure the highest standards of craftsmanship and reliability



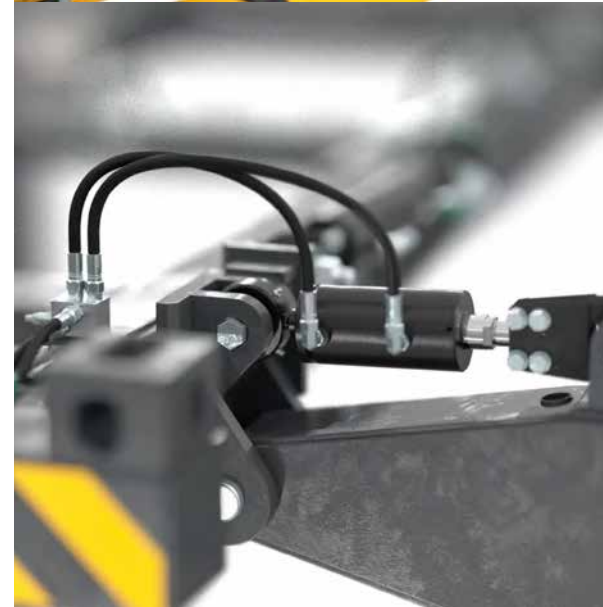
OUR PRODUCT RANGE

in our products. This enables us to provide tailored solutions and a diverse product range to meet the dynamic needs of our customers.

Our INNOVATION spreaders embody the outcome of continuous product development efforts. Built upon the foundation of existing spreader designs, the INNOVATION series introduces significant enhancements, including increased structural strength and reduced weight.

These improvements not only optimize performance but also enhance maintenance and serviceability by incorporating a high degree of spare parts commonality.

This approach improves the availability of spare parts for both OEMs and end-users. Additionally, the consistent design across the INNOVATION spreader range contributes to enhancing production efficiency.



Our full product range at www.elme.com



INTO THE NEXT MILLENNIUM

AS **ELME SPREADER** entered the new millennium, a wave of development swept through our operations. The initial years of the company laid the groundwork for expanding our customer base and nurturing long-term relationships, but it was during this period that progress accelerated.

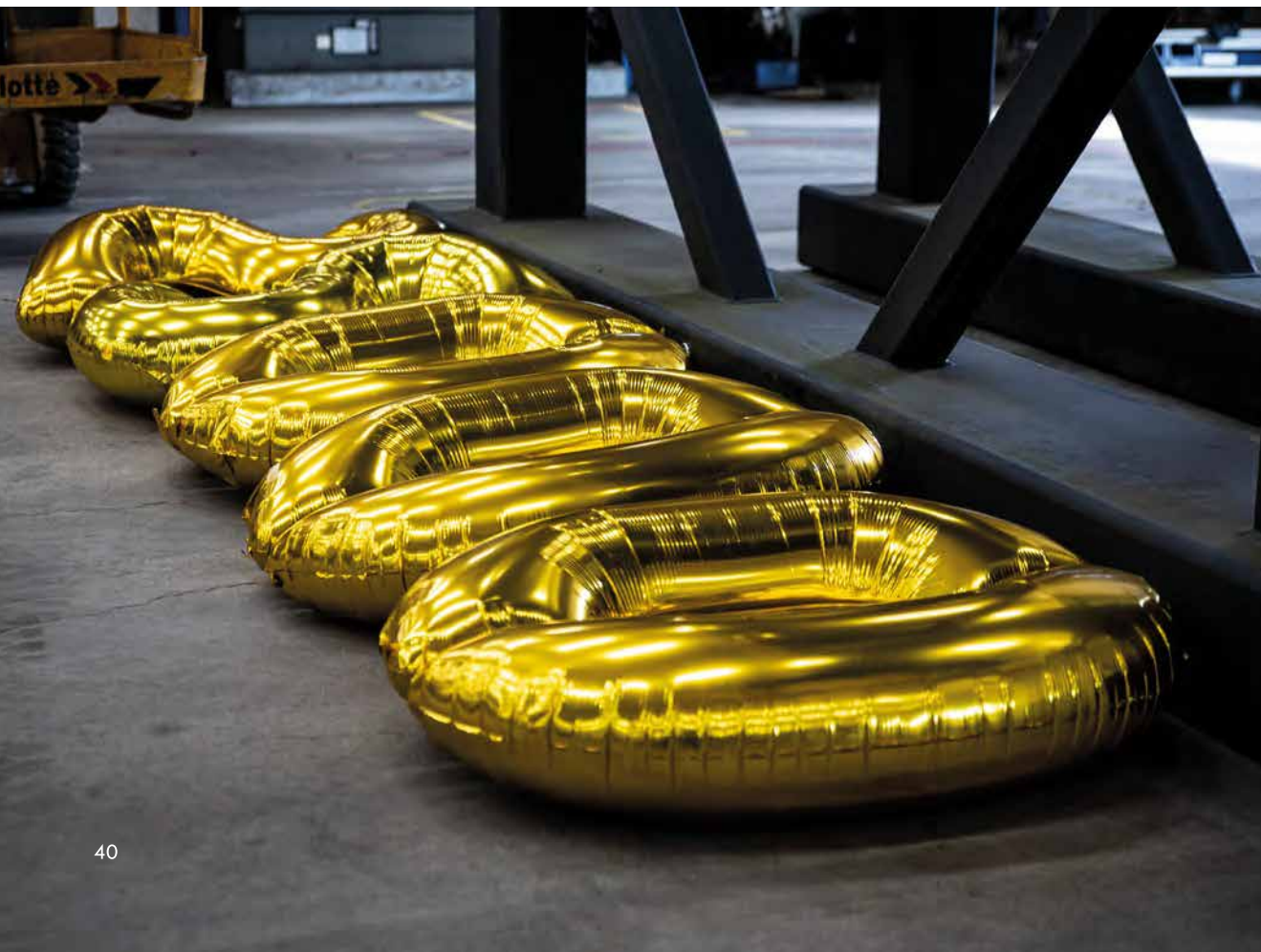
During the first years of the millennium, we doubled our production area, setting the stage for significant growth. Following, in 2005, we expanded our

presence by establishing our subsidiary ELME Americas INC.

This move marked our entry into the North and South American markets.

Four years later, in 2009, we continued our global expansion by registering ELME Spreader Trading (Shanghai) Co. Ltd. and opening an office in Shanghai, China, further solidifying our foothold in the Asian market.

In 2014, ELME Servicebox was introduced. This marked the beginning



INTO THE NEXT MILLENNIUM

of the introduction of several solutions to ease the maintenance and service of our spreaders through boxes and kits with chosen spare parts that are needed to keep the spreaders in good condition.

All by using ELME Genuine Parts.

In 2018, we unveiled our first INNOVATION spreaders, initiating a continuous journey of improvement and product development for the upcoming spreaders in the INNOVATION series.

In 2022, we celebrated a significant manufacturing milestone: the production of 25,000 spreaders.

These efforts have solidified ELME Spreader's position as a leading provider of container handling solutions worldwide, with a strong focus on innovation, quality, and customer service.

The celebration of 25,000 delivered spreaders in October, 2022.



OUR MOST VALUABLE RESOURCE

THE EMPLOYEES of a company are the most valuable of all resources. For us there is no difference. Our employees are the essence of our company. Just as every screw and every component is vital to the functionality of the final spreader, so is the contribution of every employee – regardless of the title.

From the early years when the employees were fewer, they each had a variety of responsibilities and a broad range of work tasks. As the company

has grown, we have cultivated a team of specialists and experts in their respective fields - reflecting the evolving demands

of our dynamic environment. Their expertise and knowledge drive innovation and foster a culture of continuous improvement.

Today, the ELME Spreader team encompasses expertise ranging from marketing and sales to innovation and product development, extending to HR and specialized knowledge in automation, including



HERE THERE ARE NO WALLS OR BARRIERS BETWEEN THE DIFFERENT ROLES



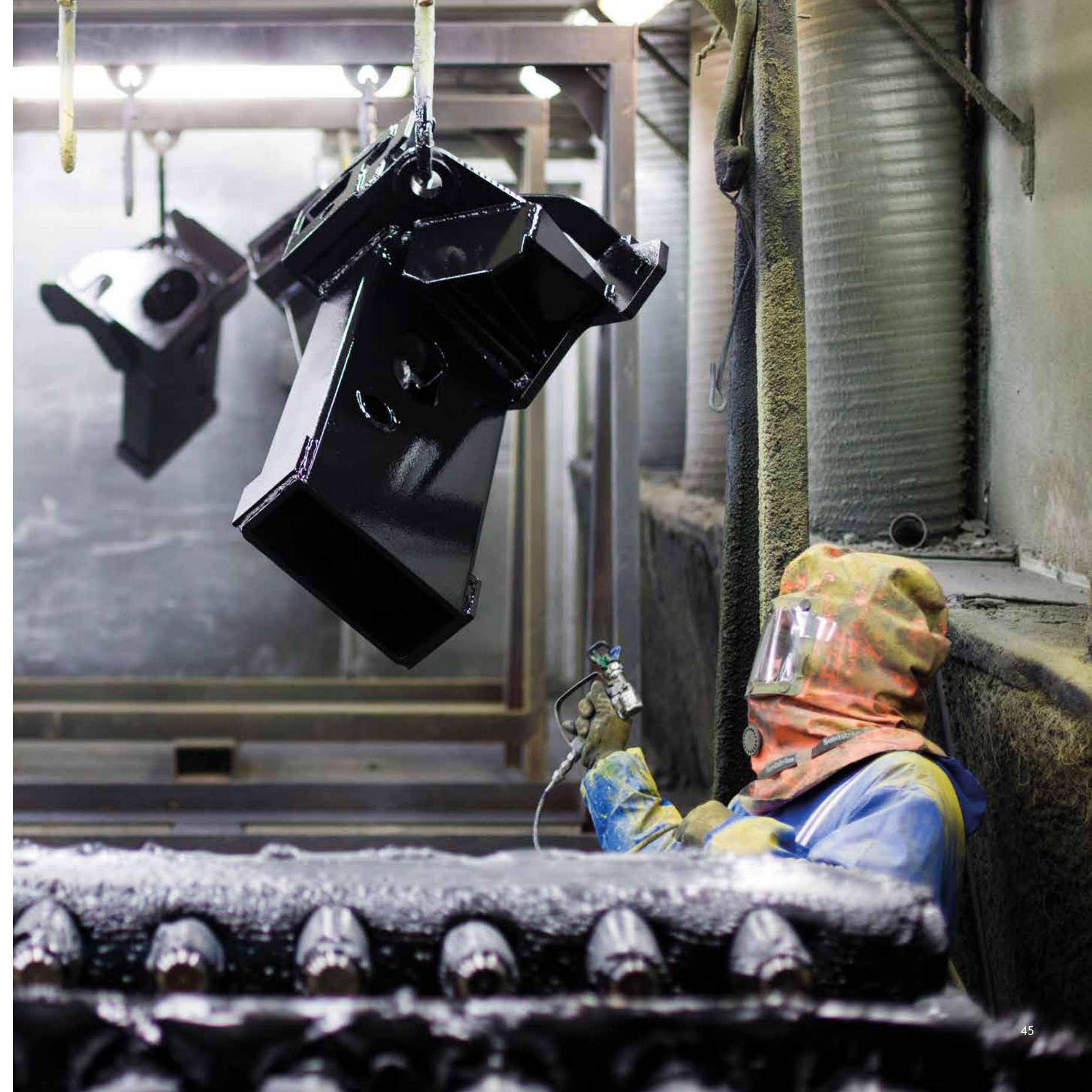
OUR MOST VALUABLE RESOURCE

industrial robotics. These are all in addition to the unique abilities brought by skilled industrial workers.

Many of our employees have been with us for several years, some even since our relocation to our current premises in 1992. Additionally, we have numerous employees who have worked across various departments within the company. As a result, they have gained invaluable expertise.

Through employees who grow and develop, the company grows and develops simultaneously.

Our employees' dedication enables us to sustain our competitive advantage in a dynamic market. Together, we shape the future of our company, ensuring its on-going growth and success.





THE FAMILY

THE ENTIRE FAMILY is involved in the company in one way or another.

Berit Karlsson has been engaged in her husband's business since its origin and actively participates in the company's operations. She has been primarily involved in personnel matters and continues to play a role in those matters.

Berit and Gösta's three children, Elinor Karlsson, Örjan Karlsson, and Julia Turesson, have spent time at the company since childhood. Whether it was helping with yard work or simply spending time immersing themselves in the environment, they have grown up with the company in their veins.

As they grew older, they instead became involved in the company in various roles and active in the company's board of directors. Örjan serves as Vice President, Elinor works as Head of IT, and Julia previously worked in both the finance and HR department and now participates actively in the board.

The family's presence and dedication infuse a unique sense of familial atmosphere that has shaped the company's culture.

It's not only the family that has been a part of the company, but the company has, in its own way, been like a family member itself during all these years.

Gösta and Berit Karlsson in the office, holding two framed diplomas that Gösta received in 2007 for his entrepreneurship; the awards for "Entrepreneur of the Year" and "Super Entrepreneur".



The entire family on stage at the 50 years anniversary gala where employees and friends celebrated together in Älmhult, January 2024.





THE UNIQUE FACES OF ELME BRAND IMAGE



OVER THE PAST YEARS, ELME Spreader has distinguished itself through a unique approach to communication. Observing a trend of somewhat similar communications within our industry prompted us to take a bold step forward.

By innovatively defining our brand, we have gained a positive response. The goal with our communication is to break conventions, surprise, and to entertain the recipient.

THE UNIQUE FACES OF ELME
BRAND IMAGE



Some examples from a wide production over ten years.

While our approach may seem unconventional, the various concepts of our communication tell a deeper story about our products and company.

2024 is not an exception as it is the 50th anniversary of ELME Spreader and we celebrate the golden year of 1974.

Meet the unique faces of the ELME Spreader brand image!





“

THE BETTER SPREADERS WE
MANUFACTURE THE MORE VALUE
WE BRING TO OUR CUSTOMERS

”



OUR VISION FOR THE NEXT 50 YEARS

AS WE LOOK TO THE FUTURE, our focus remains on continuously investing in new machinery, and personnel, to streamline production and increase capacity in response to the high market demand.

Remaining responsive to market trends and emerging requirements is integral to our approach, ensuring we stay aligned with evolving demands.

Our product development initiatives are driven by both long-term strategic goals and immediate customer needs, reflecting our commitment to

continuous improvement.

Moreover, we aim to maintain and strengthen our reputation as a reliable business partner, employer, and industry leader, catering to the needs of all stakeholders while fostering a collaborative and enjoyable work environment.

Looking ahead, despite whatever challenges there may be, ELME Spreader remain committed to meeting market demands and driving innovation in our industry.



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