

Innovative technology solutions for a sustainable society



zi **ZANDER &
INGESTRÖM**

A PART OF CHRISTIAN BERNER



Part of the industrial

The last decade of the 1800s, when Zander & Ingeström was established, was characterised by strong industrial expansion with dynamic technological development. Many engineers of the time devoted themselves to energy matters, and among the novelties were Gustaf de Laval's steam turbines and Jonas Wenström's electrical three-phase system. After completing their university educations, Bengt Ingeström and Oscar Zander took up employment at AB de Laval Ångturbin in Saltsjö-Järla.



They came into contact with the era's leading turbine designers and the know-how that product development required.

In the year 1898 the duo took the step of establishing their own engineering company and were given responsibility, as principal agents, for the marketing av Ångturbinbolaget's products. The rest is, as they say, history.

A well-known player

Zander & Ingeström have been a strong brand in the industry for many years. We are associated with quality, reliability and comprehensive technical know-how. During our journey we have not only followed developments, but also led them. We have contributed with expertise and innovation to the market, but also had the flexibility to adapt to it. This is the reason we are where we are today.

Since 2018 Zander & Ingeström is a part of Christian Berner Tech Trade, which is listed on the Nasdaq Small Cap. With our strong owner's backing, the future is looking bright. For example, electric boilers are an important part of the solution for industrial electrification, to establish a more sustainable energy system with more variable production. We are looking forward to many exciting years in partnership with our customers!

” We are associated with quality, reliability and comprehensive technical know-how.



al technical heritage

Highlights of Zander & Ingeström's history

- 1898** The engineering company Zander & Ingeström is established
- 1925** Production of electric boilers starts
- 1930** Pump manufacture starts
- 1950** Jönköpings Mekaniska Werkstads AB (JMW) is acquired.
- 1957** Zander & Ingeström is introduced on the Stockholm Stock Exchange.
- 1969** Zander & Ingeström becomes a wholly-owned subsidiary of Alfa Laval AB.
- 1992** Zander & Ingeström is acquired by Johan de Geer
- 2018** Christian Berner Tech Trade acquires Zander & Ingeström
- 2021** Zander & Ingeström becomes Master Distributor of Alfa Laval Hygienic Fluid Handling



Personligt engagemang.....
Gedigen kompetens.....
Säkra leveranser.....





Zander & Ingeström is an engineering and sales company that always puts our customers first. We deliver high-quality products, solutions and services, based on cutting edge expertise and lengthy experience. We are fast, committed and accountable in our relations with customers.

OUR MARKETS

- ▶ Energy
- ▶ Water and wastewater
- ▶ Food and beverage
- ▶ Pharmaceutical
- ▶ Process industry

OUR BUSINESS AREAS

- ▶ Flow technology
- ▶ Heating technology
- ▶ Service and aftermarket



is us

” We deliver high-quality products, solutions and services, based on cutting edge expertise and lengthy experience.



Foto: Per Helgason, Fotografen

FVB är stolt samarbetspartner till Zander & Ingeström

Vi bistår med rörprojektering, konstruktionsberäkning och layout.



Läs mer på
www.fvb.se



Energilösningar i kubik.®



We create innovative technical solutions for a sustainable society

” Everything we do, and have done for many years, is about sustainability.

Thinking sustainable is more important than ever, but to us at Zander & Ingeström focus on sustainability is nothing new. Everything we do, and have done for many years, is about sustainability. By providing products, services and knowledge, we contribute to sustainable solutions.

For example, we help our customers with more effective sewage water treatment plant processes, taking steps to fossil free production and developing an even more modern food industry. With Zander & Ingeström's expertise, both the environment and our customers win!

At Zander & Ingeström we have selected nine of the UN's global goals for sustainable development for greater emphasis.



An important role to play

Avebe Stadex in Malmö uses a lot of steam in its manufacturing process, and until the beginning of 2021 a steam boiler fired by natural gas was used to produce steam.

As a part of their climate and sustainability work, Stadex decided to replace the gas-fired boiler with an electric steam boiler from Zander & Ingeström to reduce the carbon dioxide emissions.

“The environmental benefits of the project are huge,” says Håkan Nebréus, Technical Manager at Avebe Stadex.

“We are in fact not only reducing our emissions, we are stopping them. Previously we emitted 2,614 tons of CO₂ every year through the chimney, now we don’t emit anything. At the same time we save around 7% in energy consumption because the electric boiler is far

more energy efficient than the gas-fired boiler was.”

“In addition to the significant environmental benefits, we also see that an electric boiler is considerably easier to manage for our operators than the gas-fired boiler. This is an important factor because our core business is producing starch, not taking care of boilers,” Håkan Nebréus continues.

“Overall, this has been a very successful project in all aspects, and it is obvious that Zander & Ingeström have extensive experience of electric boilers and projects like this one. Our sustainability work and work on further reducing our climate footprint continues in full force, and this project was a very important piece of the overall puzzle,” Håkan Nebréus concludes.

ZANDER & INGESTRÖM VÄRMER SINA KUNDRELATIONER MED HJÄLP AV SUPEROFFICE CRM



A man with short brown hair, wearing a blue and white striped button-down shirt, is smiling and looking towards a woman. The woman has blonde hair, wears glasses, and a black blazer over a patterned top. They are in an office environment with a decorative wall panel in the background. The overall mood is positive and professional.

” We are a well-established company with a strong and respected portfolio.

A workplace in which to thrive.

A close-up shot of a tree trunk with rough, textured bark. Several green ivy leaves are climbing up the trunk from the bottom right corner.



Zander & Ingeström has existed for more than 100 years, and we obviously believe in 100 more. We are a well-established company with a strong and respected portfolio.

Our employees are extremely competent and we have a great working environment. This is partly due to our attractive premises, and partly due to the atmosphere among colleagues. We who work for Zander & Ingeström are like a big family, where we help each other, have fun and strive towards common goals.

At Zander & Ingeström there are also good opportunities to develop, as we really invest in our employees, as an example through specialist training. If you are a courageous, innovative and passionate team player you are guaranteed to fit in with us!

Zander & Ingeström has quality, environmental and working environment certification in accordance with ISO 9001, 14001 and 45001.

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Specialist services that makes a difference!

We provide spare parts and technical support for all of our products, both with regards to flow technology and heating technology. Our new venture into services satisfies the need for specialist expertise at our customers.

In our service workshop our service technicians replace parts, renovate and maintain pumps and electric boilers for you. Preventive maintenance is more cost-effective than emergency service and is an investment that provides a good return for many years. It's worth it.

Many of our customers have discovered that annual recurring service reduces the risk of costly breakdowns. With regular inspections of the facility, you minimise the risk of interruptions and create the conditions for a long lifetime for your equipment.

Our technicians are often on the go and help you on site in the event of emergency disruptions. Customers further afar can be assisted by local service workshops that we partner with.

We provide tailored service agreements in modules, easy and flexible for you as a customer.

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- *Speciellådor för export bl.a. för Zander & Ingeström*
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REGENERATIVE TURBINE PUMP



SERIES GPM
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ALLOY CENTRIFUGAL PUMPS



SERIES GPT
SOLID BLOCK PLASTIC
CENTRIFUGAL
TURBINE PUMP



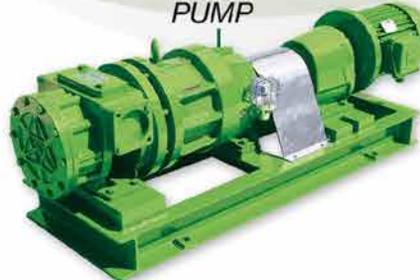
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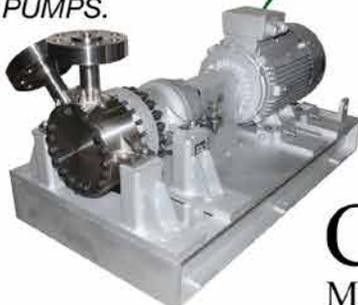
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”

Our strength is that we can take comprehensive responsibility.

Experts on heating technology

Zander & Ingeström has long held a leading position as supplier of large and small electric boiler systems for heating and steam production.

Our strength is that we can take comprehensive responsibility. We design, build, customise, manufacture, assemble and commission electric boilers. After commissioning, we also offer training.

Along the way we have engaged in close dialogue with the customers, where the possibility of customized solutions is key to the end result.

Through the years we have delivered thousands of boilers from just a few kW to complete 150 MW plants.

” ...the possibility of customized solutions is key to the end result





The right
in t
right



Utmaningen

Global närvaro
Nationellt nätverk
Lokal expertis

DETTA ÄR
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Parker är stolta partners till distributörer på mer än 13 000 platser över hela världen. Tillsammans med Zander & Ingeström som är vår distributör i Sverige för högtrycks-slang, kan vi erbjuda marknaden en bra kombination av kvalitetsprodukter och service i världsklass.

www.parker.com/se



nt pump the place

Zander & Ingeström is a leading partner that with a high level of service and knowledge ensures that you as a customer acquire an optimal solution for your special application.

We represent 20 suppliers in flow technology, where pumps are at the core of our business, which means that we have a wide range of products on offer.

We are also very skilled and demanding consultants to our industrial customers, where the media may be corrosive, abrasive and difficult to pump. With Zander & Ingeström as partner, you can be sure to get a solution that suits your needs.

” We represent 20 suppliers in flow technology, where pumps are at the core of our business.

SAFETY IS OUR CONCERN

- Drum Pumps
- Flow Meters
- Eccentric Screw Pumps



www.lutz-pumpen.de/en





” A good solution to the challenge with surplus electricity is to use an electric boiler to convert it to steam or heat that can be used in district heating and industrial processes.

Electric boilers are the future

Modern society is dependent on a stable electricity supply around the clock. The challenge is that electricity is difficult to store and has to be consumed at the same time and at the same rate it is produced.

Electricity that is not consumed is wasted without being of use. This happens every night when most electrically operated machines and appliances are at standstill.

A good solution to the challenge with surplus electricity is to use an electric boiler to convert it to steam or heat that can be used in district heating and industrial processes. This is a solution that is of great interest to the power and process industries, who can benefit from letting the boiler work at night when electricity is cheaper.

This is the reason for the Zeta boiler from Zander & Ingeström, a wise investment that replaces fossil fuel and contributes to a more sustainable society. It's an important piece of the puzzle in the transformation of the energy system to more sustainable production such as solar and wind power.

Vi ser fram emot ytterligare 30 år
som heltäckande samarbetspartner
till Zander & Ingeström



ventim.se



We want to be a sounding board for our customers

Zander och Ingeström's lengthy history creates long-term customer relationships.

"We have experience of many different applications in several different industries. This means that we can get it right from the beginning, also in completely new projects," says Thomas Nyström, Product Manager.

zi ZANDER & INGESTRÖM

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VETERANPOOLLEN

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Consulting is a significant part of Thomas Nyström's and his colleagues' workday. This is why Zander & Ingeström has constant focus on training and spending a lot of time at the customers, to maintain specialist expertise for the somewhat more demanding applications.

"Working with our customers in projects is both enjoyable and an important part of our business idea. We like to be part of the project early on in order to be a sounding board on what we are good at, which is flow technology systems.

When meeting with a new potential customer, Zander & Ingeström listens to the challenges and issues that exist, and comes back with a proposal and solution for the customer. A few months later, the project is followed up."

"When you're told it works like a dream, it's a great feeling. What is most gratifying is when a customer returns with a new request a few years later. Or those times when you contribute to solve a problem that is threatening production."

Tailored solutions

The right pump in the right place is Zander & Ingeström's philosophy. There are many different types of pumps as because there are so many types of fluids and applications. The actual pump can be a major investment initially, but in most cases it is operation and maintenance that is the great cost.

"This is where we can help. When we supply the right pump to the right place, it is the optimum solution for the customer's application in terms of investment, operation and maintenance.

” We have customers that don't just have one pump from us, but four to six pump types is common.

Being able to offer the right pump for the right place also requires a good choice of pumps. In the course of the years, Zander & Ingeström has grown with more and more agencies, which means that we can offer customers a greater partnership."

” When you're told it works like a dream, it's a great feeling.

"We have customers that don't just have one pump from us, but four to six pump types is common. A business contacts us because they believe they need a pump, and describe their assumptions and goals. We discuss what is most important for the project in question, and then we have our toolbox with products to choose from."

A complete range

Our flow technology product range doesn't only include pumps. In January 2021 Zander & Ingeström was named "Master Distributor" for Alfa Laval's range in "Hygienic Fluid Handling". From just supplying pumps, now heat exchangers, valves, pipe fittings and tank equipment are included in our flow technology portfolio.

"This means that we are now a bigger player and partner that can supply a larger share of the process equipment needed."

In June 2020 new partners were introduced and the High Pressure Technology group was established. The core of this business is Hammelmann piston pumps designed for really high pressures. Another key partner is Parker, and here we offer high pressure hoses of any length, optional connectors, dimension and pressure class up to 4,000 bar, with fast delivery.

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A key player for the future too

Large electric boilers will play an important part in the future sustainable electricity system.

"We will continue to develop our products so that they fit into a new applications and cope with future requirements," says Camilla Sellerstrand, Head of Engineering & Project Management, Zander & Ingeström.

In the future sustainable electricity system, more of the production will be intermittent, for example solar and wind, and the electricity grid will need to be regulated to a greater extent than today. Here large electrical boilers, which is a product area that Zander & Ingeström has experience in since the early 1900s, will be an important part of the puzzle.

That position will be maintained, and for this reason the organisation is now being strengthened with more and new areas of expertise.

” As supplier and partner we accompany the customer all the way...

“We’re looking forward to the shift towards electrification that is ongoing and to continue to play an important part in most industrial areas and markets. We are also working with the general digitalization that is under way in the industry and can also see a lot of interesting opportunities there.”

A turnkey supplier of heat technology solutions

Zander & Ingeström specialises in giving its customers exactly what they want and need, at the right time. This is achieved both based on standardised solutions and unique designs, depending on the customer’s needs and desires.

“As supplier and partner we accompany the customer all the way and take responsibility for our commitment. We design and build our boilers with auxiliary equipment ourselves, and we have close partnerships with reliable subcontractors. Our own service

operations guarantees safe ownership with high uptime for our customers through service agreements that quickly provide our customers with on-site support, spare parts and annual service.”

Zander & Ingeström often plays a part early on in projects, before investment decisions and in feasibility studies for conversion to the production of steam and hot water using electricity instead of fossil fuel, or in applications where there’s a need to balance the electricity grid.

“Due to our extensive process knowledge, we can tailor a solution along with our customers, both technically and in terms of projects, and provide deliveries from individual boilers to complete turnkey projects.”

Personal relations

Zander & Ingeström works globally in a large number of different countries, but the core issues are always the same. Basically, all projects are about money, resources and time. In order to live up to the customers’ expectations, Zander & Ingeström greatly emphasises clarifying what the customer’s process looks like, which needs they have and what is most important for the customer before the project starts.

“This saves time, money and resources for everyone involved in the project, and we reduce the risk of misunderstandings and mistakes. An open dialogue creates a very familiar feeling, attitude and encounter between us and the customers. We become like a team that works together, and that usually means a very pleasant and open atmosphere.”

Kreativ och innovativ integration av industriella automationssystem

Industri 4.0 och nästa generations tillverkning kräver avancerad teknik och nyckelfärdiga lösningar. På AFRY är vi specialister på att leverera automationssystem för alla branscher.

Med våra erfarna ingenjörer och vårt fokus på projekt och nyckelfärdiga system garanterar vi en säker implementering i en miljö där säkerheten är avgörande.

Vi är stolta över att Zander & Ingeström valt oss som långsiktig partner med möjlighet att få bidra i hela processen, från utveckling och tillverkning fram till installation hos Zander & Ingeströms kunder runt om i världen.

Tillsammans accelererar vi omställningen mot ett mer hållbart samhälle.

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 **AFRY**
AF PÖYRY

Surrounded by extremely skilled colleagues

As Order Manager at Zander & Ingeström, Dino Okanovic learns something new every day.

“Since I started at Zander & Ingeström I’ve grown immensely as a person and my technical expertise is constantly developing.”



Working as an Order Manager is exactly what it sounds like, while at the same time the job involves a number of different work stages.

Dino Okanovic manages customer orders, is involved in customer support, keeps track of freight, books freight and much more.

“I love coming to work every day. I’m surrounded by extremely capable colleagues, which means you absorb knowledge. We’re working towards the same goal, so we develop together.”

Dino believes order management at Zander & Ingeström stands out in three ways; state-of-the-art expertise for demanding applications, commitment and security and a fast and correct response.

“Satisfied customers are the goal, and we do everything to achieve it.”

Dino take a very bright view of the future, both for himself and for his employer.

“Zander & Ingeström gives me the opportunity to develop. It’s up to myself to grab the opportunity.”

When it comes to Zander & Ingeström, he’s pleased with how much the company has grown in a short time.

“The range of new products and the influx of new colleagues means you can only be pleased. I am really looking forward to the future!”



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A tight-knit team working towards common goals

At Zander & Ingeström the level of service and expertise is high, not least thanks to the close cooperation between service technicians, designers and sales staff. “This allows us to combine our practical and theoretical knowledge to solve the challenges we face,” says Hampus Sjögren, Service Technician.

Hampus Sjögren’s background is in the skiing industry, and he has worked with artificial snow production, ski lift servicing and all technical aspects of the area.

Today he works in service, mainly of electric boilers. As a Service Technician he visits customers and ensures that their systems work safely and efficiently.

“The customers have high requirements to operational reliability, and it’s up to us out in the field to ensure that we meet and preferably exceed them!”

Hampus appreciates that the various professionals at Zander & Ingeström work together to make the customers happy. There are always colleagues who are more than happy to explain different products and processes, with the aim of learning from each other.

“Development is encouraged at Zander & Ingeström, it’s just a question of wanting it.”

Hampus notices every day that he works for a well-established company with an illustrious history.

“A lot of the facilities are 40–50 years old. Zander & Ingeström has been there all the time and the customers are therefore aware of what we know and what we represent.

The future also looks bright, as there are many interesting projects in the pipeline. Demand for service is growing, and the service group therefore needs to grow at the same rate. The challenge is finding a good balance between general and specialist expertise.”

“But I believe we have found it, with future additions to the service group I think we can build on the foundation we already have!”

” The customers have high requirements to operational reliability, and it’s up to us out in the field to ensure that we meet and preferably exceed them!



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Hagby 254, 755 78 · Vänge 018-39 71 41 · info@obergs.info · www.obergs.info

Zander & Ingeström

Mätslingan 19A
SE-187 66 Täby

Telefon
+46 08-80 90 00

E-mail
order@zeta.se

Website
www.zeta.se

