
Company profile



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Company Profile

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1. COMPANY PRESENTATION

AxFlow AS is one of Norway's largest engineering trading house representing a number of leading suppliers from all over the world. Our business comprises the following product- and service segments.

- Process instrumentation
- Pumps and accessories
- Compressors, PD and centrifugal
- Mixers
- Piping accessories
- Meteorology
- Water disinfection, filtration and analysis
- Ex heating
- Service agreements, calibration and refurbishment

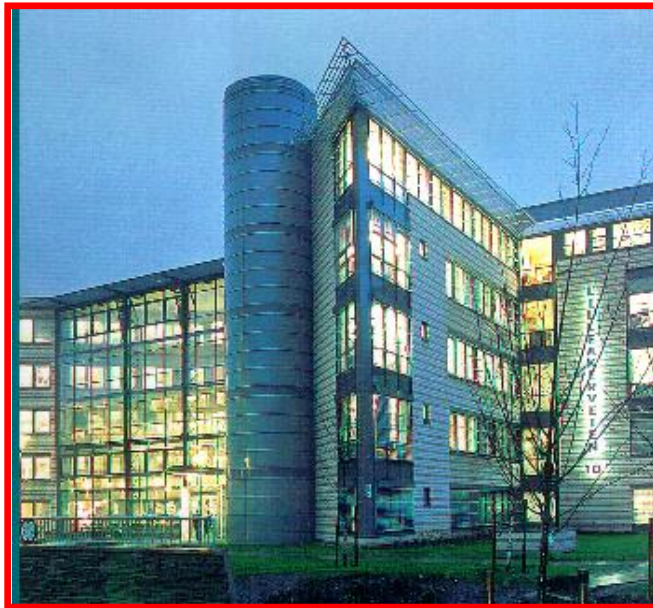
AxFlow market and sell equipment from the major manufacturers within each field of operation. Our free position in the relationship to our suppliers enables us to represent and offer the optimal solutions commercial, as well as technical. We also handle complete turnkey deliveries with responsibility for project management, project execution, installation and commissioning.

With our quality product range and our excellent reputation in the market we have gained considerable sales and market shares within the following market segments:

- Industry & offshore
- Municipal market
- Water works
- Plumbing industry
- Fish farming and aqua culture
- Shipping

Our long experience has proved that precision throughout, are a requisite for success. And successful we are; we are one of the market leaders within all the markets we give priority. This has enabled us to build an organisation with stability, competence and experience. We believe that the reason for our success is our consistent strategy to develop competitive advantages based on superiority within:

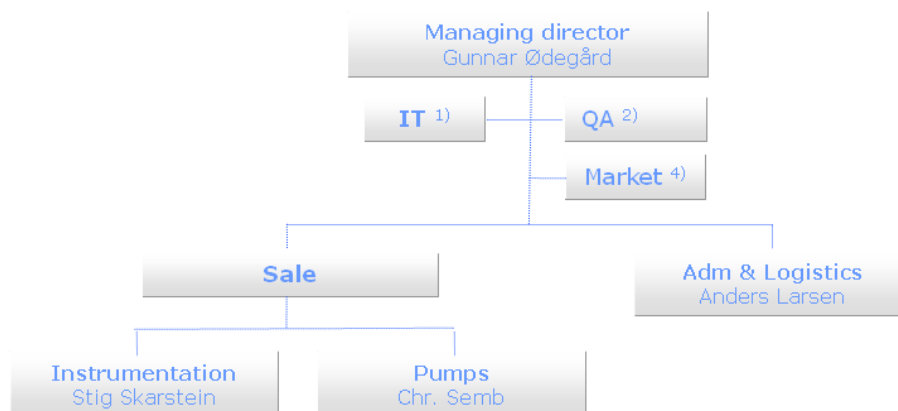
- Product and process competence
- Product range
- Logistics/ availability
- Service and Support
- Creativity and joy at work



AxFlow enjoys modern offices, workshop and warehouse at Lysaker just outside Oslo. The company was formed in a fusion between the two companies Gregersen & Johnson AS and AS Norsk Pumpeindustri in 1998. Both companies had a long tradition in serving the Norwegian market. In 1998 AxFlow acquired the company Metro Skips- og Industrirekvisita AS. AxFlow has in the order of 58 employees comprising expert personnel within process technology, meteorology, water treatment representing a substantial engineering and support capability. The AxFlow facilities also offer a considerable storing, servicing and calibration capacity.

After a recent acquisition by AxFlow, now also the activity of Bran+Luebbe Norge AS is a part of the company (February 2008).

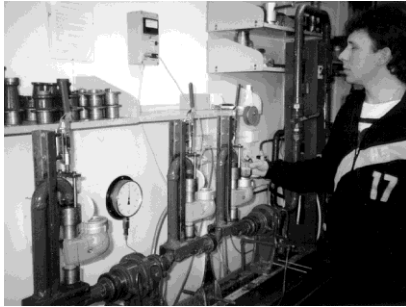
AxFlow is formally organised in 3 departments. The Department Managers report directly to the Managing Director. The staff meeting constitutes the executive group of the organisation. The staff meeting is normally held each second month gathering the department managers and the Managing Director. The organisation and reporting lines are shown in figure 1. below:



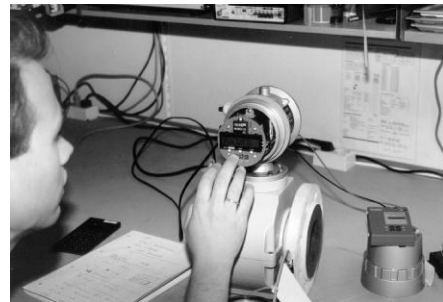
1.1 Calibration and Service

The company provides calibration of instruments and measuring equipment for flow, water carried energy, pressure, temperature, relative humidity and number of revolutions. Further, the company is able to provide repair/ service of mechanical and electronic instruments.

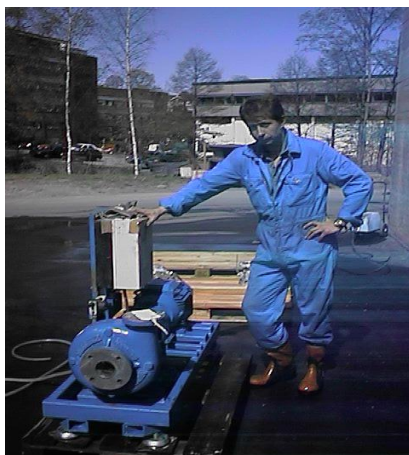
Further, the company has the ability to tailor make complete pump-systems meeting the customer specifications. Our well equipped service cars assure rapid service access and a high level of preparedness across all Norway.



A service engineer calibrating domestic water flow meters



Debugging the display unit on a electromagnetic flow meter



Our service manager ready to send out a pump unit.



1.2 Ownership and economical key figures.

AxFlow is 100 % owned by the AxFlow group, which is a part of the Axel Johnson Inter-national based in Sweden.

In 2007 AxFlow AS had a turnover of MUS\$ 24 with a pre-tax profit of more than MUS\$ 2,2.

Being a part of the AxFlow group makes it possible for AxFlow in Norway to offer our customers with pan European activities product availability and extensive service and support throughout 18 European countries.



2. CURRENT REPRESENTATIONS

Generally it is our company's policy to represent the various manufacturers with exclusive sales rights for the territory of Norway. Our currently most important representations are listed below (products sorted in product segments/ alphabetical order):

PROCESS INSTRUMENTATION:

Acoustic level measurement:

Manufacturer: Siemens Milltronics Inc
Country of Origin: Canada
Represented since: 2001
Handled by department: Instrumentation
ISO 9001 certified: Yes



Data Loggers:

Manufacturer: Grant Ltd
Country of Origin: UK
Represented since: 1999
Handled by department: Instrumentation
ISO 9001 certified: Yes



Differential pressure transmitters:

Manufacturer: Siemens GmbH
Country of Origin: Germany
Represented since: 2002
Handled by department: Instrumentation
ISO 9001 certified: Yes



Domestic water (flow) meters:

Manufacturer: Sensus Metering GmbH
Country of Origin: Germany
Represented since: 1979
Handled by department: Instrumentation
ISO 9001 certified: Yes



Electromagnetic flow meters:

Manufacturer: Siemens GmbH
Country of Origin: Germany
Represented since: 1999
Handled by department: Instrumentation
ISO 9001 certified: Yes



Energy meters, water meters, oil- and chemical meters:

Manufacturer: Aquametro AG
Country of Origin: Switzerland
Represented since: 1993
Handled by department: Instrumentation
ISO 9001 certified: Yes



Flow switches:

Manufacturer: Laaser GmbH
Country of Origin: Germany
Represented since: 1980
Handled by department: Instrumentation
ISO 9001 certified: Not yet



Mass flow meters:

Manufacturer: Siemens GmbH
Country of Origin: Germany
Represented since: 1991
Handled by department: Instrumentation
ISO 9001 certified: Yes



Pressure gauges, pressure transmitters:

Manufacturer: WIKA (Alexander Wiegand)
Country of Origin: Germany
Represented since: 1991
Handled by department: Instrumentation
ISO 9001 certified: Yes



Temperature, humidity and CO₂ transmitters:

Manufacturer: Vaisala Oy
Country of Origin: Finland
Represented since: 1990
Handled by department: Instrumentation
ISO 9001 certified: Yes



Temperature sensors and indicators:

Manufacturer: WIKA (Alexander Wiegand)
Country of Origin: Germany
Represented since: 1991
Handled by department: Instrumentation
ISO 9001 certified: Yes



Temperature sensors transmitters, regulators and displays:

Manufacturer: WIKA (Juchheim GmbH)
Country of Origin: Germany
Represented since: 1991
Handled by department: Instrumentation
ISO 9001 certified: Yes



Test and calibration equipment:

Manufacturer: Thommen AG
Country of Origin: Switzerland
Represented since: 2000
Handled by department: Instrumentation
ISO 9001 certified: Yes



Ultrasonic flow meters:

Manufacturer: Siemens GmbH
Country of Origin: Germany
Represented since: 1999
Handled by department: Instrumentation
ISO 9001 certified: Yes



Ultrasonic flow meters, clamp on:

Manufacturer: Micronics Ltd
Country of Origin: UK
Represented since: 1992
Handled by department: Instrumentation
ISO 9001 certified: Yes



Woltman flow meters:

Manufacturer: Sensus Metering GmbH
Country of Origin: Germany
Represented since: 1970
Handled by department: Instrumentation
ISO 9001 certified: Yes



PUMPS, COMPRESSORS AND ACCESSORIES:

AODD pumps:

Manufacturer:	Wilden Pumps Intl.
Country of Origin:	USA
Represented since:	1985
Handled by department:	Pump
ISO 9001 certified:	Yes



API 610 Centrifugal Pumps:

Manufacturer:	Carver Pumps Inc.
Country of Origin:	USA
Represented since:	2008
Handled by department:	Pump
ISO 9001 certified:	Yes



Barrel Pumps:

Manufacturer:	Lutz pumpen GmbH
Country of Origin:	Germany
Represented since:	2008
Handled by department:	Pump
ISO 9001 certified:	Yes



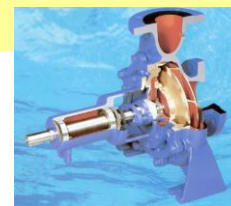
Blowers and Compressors:

Manufacturer:	Ärtzener Maschinenfabrik
Country of Origin:	Germany
Represented since:	2008
Handled by department:	Pump
ISO 9001 certified:	Yes



Centrifugal pumps (norm/high pressure):

Manufacturer:	Ritz GmbH
Country of Origin:	Germany
Represented since:	1960
Handled by department:	Pump
ISO 9001 certified:	Yes



Chemical norm pumps:

Manufacturer:	Robuschi SA
Country of Origin:	Italy
Represented since:	1997
Handled by department:	Pump
ISO 9001 certified:	Yes



Dosing pumps:

Manufacturer:	Prominent GmbH
Country of Origin:	Germany
Represented since:	1980
Handled by department:	Water treatment
ISO 9001 certified:	Yes



Ejector pumps:

Manufacturer: Ellehammer AS
Country of Origin: Denmark
Represented since: 1976
Handled by department: Pump
ISO 9001 certified: Yes



High pressure metering pumps:

Manufacturer: Bran+Luebbe GmbH
Country of Origin: Germany
Represented since: 2008
Handled by department: Pump
ISO 9001 certified: Yes



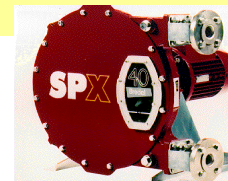
High pressure plunger pumps:

Manufacturer: Uraca GmbH
Country of Origin: Germany
Represented since: 1970
Handled by department: Pump
ISO 9001 certified: Yes



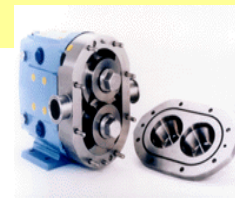
Hose pumps:

Manufacturer: Bredel BV
Country of Origin: Holland
Represented since: 1997
Handled by department: Pump
ISO 9001 certified: Yes



Lobe pumps:

Manufacturer: Waukesha Inc.
Country of Origin: USA
Represented since: 1997
Handled by department: Pump
ISO 9001 certified: Yes



Mixers (side mount):

Manufacturer: Plenty Mixers
Country of Origin: Germany
Represented since: 197
Handled by department: Pump
ISO 9001 certified: Yes



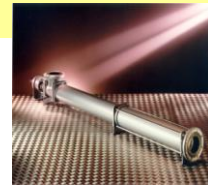
Mixers (top mount):

Manufacturer: Lightnin Mixers
Country of Origin: Germany
Represented since: 2008
Handled by department: Pump
ISO 9001 certified: Yes



PC pumps:

Manufacturer: Mono Ltd
Country of Origin: UK
Represented since: 1996
Handled by department: Pump
ISO 9001 certified: Yes



Side channel pumps:

Manufacturer: Sero GmbH
Country of Origin: Germany
Represented since: 1936
Handled by department: Pump
ISO 9001 certified: Yes



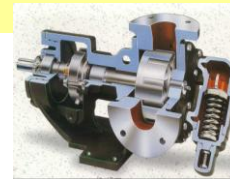
Vacuum pumps and blowers:

Manufacturer: Garnden Denver Nash
Country of Origin: USA
Represented since: 2000
Handled by department: Pump
ISO 9001 certified: Yes



Viking Pump:

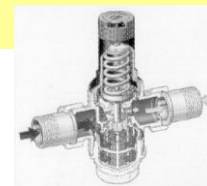
Manufacturer: Viking Pumps Inc.
Country of Origin: USA/ Ireland
Represented since: 1970
Handled by department: Pump
ISO 9001 certified: Yes



PIPING ACCESSORIES:

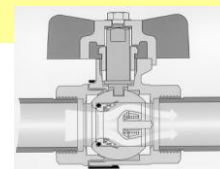
Reduction valves, safety valves:

Manufacturer: Honeywell Braukmann
Country of Origin: Germany
Represented since: 1967
Handled by department: Instrumentation
ISO 9001 certified: Yes



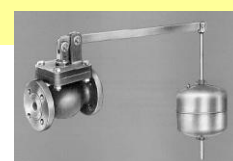
Safety valves, Ballstop valves:

Manufacturer: Caleffi SpA
Country of Origin: Italy
Represented since: 1996
Handled by department: Instrumentation
ISO 9001 certified: Yes



Valves (butterfly, float and air vent-), strainers:

Manufacturer: Krombach GmbH
Country of Origin: Germany
Represented since: 1973
Handled by department: Instrumentation
ISO 9001 certified: Yes



METEOROLOGY:

Meteorological sensors and systems:

Manufacturer: Vaisala Oy
Country of Origin: Finland
Represented since: 1992
Handled by department: Instrumentation
ISO 9001 certified: Yes



WATER TREATMENT:

Water disinfection, filtration and analysis:

Manufacturer: Culligan Ltd
Country of Origin: UK
Represented since: 2000
Handled by department: Instrumentation
ISO 9001 certified: Yes



UV disinfection of water:

Manufacturer: ProMinent GmbH
Country of Origin: Germany
Represented since: 1980
Handled by department: Instrumentation
ISO 9001 certified: Yes



Water parameter sensors:

Manufacturer: ProMinent GmbH
Country of Origin: Germany
Represented since: 1980
Handled by department: Instrumentation
ISO 9001 certified: Yes



Ex HEATERS:

Water analysis:

Manufacturer: Elmess/ Klöpper GmbH.
Country of Origin: Germany
Represented since: 1980
Handled by department: Instrumentation
ISO 9001 certified: Not yet



3. INDEX OF ALL SUPPLIERS

All AxFlow AS suppliers sorted alphabetically:

A		Sewerin GmbH (D)
Äertzen GmbH (D)	J	Siemens GmbH (D)
Alexander Wiegand GmbH (D)	K	Siemens Milltronic (Can)
Aquametro AG (Ch)	Krombach GmbH (D)	
B	L	T
Bredel BV (NL)	Lightnin Mixers (UK)	Thommen AG (Ch)
Bran + Luebbe (D)	Lutz Pumpen GmbH (D)	U
C	M	Uracca GmbH (D)
Carver Pumps Inc. (USA)	Micronics Ltd (UK)	V
Caleffi (It)	Mono (UK)	Vaisala Oy (Fin)
D	N	Viking Pumps (USA)
E	O	VYC (Es)
Ellehammer (DK)	P	W
Elmess GmbH (D)	Plenty Mixers (UK)	Waukesha (USA)
F	ProMinent (D)	WIKA (D)
G	R	Wilden Pumps (USA)
Gardner Denver Nash (USA)	Robuschi (IT)	Z
Grant Ltd (UK)	S	
H	Sero GmbH (D)	
	Sensus Metering	

4. QUALITY ASSURANCE

AxFlow AS has implemented a Quality Assurance system compliant with ISO- 9002. Our quality targets are summarised in the following statement:

AxFlow QUALITY POLICY STATEMENT:

We will, in consultation with our customers, sell products and systems to our customers. Our products are within the following areas: process technology, meteorology, water treatment, and electrical (high voltage) cables and components.

We will actively pursue the improvement of our products by collecting operational performance data from our customers and by using this information in the continuing development process together with our suppliers.

We will strive to provide all customers with products and services fit for the purpose for which they are required, at the time agreed with the customer, and at a cost which gives the customer value for money and AxFlow a reasonable return.

We will strive to avoid bureaucracy at all levels between ourselves and the customer.

We will, as an instrument to achieve our quality targets, operate a quality system complying with the requirements of NS-ISO 9002.

One person, with sufficient authority, is appointed as the management representative to make sure that the quality requirements are fulfilled and complied with.

It is the duty of AxFlow management to maintain the motivation and competence of its employees at a high level as these qualities are prerequisite for the fulfilment of the company quality targets.

Further, the AxFlow management shall on a regular basis monitor that the quality system is in proper use and evaluate its functioning compared to its intended purpose.

OSLO 01.09.95

All major manufacturers represented by AxFlow in Norway are certified in accordance with the ISO -9001. For detailed information, please refer to chapter 2.