

# Innovation for a green future



MADE IN SWEDEN



# Our aim is to ensure the highest quality of our products

Bentone burners are developed, designed and produced at our headquarter and production facilities in Ljungby in Sweden.

## Quality is built-in

Bentone started production of burners in Sweden in 1954, and our brand has been a hallmark of quality and performance ever since then.

All Bentone products are still designed and produced in Ljungby in Sweden. The fact that all the company functions of R&D, production, planning, sales and technical support are located on the same site, makes us uniquely suited to solving problems and challenges for our customers. This includes new legislation and requirements of certification. Our skilled and loyal workforce will then ensure world class standards of manufacturing and quality assurance.

Over the years, Bentone has built up a multitude of partners who distribute and sell our products in every corner of the world. Our partners and of course the end customers appreciate our dedication to prompt and reliable supply of first-class products to each and every market.

Welcome to be part of the Bentone world!



**Helene Richmond**  
CEO  
Enertech AB



# Reliable Swedish burners since 1954

When you hear the name Bentone your first guess would be that it originates in a small mountain village in northern Italy.

## Bentone in over 100 countries

Bentone was founded 1954 in Ljungby in the south of Sweden by Karl-Erick Johansson. At the time Bentone launched a new oil burner which had some unique features to ensure a very effective combustion. The burners had a robust construction and were very reliable.

Today almost 70 years later our production of burners is still in Sweden and we continue to focus on international trade fairs and customer visits all over the world. We export our burners to more than 100 countries and Asia, Europe and the Middle East are the biggest markets for our burners. We have daily contacts with our distributors regarding marketing and support of Bentone burners in their specific territory.

## Environmental fuels

Quality, Environment, Reliability and of course Safety has always been the key elements for Bentone. In Europe burners for residential heating are decreasing in volume while many convert to more efficient heat pumps instead while our industrial range is increasing in sales every year, especially larger gas burners for industrial purposes.

We also see a dramatic increase for our burners outside Europe and for the industrial applications we also have a demand for other fuels rather than fossil fuel. FAME, HVO and biogas are frequently used and we constantly try to improve our burners to cope with new more environmental fuels rather than fossil fuel. This is the future and our legacy and Bentone will always provide green energy solutions.

## Made in Sweden

To have an excellent reliable product is not everything. At Bentone we work together as a team and our dedicated staff handles everything from product development, logistics, sales and production of our burners at our factory and headquarter in Ljungby. Bentone is well known all over the world and it's very inspiring to continue to develop green energy solutions for future generations whilst not forgetting our heritage.



**Mats Lindgren**  
Sales & Marketing Director  
Enertech AB



# Oil- and gas burners exported to the whole world

Bentones oil- and gas burners are well known all over the world for reliability, high performance and efficiency.

## Fantastic history

Bentones oil- and gas burners is well known all over the world for reliability, high performance and efficiency. Bentone was founded in 1954 but our history goes back to 1923 when CTC started producing boilers. Today Enertech AB encompasses several well-known brands such as Bentone, CTC, Osby Parca, Nu-Way, Giersch, Turboflame, VEÅ and Waterkotte. Since 2017 Enertech AB is part of the NIBE Group.

At our Export department Anneli Karlsson, Melinda Fransson, Ellinor Kristensen and Ulrika Peterson assist all our customers worldwide regarding sales, logistics and inquiries. Approximately 96 % of the volume of our burners are exported to other countries. Bentone burners has the highest quality combined with a reasonable price and we are very proud of our heritage and we will continue to offer the best service in the business.

## Focus on customers

With a worldwide representation it's very important for us to listen and understand exactly what our customer demands for a specific market.

The application is very important combined with what sort of fuel and specific regulations for each country but we also have to work with local boiler and furnace manufacturers regarding technical issues and their specific demands to ensure a perfect combustion for our customers with our state of the art burners.

To find a unique product for each customer, Bentone is working with highly experienced distributors and they are experts on our burners and familiar with local regulations and demands. All service and spare parts are distributed by our network of distributors in over 100 countries all over the world.



**Niclas Persson**   
Export Sales Manager  
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# Low emissions, standards and regulations are our keystones

Our product development team always focuses on quality to ensure that we always have reliable burners before we introduce them to the market!

## The importance of testing

Bentone have tested burners for many years together with TÜV in Munich which ensures accurate information regarding testing procedures and know-how of Bentone burners. All factors like low emissions, standards and regulations are keystones within the certification procedure which takes a tremendous amount of time and preparation before the actual testing of each burner. Each component is produced according to European standards and has to follow all new regulations and requires testing both at Bentone and at our suppliers test laboratories before testing the complete burner at TÜV. Our product development team always focus on quality to ensure that we always have reliable burners before we introduce them to the market and our customers.

## Regulation and standards

In 1990 GAD was implemented and then modified in 1993 by Directive 93/68/EEC to make it a formal "CE Marking" directive and to make the conformity assessment modules more consistent with the other CE marking directives.

The experience from the introduction of GAD in Europe during the implementation of the Gas Appliances Directive showed the need to make some modifications in order to provide clarity and ensure legal certainty particularly with regards to definitions and the scope of the directive. The EU council also understands that there should be greater emphasis on Member States communication of the gas supply conditions that are used within their territory. They recognise that the currently published information is often not sufficient enough to allow designers to correctly adjust their appliances to meet the standards across the EU. Going forward, member states would now need to supply specific parameters that would be defined in Annex II of the regulation.

Bentone has of course been working with the new GAR rules during the last couple of years and the new Gas Appliance Regulation (GAR 2016/426) was implemented on the 21 of April 2018. Now our full focus is on the new EN 267 regulation for oil burners which will be introduced in 2023.



**Johan Meijer**   
Product Manager  
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# The key to successful sales and support!

Enertechs export team is a truly amazing department and handle goods which are shipped all over the world.

## A back-up you can rely upon

Enertechs export department is a truly amazing department and we handle goods which are shipped all over the world to our customers. It can be burners in containers and are shipped on a monthly basis or express deliveries for a steam boiler to a laundry in Bangladesh or the exact right component for a burner at a research station in Antarctica which only receives a shipment of goods once a year and it's vital that they receive the correct component.

**Melinda Fransson** joined Enertech in 1986 in the production and continued on as team leader and worked with product specifications before she joined the export department in 1999. Melinda is mainly responsible for Western Europe, North and South America and Oceania. Her main focus is sales support, forecasts, orders, product specifications and she has a deep knowledge of components.

**Ulrika Petersson** joined Enertech in 1990 and is mainly responsible for East Europe, Asia and the Middle East. Her main focus is sales support, forecasts, orders, transports and has a deep knowledge in handling of export/customs documents.

**Anneli Karlsson** joined Enertech in 2015 and has several years of experience with sales and support for the Scandinavian markets. Anneli is also handling our shipments for our customers and is mainly responsible for Scandinavia, German speaking countries and the Baltics.

**Ellinor Kristensen** joined Enertech in 2009 and is focusing on logistics and export documentation for our shipments all over the world to our customers. Ellinor is an expert in this field and has a quite unique experience which we all benefit from.



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**Enertech AB is the holding company of Bentone, CTC, Giersch, Nu-Way, Osby Parca, Turboflame, VEÅ and Waterkotte. We started already as a manufacturer of boilers in 1923 in Gothenburg in Sweden.**

**Bentone was founded in Ljungby in 1954 and from the start we were focused on optimizing burners to always perform better than our competitors. Performance, high quality and reliability continue to be our main focus.**

**Today with our new financially strong owner Nibe we have the perfect opportunity to continue to develop more fuel efficient and low NOx burners suitable for different markets all over the world from Brazil to China.**



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