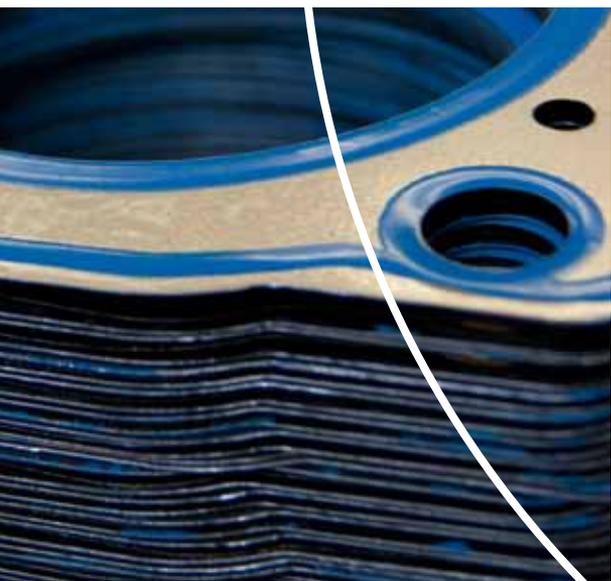




Unique gasket solutions



OEM division

We can add value to your company

At Elwis Royal we understand that as an OEM manufacturer you must be offered a valuable opportunity from your supplier.

If you have smaller batches that need to be manufactured quickly and with a minimum of tooling costs, then this must be possible!

If you have products that are manufactured in large batches, then these must be manufactured cost-effectively.

Elwis Royal has developed an exciting business model providing this option.

We call it “local flexibility – global competitiveness”.

At our factory in Copenhagen, we are organised to offer 100% flexibility. This provides, in particular, the option of creating added value for OEM manufacturers, who follow the LEAN principles and/or who prioritise spare parts sales.

In China, we have a strategic cooperation with one of the leading automotive OEM factories. We cooperate on production and sale



of automotive gaskets. Most recently, we have also developed that cooperation to include production of customer-specific products for European OEM customers.

Visit us in Eastern China and see how we build bridges between the European market and an ultramodern quality factory in China! We have developed a company culture in which accountability, helpfulness and innovation are deep-rooted principles.

For more than 70 years our most important resource has been our skilled employees. Perhaps that is why our customers tell us that we are something special.

I hope you will give us a chance to prove that our business model can make a difference – for your company as well.

Peter Lottrup, Managing Director, Elwis Royal

Local flexibility - global competitiveness

What does Elwis Royal's business model mean to you as a customer?

Fundamentally, this means that you can have your products manufactured where it is most appropriate for you without taking risks.

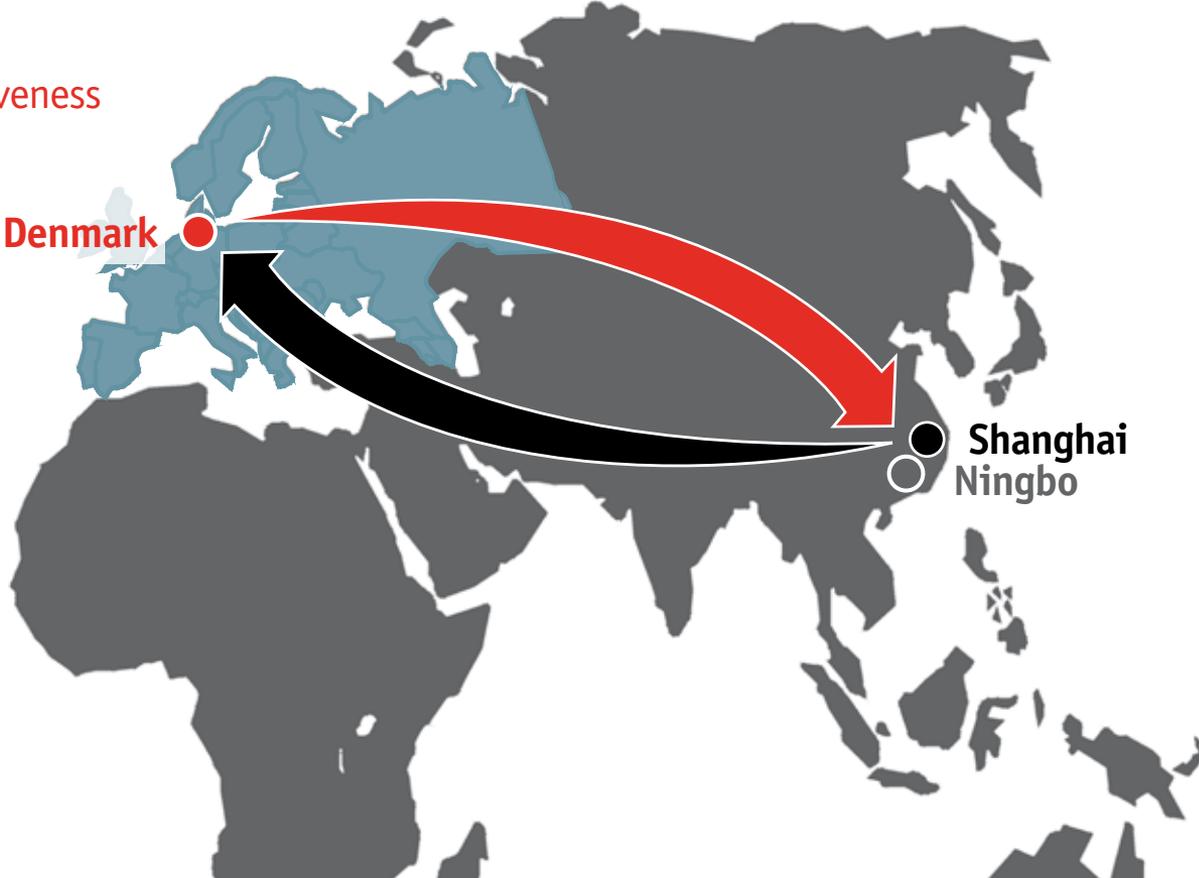
Do you need to have your products manufactured at an ultramodern factory in Denmark – which is optimised to provide maximum flexibility? Or do you need your products to be manufactured at a TS16949-certified factory in China, which is optimised for volume production?

With Elwis Royal as your supplier, you do not have to worry about this decision. We will guide you in the right direction.

We are organised in such a way that we provide 100% transparency in all processes.

Denmark

Shanghai
Ningbo

- 
- Copenhagen – Head office and factory optimised for flexibility
 - Shanghai – Procurement and logistics
 - Ningbo – Factory optimised for large batches

We create value for our customers

“Quality, delivery capability and cooperation in development projects are the most important parameters for us. We work according to the Kanban principles, so Elwis Royal must be able to deliver precisely, following a weekly plan, within a day’s notice when absolutely necessary. We have been satisfied with their performance for more than 20 years.”

Veerle Donckers, Atlas Copco compressor technique, Belgium

Atlas Copco is one of the world’s leading suppliers of compressors and generators.

“We have stringent demands that gaskets must have small tolerances and withstand high temperatures. If Elwis Royal promises that they can deliver, then they deliver. We are particularly satisfied with the delivery performance and level of information. We communicate well and things flow without problems.”

Dennis Toftegård, MAN Diesel & Turbo, Denmark and Germany

MAN Diesel & Turbo is the market’s leading supplier of diesel engines for ships and power plants.

“The most important thing is the personal contact. They have the right competencies and a professional approach to tasks and cooperation. They are skilled at material specifications and provide competent advice. The quality is right. The prices are right.”

Alexander Zec, Behr Thermot-tronik GmbH, Germany

Behr Thermot-tronik is a worldwide system partner within intelligent temperature control.

“It is extremely important to us that Elwis Royal has both laser and water jet cutting as well as stamping presses all in one factory. That makes it easy to choose the fastest and most efficient form of production. The laser and water jet cutters are much faster and often the best solution for our products.”

Johanna Lemser, Volvo Penta

Volvo Penta is a leading manufacturer of engines for maritime and industrial use.

Our employees make a difference



Britt Jensen

Team leader, spare parts

“I like the challenge of getting the products ready on time, and getting the team to function smoothly. The best thing about Elwis Royal is that the job is so independent and varied. We take pride in the products being ready on time.”



Kim Andersen

Responsible for materials utilisation

"The best thing is the friendly relationship we all share. We have fun while doing a good job. It has become a sport for me to see how much we can reduce the waste percentages. We utilise every conceivable part of the materials so we avoid remnants."



Robert Wu

Controller, Shanghai

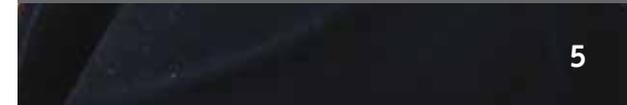
"I am in close dialogue with my colleagues in Copenhagen. My most important task is to avoid communication problems between the two factories. Previously I was the Managing Director at a factory manufacturing gaskets for the automotive industry, so I know about the demands the market insists on. This has given me a great advantage so problems can be avoided."



Susanne Kvistorf

Team leader, factory

"I have an exciting job. I ensure that my production team functions smoothly. Additionally, I carry out the final inspection and pack our shipments. It bothers me personally if I receive something from our suppliers that is not in order. Therefore, I ensure that we pack our products properly making it easier for the customers to work with them."





Our products

Our product range is comprehensive and includes most types of gaskets and seals.

By the way, did you know that we are also experts in spare parts management? Elwis Royal provides a large number of services, which reduce the handling costs for our customers' spare parts divisions.

Here are a few examples:

- Packing in customer packaging
- Assembly of complete spare part sets
- Kanban
- Labels with bar codes
- Customer stock

Rubber/steel gaskets

Through two decades we have found that the use of rubber/steel gaskets has grown considerably. It started in the automotive industry. Recently, these solutions have also been introduced to other industries. Elwis Royal is among those manufacturers who are leading the way in the manufacturing of rubber/steel gaskets.

We can help with advice on the correct use of various materials. Moreover, we have modern production facilities for the manufacture of this type of product.





O-rings/oil seals

There are some suppliers who are skilled at stocking and selling standard O-rings. This is not our area of focus.

We are one step back in the value chain and focus primarily on batch manufacturing of larger customer orders.

Use us when you require production of larger batches in standard as well as special qualities.



Steel and metal reinforced gaskets

Do you currently use materials from other well-known manufacturers? Then you need to know that an alternative exists.

Elwis Royal has a large range of our own manufactured laminate materials: Royalcore and Grafoseal. These are recognised materials in the automotive and industrial markets in Europe.

Besides traditional stamping we utilise modern high-speed cutting with the latest laser cutting technology. This reduces our customers' tooling costs to a minimum.

Rubber moulded parts

Through the last decade we have grown to become a significant supplier of rubber gaskets to the automotive aftermarket.

To our OEM costumers we are furthermore able to produce according to drawing or sample.

We manufacture our products at the factory in China in accordance with TS16949 and ISO 14000 standards.

We contribute as an active sparring partner in the development phase.



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