

Companies in cooperation  
save money, time and environment  
through unique  
resources and knowledge



# No individual can do everything But together we can achieve almost anything

*In 2002 ten companies decided to get together and create a network. Today, five years later, the network includes more than 70 companies across Scandinavia, Europe, USA India and Australia.*

The plan was to bring together unique resources and expertise – an initiative which has proven to be exceptionally successful.

Maintenance and production involve complex solutions and to be able to make improvements the supplier of the product or service does not only have to know the product, but everything involving the customers' production and machinery.

As each company possesses their own unique area of expertise, the network is able to work across the whole industry, offering their customers the best and most economical solution.

Not one company alone possesses all the skills needed to carry out:

**Renovation and protection of**  
-concrete  
-metal  
**Optimising pump systems**  
-vacuum  
-liquid  
**Mechanical sealing**  
**"Dust-free" blasting with or without profile**

HOWEVER, we possess all the skills by allowing the companies within the network to complement each other in a unique way. Together we have successfully contracted more than twenty manufacturers of quality products which have enabled us to renovate and upgrade our equipment. The products are delivered without a middle-man, which ensures that prices are kept down.

**TO OBTAIN** necessary top competence we have realised that our people need to work for a minimum of 10 years within a specific area. Through hard and focused work, a lot of reading as well as discussions with experts specialising in the areas, we have developed our people to become the best in the field.

**MOST OF THE** expertise support is delivered through telephone or e-mail.

The information and pictures illustrating the problem are delegated to the company within the network that possesses the top competence within the specific area. The specific company will then recommend how to best solve the problem over the phone and through email or, if necessary, go out and fix the problem on site.

**IN PREVIOUS JOBS**, many of us have experienced that

some colleagues are afraid to share their knowledge with other people within their organisation.

That is NOT how our network works. We all realise that working as a team will make us stronger and by working together and sharing our knowledge with each other we can battle against our competitors with both expertise and resources.

This does not only create an incredible feeling of unity; it also allows us to save both time and money for our customers. Further to this, we use

the most environmental friendly resources.

Since the network started, we are progressing rapidly and are providing our customers with top competence and resources in all circumstances.

This magazine will not only expose and illustrate some of our areas of expertise; it will also feature interviews where customers describe how our service have helped them save both time and money in a way that is far less damaging to the environment.



*SKIU won the award "Maintenance company of the year 2006", which are distributed by the Nordic Maintenance Association every second year.*

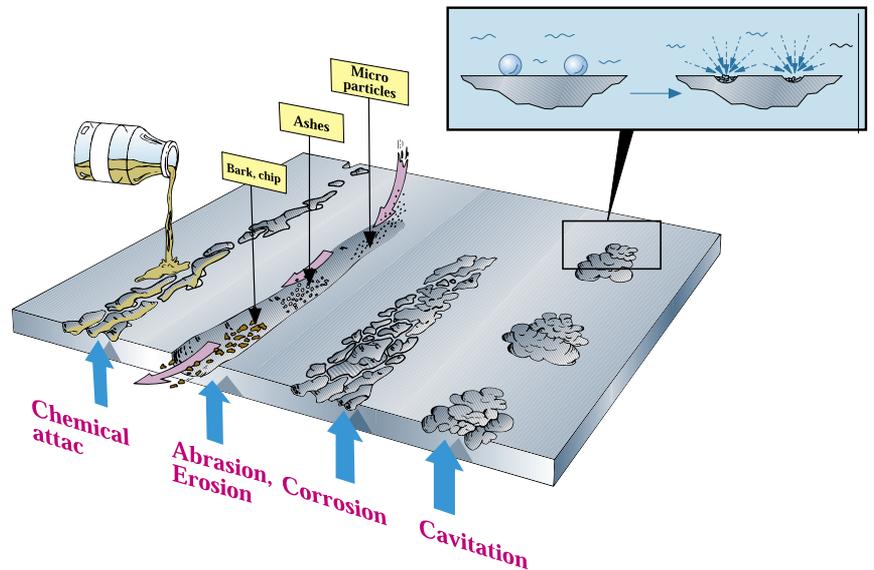
## "We save money for the European Industry"



# Our areas of work

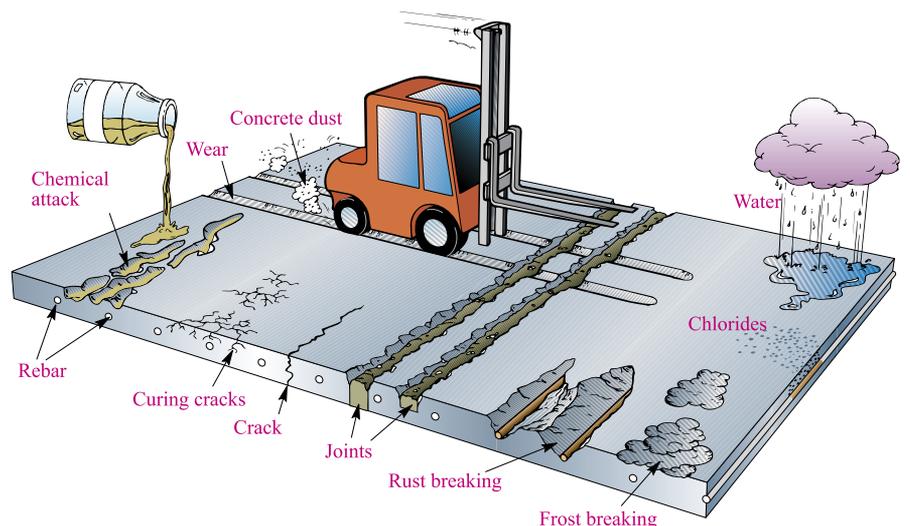
## Repairing and protecting metal

Metal destruction costs the European industry many billions every year. The surfaces are damaged but most of the time the construction still has its strength. That means that the equipment could be used a lot longer IF the metal surface is renovated and protected in a better way than earlier. Methods and products that the network “Skandinavisk Industriutveckling” can offer with many years of experience and proven cost reduction effects are thermal injection, polyurethane, polyurea gap, welding, cement-based wear protection and composites to protect or strengthen the metal construction. Read more on pages 4-11.



## Repairing and protecting concrete

Concrete destruction is increasing year by year. Damage is reported every day and calculations show that concrete needs to be repaired and protected before too much of the reinforcement is corroded. Otherwise a bigger amount is needed for renovation and rebuilding completely can be the only alternative. Our methods and products to repair and protect concrete are for example, impregnation, crystallisation, anti-carbonatisering, epoxy, acrylic, polyurethane, polyurea, crack injection, cementbased, fast curing and/or abrasion protection 400 MPa and composites to protect against chemical attack or to reinforce the construction. See pages 22-25.



## Diagnosing and optimization of pump systems

Energy cost is 60-95% of the pump's total Life Cycle Cost (LCC).

Personell within production, maintenance and energy coordinators have discovered this. To make diagnoses of the pumps capacity and energy consumption possible we have invested in mobile and stationary test equipments, for both vacuum- and centrifugal pumps. We are probably the only ones doing this in Europe. See pages 12-19.

