

out **standing**

When conquering the sea – make sure JLT is onboard!

HiQ is one of the fastest sailing boats in the world. Equipped with a JLT Tablet it has for the last three years collected an impressive number of 1st, 2nd and 3rd positions in the Nokia Oops Cup, a Nordic race for 60 foot trimarans.



New stand alone display from JLT

The new display unit replacing JLT 1206 is still a high brightness (1000 NIT) and 12.1" SVGA rugged display which can easily be connected to any computer. Use of some new technology has resulted in enhanced features improving connectability, reliability and resistance to scratches.

Improved connectivity is achieved by adding composite video and USB to the interfaces. USB is used both for interfacing the touch screen and, as a USB-hub is included, mouse and keyboard can be connected via USB interfaces.

Aimed for split systems in demanding applications

The target group for the new display is customers requiring a separate display and computer units e.g. ambulances, buses and other vehicles where room for the display is very limited. It is even more reliable than its predecessor due to more components integrated on the same board. The new 5-wire touch screen has better resistance to scratches than the previous component which in some applications is of great value.



Please also read in this issue how JLT computers will meet the RoHS* and WEEE directives in good time and how investments in production, logistics and quality will be beneficial for you!**

CEO has many nice things to tell

Nice report

I am very happy about the financial results so far and the year 2005 will be the best in the company's history. In order to ensure continued growth in years to come, JLT has invested considerably. This Outstanding tells you more.

Nice progress for new directives

A large percentage of JLT computer parts and components already comply with the RoHS directives and the few remaining items will be replaced during first quarter 2006. JLT puts a lot of effort into double checking all parts by making detailed analyses in close cooperation with our manufacturers and suppliers in order to meet the requirements of the RoHS* and WEEE** EU directives.

Nice service

JLT computers should be an investment in freedom from problems! That's why we will shortly put a new RMA (Return Material Authorization) system into production. The goal for this is to ensure that regardless of where and how a JLT computer is installed, it will always be supported by a first class service organisation and reliable processes.



Jan Olofsson, CEO of
JLT Mobile Computers

Nice future

In a perspective of the next few years, we foresee an organic growth on a global market and a fast race. Our preparations in capacity for high volumes, logistical and quality systems for reliable and accurate on-time deliveries as well as development of new products have a common target. That is to ensure that everybody selling JLT products can calmly concentrate on the sales work and leave the rest to us!

/ Jan Olofsson

JLT Januari - September 2005

Strong sales and increased invoicing continue – larger production capacity will strengthen future deliveries

Order intake during 3rd quarter increased by 53 percent to SEK 33.7 million and net profit rose to SEK 3.6 million. This indicates an annual turnover for 2005 of SEK 125 million. The strong increase is mainly due to higher sales and efficient cost control.

Investments in production

As JLT's production partner LEAB have invested in a new production line resulting in doubled capacity, further expansion of JLT's deliveries will not be obstructed by logistical bottlenecks.

CMC will give admission to the UK

CMC Mobile computing, JLT's sales partner in UK is a specialist provider of rugged, full-screen mobile

computers, peripherals and accessories and is developing a network of resellers, distributors and OEM partners to service vertical and horizontal markets in UK & Ireland.

JLT has now also taken the strategic move to be a shareholder in CMC in order to demonstrate JLT's further commitment to strengthening its UK market presence.

At CMC's Runcorn facility a full service and support department has been established, providing comprehensive support capability for all JLT manufactured products. Factory trained technicians offer a full repair service as well as a production department that carries out final product assembly, operating system installation and customization and kit packing for its partners.



Critical EU directives for health and the environment

RoHS and WEEE will most likely make Europe cleaner but also create obstacles for some trade. Whereas the WEEE directive sets minimum levels for recycling that must be met but may be exceeded, RoHS is very explicit about which substances should be restricted and the precise levels that may be tolerated in any EU member state. WEEE is primarily tasked with reducing the amount of obsolete equipment from entering landfill by encouraging reuse, recycling and separate collection. The role of RoHS is to reduce harmful substances at source, ensuring that hazardous substances do not leach into the environment.

More than just “lead-free”

RoHS is also known as “lead-free” but this law bans

another five hazardous substances from manufacturing processes: cadmium, mercury, hexavalent chromium and two fire retardant chemicals, polybrominated biphenyl and polybrominated diphenyl ethers. Limits are 0.1% by weight for the substances except for cadmium where a limit of 0.01% is stated.

New repairing procedures required

When repairing electronic equipment, the solder used should also be lead-free. The repair technician should know exactly what kind of solder was used when the equipment was manufactured. Usually this is marked on the printed circuit board (PCB) of the equipment, but this information may not be available.

Mesta “paving the way” with rugged software

Mesta AS is Norway’s largest company in the construction, administration and maintenance of roads. Mesta has more than 3000 employees and a turnover of EUR 800 million. As a leading company they utilise cutting-edge methods like Real-Time Kinematic Positioning. RTK GPS is a sophisticated version of GPS capable of yielding centimetre accuracy for road construction. Anmask, Mesta’s software application for RTK GPS, is used with more than 300 JLT computers on several types of construction machines. Anmask gives control information to bulldozers, planers, tractors, excavators, asphalt layers, drilling and many other machines.

Big savings using mobile computers with Anmask

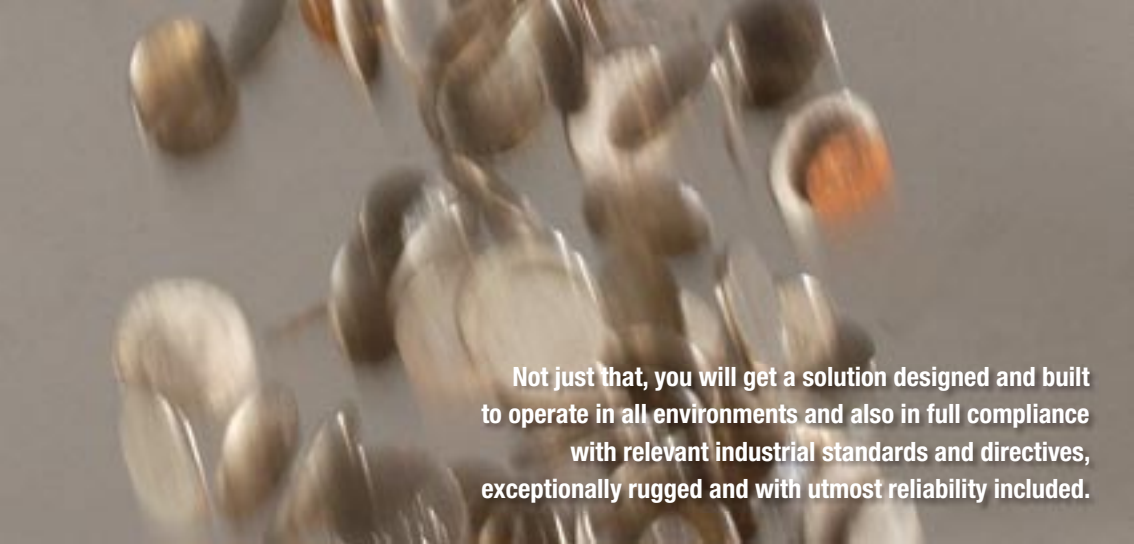
Anmask is used for advanced road surveying and has become a standard requirement when building roads in Norway. Geologists work faster and no “pole boys” are required, meaning that the cost for that part is normally halved. In a road building project it can mean 2-3% savings of the total cost. In addition, no poles are required, less material will be used and the machines can be used up to 50% more efficiently which means at least the same level of savings. As building new roads is expensive and because a system



consisting of a rugged PC, necessary software and a GPS unit has a modest price, the investment is paid back in less than 2 km of road!

Less disruption and fewer injuries

Additional savings come from reduced travel delays to the motoring public, less risk, reduced accidents and injuries and minimized chance of environmental damage. No wonder Anmask is a formidable best seller!



Not just that, you will get a solution designed and built to operate in all environments and also in full compliance with relevant industrial standards and directives, exceptionally rugged and with utmost reliability included.

A very useful message to manufacturers of non-RoHS computers:

Don't spend time and money...

...redeveloping things that JLT can supply to your requirements!

JLT offers a cost-effective route to compliance

For manufacturers of smaller volumes of specialist computers, it is likely to be a prohibitively expensive process to redesign existing products to comply with the RoHS directive. Also resellers with their own brands for equipment produced by other suppliers must be 100% compliant.

The JLT product range offers a cost-effective route for these companies to upgrade to fully compliant products utilizing the latest technology and with a continuous development programme to ensure all needs are met, both now and in the future. JLT offers modular units adaptable for specific requirements which will be fully RoHS compliant before the EU Directive deadline of July 2006. Furthermore, special mechanical design requirements can be easily incorpo-

rated, even when the requirement of annual supply is only for some hundreds of units. The design can also be adapted in order to comply with your customer's brands.

Astonishingly cheap specials

JLT's low price for adapting standard products complying with your specific needs will delight you. Just specify housing, performance, physical mounting and connectivity of the computer to your system and we will present a cost efficient solution! And not just that, you will get a solution designed and built to operate in all environments and also in full compliance with relevant industrial standards and directives, exceptionally rugged, protected against radiated emissions, electrostatic discharge and with utmost reliability included.

In Time enhances products into systems for deliveries in due time

In Time Mobile Computers Europe AB, Täby, or In Time for short, is JLT's sales partner for the Nordic market and for LXE Europe. But In Time does a lot more to integrate the computers into customer's systems. And this work is in some cases quite extensive. Customers who want to buy a package which can directly be mounted into their product require a fully fledged unit with a flash card, an operating system, keyboard and mouse installed. GPS or radio cards are also common as are antennas and cameras. Customi-

zation of cables and adaptors is often a requirement to ensure the best solution is provided.

Also supplied are multi-media sound adaptors, USB and Video Hubs, Isolated DC/DC, UPS backup battery package, chargers, mounting plates and arms, hands free and belt holders for tablet and screen protectors.

That's why companies like Telia Research, AGA, ABB, Atlas Copco, Mesta and many more demanding customers have selected In Time as vendor of rugged systems.

New production line ensures exclusive delivery capacity

Situated in the village of Lövånger, just 250 km south of the Arctic Circle, Lövånger Elektronik (LEAB) has a more than 30-year history of advanced production. It started with hi-fi products, navigation equipment and staff locators and turned in the 1980s to more industrialized products like pacemakers, computers and industrial electronics. Today, transponders for Bombardier ATC train systems, alarms, industrial products and rugged computers for JLT are the main part of what LEAB delivers. For the last four years LEAB has been JLT's production partner for rugged computers.

Lövånger has good traditions dating from the Middle Ages.

In sources from the 12th century, Lövånger is called "Lefangr", meaning "the bay which offers lee of the wind". For LEAB has it meant very low staff turnover and the possibility to benefit long term from competence and quality investments. The local cultural traditions encompass keeping promises, giving honest answers and doing ones duty. Maybe this has facilitated LEAB's growth to 200 employees and a turnover of SEK 240 million. More likely, migration from "just a producer" to accepting full responsibility for the whole delivery chain is a key factor in its success.

Continuous progress

The relation between quality, cost efficiency and accurate deliveries has top priority within LEAB. The division for industrialization within LEAB works intensively with production technology, optimization, choice of components and vendors, board design, development of tests and quality methods.

"Lead-free production" is already in place and new vision and X-ray systems have enhanced the quality control system. As a part of the JLT alliance, the organization is team oriented in order that the customer has the feeling of having their own workshop for JLT products within the plant. LEAB's team leader works closely with JLT in Växjö with the mission to satisfy the customer's needs.

Double capacity for JLT

Recently, an inauguration ceremony took place at LEAB which was good tidings for both JLT and JLT's sales partners. A new dedicated production line built for JLT Mobile Computers was started up. The new line will use lean production principles and enable doubled production capacity. And this is eagerly awaited, the production volume has increased 15 times since the cooperation between LEAB and JLT was established

Reasons for JLT to expand the cooperation with LEAB are set out by CEO Jan Olofsson: "Tough customer requirements and knowledge-intensive products demand extremely fast changes in production – we have found the competence and resources to comply with that at LEAB. We are confident to continue working with LEAB and make further development with their staff. Good relations and trust also means a lot as LEAB frequently handles the deliveries direct to the end users."



JLT – an alliance for utmost skills

An analyst's description of JLT might be "A small company with good growth and profit, lean and flexible production. JLT has global market presence with a turnover of about a million Euro per employee". Such a figure for our type of business is rather unusual. One reason is that here at JLT in Växjö there is an excellent development and project organisation, the sales support team and the senior company management. This means that JLT is a real lean organisation with the best working tools and no unnecessary costs to burden the expense budget. Production and deliveries are outsourced, sales, service and first line support is handled by partners. Therefore, JLT have full control of all essential company processes.

Excellence is our Goal

Using an alliance-based organization implies competitive strength for several reasons. Every company in the network is selected because it has the best skills in their professions. The virtual company being composed of the alliance will have optimal skills in all aspects and will be able to work in a very cost-efficient way. In

a traditional organization you will find a lot of average people and also those who perform below average. JLT is building its operations based on the constant of seeking excellence in everything we do.

The benefits for customers and end users are obvious. They pay only for the best possible skills in all parts of delivery and support. In addition, utilizing superior competence in partner companies has resulted in the possibility for JLT to be proactive in several ways. Alliances are also beneficial for sustainability, stability and security because caring for the alliance partners is vital for the business.

Strengths of the alliance concept?

Adopting this networked alliance operating approach has enabled JLT to become a major global player in its special niche markets. Traditional organisations that maintain all operating functions in house do not have the agility of a lean, high calibre team to respond to market needs and deliver ahead of the market. JLT's experience and results reinforce the concept that the 'virtual' company is the best.



"Core JLT", from left Christian Funk, Dan Söderberg, Lars Johansson, Christer Gustavsson, Andreas Berg, Magnus Karlsson, Mathias Gaunitz, Katarina Rydén, Maria Berggren, Peter Börjesson, Curth Davidsson, Jan Olofsson, Birger Bergström, Bakir Dizdar, Patrick Bergström, Frank Hjelm, Stefan Ottosson and Stefan Käck

Isbjörnsvägen 3, SE-352 45 Växjö, Sweden
Phone +46 470 445 30, Fax +46 470 445 29
www.jltmobile.com

