



HEDSON PROCESS UPGRADE

***HOW TO FIND THE OPTIMAL
PROCESS IN EVERY SHOP***

THE SUCCESS STORY

***COURTESY OF IMPORTER
HOLGERS OF NORWAY***



 **HEDSON**

— PERFORMANCE ABOVE ALL —

HEDSON PROCESS UPGRADE

Holgers of Norway explain how to do it in reality

HOW TO BECOME PROFITABLE

You may think it is all about understanding the Hedson products, the IR/UV systems, the PowerCure, the gun cleaners and the lifts and in part, it is. However, an even greater part comes down to understanding each workshop process. In other words, understanding how they can become more profitable by investing in the right equipment.

HEALTH, SAFETY AND ENVIRONMENT

At Holgers we consider the profitability of our customers our success. We aim to have the most profitable customers with all health and safety aspects solved. Here in the north we also tend to focus a lot on energy savings.

All car manufacturers supply vehicles with low or no emission, and general trends point towards the workshops becoming part of the vehicles life cycle. Consequently, it is just a question of time before workshops must be able to document that they are environmentally friendly. Solving profitability, health and safety and environmental issues can be achieved by installing the right product in the right position.

Remember that becoming more profitable not only is a question of a higher throughput, it is also a question of how many man-hours you need to invest in each job.

DEVELOPING NEW PROCESSES

We recently redesigned the flow of a workshop where part of the solution involved installing a rail system. As a result they could produce slightly more, with one person less. Another workshop may increase the throughput without having to increase the area of the workshop.

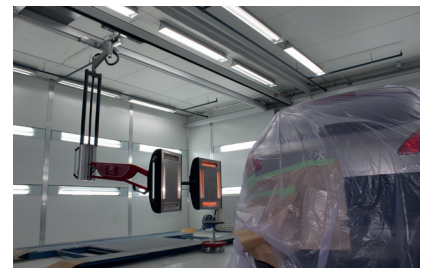
To develop a new process in the workshop requires involvement from the customers' management as well as all the other employees. We have found that it is important to get a good process together with a team of a few persons, to develop the new concept. Through this new way of working, the need for new products, and the interest for completely new technology naturally comes up.

As soon as a new concept and a new layout are established, it will be presented to all the employees together with the workshop management and the group of people in the we have been working with. This presentation may lead to minor adjustments.

EDUCATE

When we present a plan from A-Z that has been developed by skilled colleagues, they never find major things to correct. Depending on the products the customer has decided to install, we make an education plan accordingly. Quite often we involve the paint supplier in this plan in order to facilitate the best process possible for the customer.

In short, we have to understand the process of the workshop and develop this together with the customer. During this work, the need for the Hedson product will become obvious.



Asgeir Elvestedt, owner of Holgers, Norwegian importer of Hedson solutions and one of the project owners behind the success on the Norwegian market. By being consistent in taking responsibility for the clients complete process upgrade, Holger's have been extremely successful on an otherwise quite modest Norwegian market and have become one of our most successful distributors.