

# Presentasjon av Lindberg & Lund AS

HVEM – HVA – HVORFOR

Manus for presentasjon av Lindberg & Lund AS

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

## Welcome

My name is Morten Haugberg and I am the MD for Lindberg & Lund AS

Security: Floor responsible, A firealarm means out, Meeting point,

-----  
WHO – WHAT and WHY

What can we offer you?

Why shall you choose LL as a partner?

## WHO

But first who we are

## ABOUT

Established in 1984

- 34 employees
  - Departments
    - Our salesoffice (departments in sale later in presentation)
    - Warehouse – proud of
    - Administration –ISO 9001-2008 certification secure our employees and partners (customers)
- Turnover 2017 – 131 000 000 NOK

15 -20% of this trough subdistributors + oil dealers and DIY

2700 different industry customers over the last 3 years

1700 the last year ( some customers in seldom need)

10 000 orders yearly

We have been established branchoffices in Sweden, Finland and Denmark

Relatively new headquarter here in Vestby caused by growth in volumes, employees and missing servicefacilities like laboratories', freeze and cooling capabilities, repacking, meetingrooms etc.

## Businessidea

Lindberg & Lund shall be the leading supplier of speciality-chemicals, compositematerials and lubricants in Norway

And how shall we do this? **Bilde kasse i hånd**

We need to have the right leading brands in within these types of products:

Lubricants, adhesives, cleaners, encapsulants, compositematerials, prototype materials, dispensing equipment, and additional technical /chemical products

### Bilde :Advice and services

For us it is essential to give the right professional advice to customers and dealers. We can test products and solutions in our lab, vi can offer technical courses so that our customers can be confident they have the right products for the right application

### Bilde: Focus on Norwegian industry

One of our main goals is to have focus in the Norwegian industry and I think we have at least one product at site in all of the important technical industry in Norway

So Idea and our businessgoal goes hand in hand

### GOALS

Our main businessgoal is to have the best products from the best suppliers and to build the brands together with our suppliers. Further to give our customers the best service and quality possible

### Bilde : products in stock

We need to have products in stock

### Bilde :competent people

We shall educate our employees to give customers better information and advice about different application and products both in OEM and MRO

### Bilde: Focus on regulations

Our administration shall constantly work to secure and have focus on regulation, safety and laws. We will all the way secure our agreements with dealers and calculate the risk in every process

### Bilde: We shall deliver

We shall deliver in time with the agreed quality and the agreed price

### Et par klikk til: what can LL offer?

So what can Lindberg & Lund offer

### 1 klikk. Quality products 2 klikk. Logoer

We can deliver the best and most qualified products from big brands as: Mobil- Molykote and DOW

### 1 klikk services

We can deliver services in :

The best and most qualified persons in every department with Professional advices

Our own lab

Different technical courses

Webshop for B2B customers

Products in stock

Quick distribution

Product certification COC

**Klikk : products in stock**

Products in stock and fast delivery

It is very important for us to have the main products in stock, to have a fast distribution with a quality check for our deliveries and to have a 100% traceability on all products

**Klikk :Qualified persons in all departments**

- In our departments will you find qualified persons inside every branch  
Our departments are  
Elektronikk og Aviation
- Lubricants
- sub-distributor MRO products-
- Oil and Gas
- Polymer og gas
- Administration Economy, IT, CRM ERP Logistic development, Purchase, Management, Health & environment + quality
- .

**Klikk So we are there for you**

**Klikk So why choose Lindberg & Lund AS? Listes 1 og 1**

More than 35 years of experience

Knowhow about the Nordic market

The best brands available

ISO 9000 – 2008 certified

Knowhow about laws and regulation

100% traceability and batchcontrol of all deliveries and the products

Satisfied customers and supplier

Pan. European distributorgroup (DGE)

Specialists available in all productgroups

**And finally let me show you the brands in every departments**