

# magazine

FIRST EDITION 2010

A MAGAZINE FROM G. LARSSONS MEKANISKA VERKSTAD AB SWEDEN

**Inauguration in Belarus  
with belief in the future** page 4

**Greater focus on sago starch  
after visit to Malaysia** page 7

**First complete factory  
to Chaoxing** page 7

**Exclusive right of sale of pumps  
for the starch industry** page 11



**INVIGORATING NEWS  
from an industry leader**

**L&M Pumps** – Your specialized partner for pumps and spare parts for pulp and paper – starch and chemical industry related applications.



**We make your process even more competitive.**

Peak quality with a peak possible savings potential. We guarantee to match OEM specifications exactly for: FIT – PERFORMANCE –

MATERIALS BALANCE – SERVICE. From the spare part to complete heavy duty pump systems. We guarantee 100% interchangeability for spare parts and complete pumps.

**Centrifugal pumps for foaming, viscous and high solids fluids  
robust and wear resistant design – manufactured all through in AISI 329.**

Centrifugal pumps



Air-Degasing application in Starch-Industry



Eccentric screw pumps and positive displacements pumps



Replacement spare parts for centrifugal pumps and for eccentric screw pumps

Replacement spare parts for centrifugal pumps fits for: **Sulzer Ahlström and Scan Series** as well as for eccentric screw pumps: **Allweiler, Seepex, Netzsch Series.**



**PUT US TO THE TEST**

## Even more positive news for the starch producers

**THINGS CAN TURN AROUND** quickly. In the previous issue, I wrote about low starch prices whereas today we can note that the tapioca starch price is at all-time high. During the last half-year, I have noticed a steadily growing positivism among starch producers. Certain regions have certainly experienced an upswing due to crop failures and noxious insects that have had a negative effect on the supply of raw materials in other regions. But in general, we notice a growing faith in the future.

I have travelled quite a bit lately and have had the advantage to visit new factories in different regions. I am very proud to have been entrusted with the task to deliver equipment for the sago starch industry in Malaysia. It is very interesting to visit new customers and learn what happens in their regions.

Here at home things are at full swing; we have won a number of new contracts and have to deliver a lot of equipment in the nearest couple of months. We have also developed a new rasper which is intended for pilot plants and smaller factories. This rasper has the same high yield and rasps as finely as a

production machine. It gives a marked boost to the yield of the smaller factories. In order to keep our position as a leading supplier, it is our obligation to continuously develop and improve our machines so that the customers who turn to us have competitive advantages with regard to other producers.

I am also proud to be able to present a new cooperation partner, the pump supplier LM-Pumpen GmbH. LM-Pumpen is an active company with a focus on the customers and I am certain that our customers are in for a positive surprise.

We aspire to become an as complete supplier as possible. With our cooperation partner, the International Starch Institute in Denmark, we can supply plants with integrated sugar production. As a buyer, you do not need to be afraid of internal frictions between the different suppliers, your experience will be as if you buy the whole line from the same supplier.

In the next six months, we are going to invest in a new warehouse in order to improve our internal logistics and obtain more flexible

management of materials and ready products. In order to streamline the production, we are going to reduce our own cutting processing and instead concentrate more on welding and assembly of machines. In this way, we are going to utilise our premises better and become more cost-effective.

I would also like to take this opportunity to thank Göran Jönsson for all his years here at Larsson. Göran has made an invaluable contribution to our development. He was also somewhat of a mentor to me when I started working full-time at the company. In conclusion, I would also like to express my gratitude to Arne Tegele for his contribution to the production. Arne has contributed with many innovative solutions throughout the years.

Jörgen Larsson  
Managing Director



## Unique drier meets the requirements of leading Swedish starch producer

PHOTO: LARSSON



Lantmännen Reppe's new drying plant.

Swedish starch producer Lantmännen Reppe expands its product portfolio to also include native and modified wheat starch.

Larsson supplies the required machinery, including a drier which is unique in several respects.

**LANTMÄNNEN REPPE**, which dates back to the 19 century, is currently a leader on the Nordic market and the only company in Sweden working with wheat starch. Its end products include glucose syrup, dextrose solution, gluten flour, starch, bran and sprouts, above all, for the food industry. Lantmännen Reppe is also one of the biggest Nordic distilleries and produces rectified spirit.

Now they have chosen to expand and start working on new markets, e.g., for the paper industry, which they consider to have a great potential for growth.

Erik Tellgren, CEO of Reppe, sees the opportunity to raise the degree of service to the Nordic paper industry by ensuring quick and flexible deliveries of starch products of stable and high quality.

– This is why the starch is produced in a sustainable way in a modern and energy-efficient plant which meets high environmental requirements. The ability to avoid long transportation by cultivating cereals in your immediate surroundings and by having customers close to your production site is an additional advantage in several ways, Erik Tellgren says.

Larsson provides both services and equipment for an extended wet process and a modification plant where dry cationic starch will be produced but it also supplies a complete drying plant, explains Larsson's project manager Jonas Oskarsson who has both sold and provided project management for the investments that are now made by Reppe.

– These are actually products from our standard concept. What is most exciting is the drying plant which complies with extremely high dust emission requirements. They have been met with a polishing filter, he says.

The drying plant has also been equipped with an extra high degree of automation.

– It will be one of the most advanced and complex plants we have built when it comes to operation and safety. The plant will be unique and this is why we hope to be able to use it as a reference plant in our sales work, Jonas Oskarsson says.

The work is estimated to be complete at the end of the year but a hydrocyclone was delivered as early as May.

Reppe's intention is to double its capacity in the long run.



# Inauguration in Belarus characterised by belief in the future

The inauguration of Larsson's representative office in Belarus was characterised by consensus, confidence and joy. The Swedish Ambassador, several leading figures from the Belarusian food industry and representatives from Larsson participated in the celebrations. Many took the opportunity to give speeches.

**THE INAUGURATION WAS HELD** on 9 February, but the registration with the Ministry of Foreign Affairs was ready in early October 2009. The inauguration turned out to be an informal and convivial meeting which everyone saw as a good opportunity to exchange thoughts and ideas about the future. Everyone also agreed that the cooperation between Sweden and Belarus was beneficial to both nations. Larsson's ambition is to be a full partner, not just in the construction of machines and factories, but in the future development of the region's industrial starch.

Mr. N. Piatsushau, the Deputy Director of the Institute for Food Industry, said that he and his colleagues had received the impression during their visit to Sweden that Sweden had reached the highest level of technology, equipment and knowledge.

– Larsson offers equipment that is the best combination of price and quality and that represents a complete production chain, he said.

Natalia Saprykina, Deputy Director of the State Unitary Company for Food Industry for the Grodno region, agreed:

– We see Larsson as a serious and reliable partner. This new office will make future contacts easier for us and other starch factories in the region. Larsson's products stand out for their high quality and competitiveness.

Larsson's CEO, Jörgen Larsson, was obviously very optimistic on this day:

– I get many questions at home about the Belarusian people. I always respond that they are sincere people who are easy to work with. This is also how it has been in our existing cooperation with the Rogoznitsa starch factory, which is going to be the best not only in

its region but also among the best in the world.

Mr. V. Bich at the Rogoznitsa starch factory took the opportunity to share some thoughts about the new factory, which he describes as the only one of its kind in the former Soviet countries.

Sweden's ambassador in Minsk, Stefan Ericsson, said that he had noticed a marked similarity between the two countries and that there was clearly tolerance to everything and everyone.

– This is a chance to increase the Swedish presence in Belarus and to promote mutual understanding and do good business together, he said.

CEO Jörgen Larsson thinks that the office in Minsk has already performed a lot better than he had dared to hope. Olga Bulai, who is in charge of the new office, agrees:

– We manage ongoing projects and a number of new inquiries from our region. There are significant opportunities for growth in this area and the goal is to deliver what is best on the world market to the mutual satisfaction of both ourselves and the customers, she concludes.



**Gates**  
A Tomkins Company

**POWERGRIP® GT3**  
*Synchronous belt covering a wide variety of compact and high-speed drives*

www.gates.com      ptindustrial@gates.com

**LÖNNE**      Kastellgatan 5, SE-254 66 Helsingborg  
Tel. +46 (42) 38 03 00 • www.lonne.com

# Göran and Arne clock out after a total of 65 years at Larsson

Draughtsman, designer, purchaser, cost accountant, planner... the list of the titles Göran Jönsson has had at Larssons Mekaniska can grow long. But after 40 years at Larsson, he is now retiring – at the age of 67.

**GÖRAN JÖNSSON STARTED AT LARSSON** in 1964, at the workshop. Then he studied to become an engineer until 1969, when he got a job at the office. During the last years, he has devoted most of his time to purchasing and spare parts, which has helped him get to know many customers.

– I have always felt good about the work, my work tasks and the colleagues. You know what you have but not what you will get if you change your job – I have always thought like this and have always been satisfied with my job, Göran says.

Thanks to the fact that he has tested the whole chain from the factory floor to utilising his engineer knowledge as a designer and draughtsman, he has always faced new challenges to his development.

– I have been involved in many of the company's best-selling designs, which has felt stimulating, he says.

Göran has also been out in the field putting into operation new plants.

– The positive memories from this time clearly outweigh the negative ones but I have to admit that there have also been tough years with, at times, very high work load. It is fantastic to note the development the company has had when it comes to the number of its employees. A lot has happened, in particular, with regard to safety and health.

Now Göran will dedicate himself to his wife, to renovating the house, helping his sons with their own houses and participating, under the auspices of the church, in the operation of a perfect camp site.



Göran Jönsson



Arne Tegeling

## “It has been a wonderful time”

**When the newly retired Arne sums up his time at Larsson, the result is 24 years and eight months on the shop floor.**

– **It has been a wonderful time with good friendships, he says.**

**ARNE TEGELING HAS ALWAYS** earned a living in the engineering industry, whether as a car and truck mechanic or as a worker at the IFÖ plant. It was a chance where, in particular, the geographic location played a part that landed him at Larsson.

– It was close to my home and I could choose between taking the boat, bicycle or the car to work, Arne says.

During his nearly 25 years there, he has participated in the vigorous expansion of the company.

– I previously used to be out at different warranty repairs at factories all over Europe but Larsson now works all over the world. The company has undergone an unbelievable development and I think that the premises will need yet another expansion soon, Arne says.

After a whole life spent on the shop floor, he has managed to participate practically in each part of the production. Turning, welding, cutting and assembly have, however, been his main occupations.

He has not stayed idle since the retirement, either.

– I have a small garden with 300 fruit trees which need care. Then, I was born and raised near water and love to take the boat out fishing. My live-in partner and I share a passion for dancing and meeting people, there will be more of this now so I do not believe that I will have time to miss the job, Tegeling says.

## Energy efficient motors



[www.abb.se/motorer&drivsystem](http://www.abb.se/motorer&drivsystem)

**ABB**



**SPECIALIST IN STAINLESS**

Tel: +46 (0)476 265 90 Fax: +46 (0)476 133 66  
[hema@hemarostfritt.se](mailto:hema@hemarostfritt.se) [www.hemarostfritt.se](http://www.hemarostfritt.se)



Jörgen Larsson and Khun Ung at a meeting before the delivery of the hydrocyclone.

## Existing hydrocyclone upgraded

Larsson sold a hydrocyclone to SraKeaw-Charoen in Thailand some time ago. Now the factory has undergone a development and the hydrocyclone, therefore, needs additional upgrading and optimisation in order to have its capacity boosted.

– In order to solve this, we will supply parts and engineering knowledge. Our cooperation partner, Hansa International Co Ltd, will assist the customer on site, Larsson's CEO, Jörgen Larsson, says.

## Hydrocyclone to the Roi Et Group

**In the previous issue of the magazine, we wrote about the cooperation with KS Chantaburi, which had ordered a complete factory in Thailand. Now yet another delivery to Thailand has left Larsson's factory.**

This time, the delivery went to the Roi Et Group, which is part of the same group of companies as KS Chantaburi and thereby belongs to Thailand's largest producer of tapioca starch.

The Roi Et Group's new hydrocyclone will contribute to the modernisation and upgrading of the factory.

– Our solutions help reduce water consumption and thereby result in discharge of less waste water. This will additionally raise the quality of their end product, Larsson's CEO, Jörgen Larsson, says.

The cooperation partner, Pichai Tangtrakul, at Hansa International Co. Ltd. has been responsible for customer contacts and sales in the project.



Premchai Tangtiphongkul, Jörgen Larsson (who was host), Sureemas Tangtiphongkul, Nattawadee Tangtipongkul, Rongrong Thongtan, Chaiyot Ruangsangthong och Montri Tangtipongkul took part in the visit. Hansa International's representative Thongtham Sirisuk stood behind the camera.

# TH-Pellet inspects equipment and factories

**Thai TH-Pellet has a well-established factory which, however, needs additional modification and modernisation. They visited Larsson in May in order to inspect the equipment they have ordered.**

Several representatives from TH-Pellet took part in the visit together with Hansa International's staff in order to inspect their equipment, discuss future investments, extensions and efficiency improvements.

The purpose with the ordered equipment is

to modernise the technology, improve the quality and boost their capacity. The goal is also lower water consumption and thereby more environmentally friendly production.

– The first half of the factory will be modernised during the first stage. We have also discussed broader cooperation, which also includes a completely new production line, Larsson's CEO, Jörgen Larsson, says.

In addition to the visit to Larsson in Bromölla, the delegation also visited Lyckeby Starch's plant in Kristianstad and Karup Karroffelmøllefabrik in neighbouring Denmark.

# Workshop arises interest at the Detmold Fair

**Larsson took part, as usual, at the Detmold Fair in Germany with its own showcase.**

**– There is always great interest and this time the fair had a more practical focus, Jan Hamer, who took part from Larsson's side, says.**

According to Jan Hamer, the Detmold Fair has successively become more and more technical, where the majority of the workshops have come to deal with the use of chemicals in the starch industry. The latest fair had another, broader focus.

– There was an interesting workshop this year which was directed at the food industry. It

was more practical in its execution and everyone, irrespective of their position, could take part. I think that this was good, Jan Hamer says.

He is invited as a lecturer at the next year's fair.

– If I accept, which I most likely will do, the lecture will be on how a factory can be operated in an optimum way from an environmental and efficiency perspective, Jan Hamer says.



Jan Hamer

# Greater focus on sago starch after visit to Malaysia

Factories producing sago starch are a relatively new market for Larsson. The Sibu region of Malaysia has a dozen factories specialising in sago starch and Larsson has been on a visit there.

Cooperation with one of the local producers, CL Nee Sago Industries, has already been initiated.

Sago starch is hard to extract and requires a lot of manual work where the stems are sawn off and carried out by hand from the swamps. The stems then float down the river to the factory where they are processed into starch, which in many respects is unique when it comes to, e.g., peak viscosity.

– 50 tonnes of starch per day is a quite a normal quantity for the factories here, says Jörgen Larsson, who was accompanied during his visit to the area by his colleague Pichai Tangtrakul of Hansa International Co Ltd.

Local manufacturer CL Nee Sago Industries is at the cutting edge of this area. They export to qualified customers and are very interested in becoming more efficient. This is why they have chosen to start collaboration with Larsson.



CL Nee Sago Industries' factory lies beautifully by the river which is also used to transport the sago tree's stems to the factory.

– We see an extremely big potential for development of these factories. The yield nowadays is relatively low so an upgrade of the machinery will lead to a quick return of the investment. The raw material is expensive, difficult to produce and exists in limited quantities; this is why it important to have modern machinery which does not unnecessarily waste something down the drain, Jörgen Larsson says.

He believes strongly in Larsson's newly-developed rasper, GL 500/300, which is also

described in greater detail in this magazine and which is expected to become a best-seller in the region due to its size and flexibility.

– We will definitely invest more in marketing us in the region, Jörgen Larsson says.

– The cooperation with CL Nee Sago Industries is a first step on this market and I am convinced that we will get more orders from the region. There are also about a hundred minor sago factories in Indonesia that we can visit, Pichai Tangtrakul says.

## First complete factory to Chaoxing

**Larsson is responsible for the construction of a complete factory in China for the first time.**

**– Everything must be ready as early as July. Chaoxing is expected to become an important reference plant for us, Sarah Liu, manager at the Chinese office, says.**

The work on delivering the machinery and know-how for the construction of a complete factory, including a wet process, potato wash, drier and packaging installation is in full swing. The short delivery time and scope of the project means an exciting challenge for Larsson's organisation.

– The factory is located in the City of Dingxi in the Gansu province, which is a well-known potato place in China. It is a tradition to grow potatoes here and there are many small-scale factories in the region. As a rule, these factories are in great need of new and modern



Picture from the signing of the contract with Chaoxing Starch Product Co., Ltd. Ms. Liu Xinlan is the owner of the company and she is surrounded here by Mr. Xu Zhiqi and Mr Li Zhong.

equipment, Sarah Liu says.

Larsson has previously supplied individual factory parts to China, above all, wet processes, but this is a turnkey contract.

– In order to lower the cost, the customer

has decided that parts of the machinery will be produced in Thailand and China but it is ultimately Larsson that takes responsibility for everything, says Sarah, who consequently hopes for a successful outcome in order to be able to use Chaoxing as a reference plant.

– There are many business opportunities in western China and now we get the chance to show what we can do here, she concludes.

The project has been characterised by an extremely short delivery time, with only *three* months from the date of the contract to the ready factory.

– We managed this by making a copy of a previously supplied factory. All layout drawings were ready so the production could start immediately. We have also utilised our subcontractors to the maximum; this brings the cooperation to a head but has worked due to the fact that we have had a long and good collaboration before. A plus for everyone involved! CEO Jörgen Larsson says.

# Starch sweeteners – a giant market

The Danish International Starch Institute, ISI, is among the best in the world when it comes to developing factories for production of starch sweeteners.

Here they tell themselves of their work, of the situation in the world and of the cooperation with Larsson which has been going on for more than 50 years.

Sweeteners are the second largest outlet for starch. Starch sweeteners in the form of High Fructose Syrup have replaced the traditional cane sugar in the USA and the same trend can be observed everywhere in the world. Starch of any origin can be transformed into the classic 42 DE syrup for sweets, into high maltose syrup for beer, into high fructose syrup for soft drinks and as an industrial substitute for cane and beet sugar in general.

It all began in Denmark just after the war. Karl Kroyer had invented a continuous method for hydrolysis of starch into glucose. More than 200 licensed factories were built all over the world. However, Karl Kroyer's organisation did not rest on its laurels. The invention was further developed as effective enzymes emerged. It was possible to drive the enzymatic hydrolysis of starch so long and so perfectly that the hydrolyzate consisted of almost pure dextrose. New enzymes could convert dextrose to fructose and hence the same chemical composition as in the familiar table sugar could be obtained. This has really increased the spectrum of sweeteners and down-stream products derived from starch.

Evolution did not stop there. The new sweeteners are perfect raw materials for various fermentation products, whether it concerns the well-known flavour enhancer – monosodium glutamate, MSG, the Third Spice, or fermented into vital L-lysine for animal feed or just beer.

The International Starch Institute has been involved throughout. Not only have we refined the original Karl Kroyer process, but today we offer



Starch for sweets is a speciality for ISI.

complete turnkey plants for the manufacture of all types of starch-based sweeteners and all the down-stream products derived therefrom.

We have known and worked with Larsson for as far back as we can remember. Together, we are the largest starch group in Europe. Together, we employ more starch specialists in research, development and implementation than any other group... and we are not confined to Europe, we supply our factories worldwide.

**Note:** For more information, visit International Starch Institute in Aarhus Denmark, or surf to their site [www.starch.dk](http://www.starch.dk)



## Subcontracting – cutting processes

We process most materials, and we have extensive experience of stainless aluminium and plastic materials.

The company's machinery can handle batch sizes from 10-5000 items.

Tel: +46 (0)46 20 79 90 • Fax: +46 (0)46 25 89 80  
[info@vkmekaniska.se](mailto:info@vkmekaniska.se) • [www.vkmekaniska.se](http://www.vkmekaniska.se)

## ERICHS

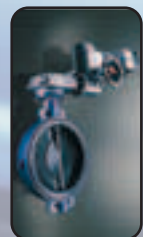
### Valves and Actuators

Part of World's largest producers of valves and actuators

Supplier of high quality products with worldwide technical service

Brands such as Auma, Tyco, Keystone and Vanessa

Jointly owned by Auma Group and Tyco Flow Control



**auma**<sup>®</sup>

**tyco**

**ERICHS**  
VALVES & ACTUATORS

Phone: +46 40 31 15 50  
[www.erichsarmatur.se](http://www.erichsarmatur.se)



The participants in the meeting were Mauri Lehtismäki, Sven Pedersen, Thongtham Sirisuk, Jens Thomsen, Sarah Liu, Eva Larsson, Jörgen Larsson, Pichai Tangtrakul, Olga Bulai, Tomas Nilsson, Han Xinliang, Somkiat Manapaisanvorakul and Weidong Zhang.

# Creativity flows at a sales meeting in Hainan

Larsson arranged a sales meeting in Hainan, China, in March this year where everyone working for the company was invited.

– I meet all of them but they do not meet each other. The purpose of the meeting was for everyone to share experiences and make connections, CEO Jörgen Larsson says.

A four-day meeting may seem like a lot but there were not many minutes during these days that were devoted to anything other than bandying ideas and identifying future business opportunities.

It was like this probably because it had been six years since a similar meeting had last been held on Larsson's initiative. There was a great need and many had asked for a long time for an arena for discussing the present and the future.

– Everyone has contacts and together we can help each other. After such a meeting people dare call each other and ask about

things, both big and small, Jörgen says.

– We conducted a SWOT analysis where strengths, weaknesses, opportunities and threats were analysed. The meeting gave us a greater understanding of what the market needs and what we need to improve, Sarah Liu, who is responsible for the activity at Larsson's representative office in China, says.

– There were many and long sidetracks. Creativity got a free flow, interjects Jörgen, who points out that the purpose of the meeting is that Larsson together with its partners all over the world can become better and better at meeting the customers' needs.



**sMf**

**We know pressure gauges**

Phone +46 (0)247 141 45 • [www.manometer.com](http://www.manometer.com)

**S|E|B**

**AO AutomationsKonsult**

**Electric design and PLC-programmer**

Phone: +46 (0)70 853 90 50 • e-mail: [ao.automationskonsult@euromail.se](mailto:ao.automationskonsult@euromail.se)

Control valves

**SAMSON**

[www.samson.se](http://www.samson.se)








**A partner in**  
Energy  
Installation Technology  
Automation and Industrial IT

[www.lmt.se](http://www.lmt.se)

Tel. +46 (0)44 20 00 10 • Fax +46 (0)44 10 37 75  
Gasklocksgatan 3 • SE-291 54 KRISTIANSTAD, Sweden

**HANSA** บริษัท ฮันซ่า อินเตอร์เนชั่นแนล จำกัด  
**HANSA INTERNATIONAL CO., LTD.**  
57 ซอยรามคำแหง 30/1 ถนนรามคำแหง แขวงหัวหมาก เขตบางกะปิ กรุงเทพฯ 10240  
57 Soi Ramkhamhaeng 30/1, Ramkhamhaeng Rd., Hua Mark, Bangkok, Bangkok 10240 Thailand.

Pressure Equipment Component  
Conducted acc.to PED 97/23/EC, EN 12953

 เครื่องผลิตไอน้ำ ใช้เชื้อเพลิงขี้เลื่อย <b>Woodchip Fired Steam Boiler</b>	 เครื่องผลิตไอน้ำ ใช้เชื้อเพลิงถ่านหิน <b>Solid Fired Steam Boiler</b>
 เครื่องทำความสะอาด แบบหมุน <b>Dry Cleaner</b>	 เครื่องอบแป้ง <b>Starch Dryer</b>
 เครื่องล้างราก <b>Roots Washing Drum</b>	

**ออกแบบและสร้างโรงงานผลิตแป้งมันสำปะหลังสมบูรณ์แบบ**  
**Engineering and supply: Complete Tapioca Starch Plant**  
Tel: (66-0) 2732 3956 (Automatic), 2374 4596 Fax: (66-0) 2732 3188  
[www.hansa-boiler.com](http://www.hansa-boiler.com) E-Mail: [hansa@hansa-boiler.com](mailto:hansa@hansa-boiler.com)

# Turn Key Factories Worldwide



## For End Products

Native Starch / Modified Starch / Glucose Syrups / Fructose Syrups / Bio Fuel

## From Raw Materials

Cassava / Potato / Wheat / Corn

Science Park Aarhus, Gustav Wieds Vej 10, DK-8000 Aarhus C, Denmark.

Phone +45 8620 2000 • Fax +45 8730 0223

[international@starch.dk](mailto:international@starch.dk) • [www.starch.dk](http://www.starch.dk)



**International  
Starch  
Institute**

# Exclusive right of sale of pumps for the starch industry

Larsson has cooperated for a long time with L&M Pumpen in Germany, which is the market leader in Europe in the area of pumps and spare parts. By virtue of a recent agreement, L&M Pumpen has given Larsson the exclusive right to sell pumps to the starch industry.

WIN-WIN IS THE DRIVING FORCE behind the agreement that has been signed between Larsson and L&M Pumpen. Both are family businesses and the many similarities between them have contributed to the good agreement and understanding of the two companies of each other's operations. Both companies have also been expanding vigorously during the last years and for L&M Pumpen this has meant that they have not had the possibility to visit all factories in all industries in the world themselves.

– At Larsson, we have the contact network in the starch industry and can help out – and the cooperation will be a win-win situation both for us and L&M Pumpen. They make absolutely top-level pumps and on top of that, the pumps come at good prices and with good delivery times, Larsson's CEO, Jörgen Larsson, says.

For its part, L&M Pumpen has chosen to sign the cooperation agreement with Larsson as they consider Larsson to be a market leader.

– We are engaged in establishing a worldwide service network to be at your site, whenever required. In our opinion, Larsson is a market leader which provides cutting-edge products. Both our companies are distributing innovative technologies. We are swift to react non-bureaucratically to each request with a considerable potential for savings, says Moritz Buck at L&M Pumpen.



## New rasper for a new target group



Designer André Swahn presents the compact grinder which has received the designation GL500/300

Larsson is launching a new rasper which is significantly smaller than its predecessors.

The target group includes laboratories and smaller factories.

LARSSON'S PREVIOUS GRINDING machines have been intended for larger industries. The new GL 500/300, on the other hand, is an excellent fit for laboratories which run test series or for customers who have smaller factories. The Technical Director, Jan Hamer, sees this new grinder as a gateway to the rest of Larsson's range.

– The rest of our product range is complete. This new grinder fills in the last piece of the puzzle. Now we have grinders from 18.5 to 500 kW, he says.

Designer André Swahn has worked with the new grinder for three months and is satisfied with the result.

– It is a compact machine with quick and simple operation and maintenance.



**Broby Sprutmålning AB**  
For Rust-proofing & Finishing  
[www.brobysprutmalning.se](http://www.brobysprutmalning.se)

We do repairwork and new installations in industrial plants, schools, business premises etc.

We also sell electric materials and make cabinet designs from construction to operation.



Tel. +46 (0)44 21 47 50 • Fax: +46 (0)44 21 01 61  
e-mail: [info@elektrodrift.com](mailto:info@elektrodrift.com)

[www.elektrodrift.com](http://www.elektrodrift.com)

**G. Larssons Mekaniska Verkstad AB**

Address: P.O. Box 89, SE- 295 21 Bromölla, Sweden

Visiting Address: Kråkeslättsvägen 8

Phone: + 46 456 486 60

Fax: + 46 456 226 90

E-mail: larsson@larssonsweden.com

Web: www.larssonsweden.com



**Pella Bayer**

*Purchasing assistant and spare parts seller*

**Phone:** +46 456 48678

**E-mail:** pella.bayer@larssonsweden.com



**Jörgen Larsson**

*CEO and Sales Director*

**Phone:** +46 456 48661

**E-mail:** jorgen.larsson@larssonsweden.com



**Roger Nord**

*Spare parts seller*

**Phone:** +46 456 48672

**E-mail:** roger.nord@larssonsweden.com



**Tomas Nilsson**

*Seller*

**Phone:** +46 40 6312670

**E-mail:** tomas.nilsson@larssonsweden.com



**Torleif Svensson**

*Purchasing Director. Also responsible for cargoes and containers for projects.*

**Phone:** +46 456 48673

**E-mail:** torleif.svensson@larssonsweden.com



**Jonas Oskarsson**

*Seller and expert on modified starch*

**Phone:** +46 456 48674

**E-mail:** jonas.oskarsson@larssonsweden.com



**Jan Hamer**

*Technical Director with responsibility for designers. He also appoints project managers and has contact with start-up persons.*

**Phone:** +46 456 48663

**E-mail:** jan.hamer@larssonsweden.com



**Olga Bulai**

*Office Manager, Belarus*

**Phone:** +375 296 67 20 59

**E-mail:** olga.bulai@larssonsweden.com



**Eva Larsson**

*Financial Director with a responsibility for payments, customs documents, etc.*

**Phone:** +46 456 48670

**E-mail:** eva.larsson@larssonsweden.com



**Sarah Liu**

*Office Manager, China*

**Phone:** +86 20 2886 5948

**E-mail:** sarah.liu@larssonsweden.com