

The board of IUC Norrbotten

The board consists of five members, all of them active in trade and industry. Eric Björkman is Chairman of the board and Anders Wäppling is Managing Director.



*Eric Björkman,
Chairman*



*Anders Wäppling,
Managing director*



*Per-Olof Karlsson,
Member*



*Marie Laestander,
Member*



*Stefan Lindbäck,
Member*

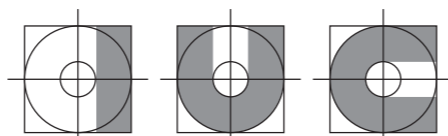


*Maud Spencer,
Member*



*Märtha Puranen,
Additional member*

For further information, please contact Anders Wäppling, MD
+46 920 141 25, +46 70 665 31 83,
anders.wappling@iucnorrbottn.se



IUC NORRBOTTEN AB
INDUSTRIAL DEVELOPMENT CENTER

Storgatan 9, SE-972 38 Luleå, Sweden.
Phone: +46 920 141 25. Fax: +46 920 22 52 33.
www.iucnorrbottn.se

IUC creates reliable and effective cooperation in networks between businesses, universities/institutes, industry, public institutions and other development organisations, to generate sustainable regional growth.

IUC Norrbotten AB

Industrial Development Center
of Norrbotten

IUC Norrbotten AB is a regional development centre for small and medium-sized enterprises in engineering and manufacturing industry, wood industry, electronics/IT industry and emerging industries.

Our main task is to increase growth in trade and industry in the county of Norrbotten, especially concerning industry suppliers, companies with own products and businesses operated by entrepreneurs.

We perform company joint growth projects and develop networks based on concrete business opportunities.

We work as sounding board and support to our entrepreneurs by being a resource broker and supply the companies with competence and capital, together with partners.

We perform joint projects with the industry, universities and institutes to build solid relationships that foster entrepreneurship.

The methodology is based on inventories of requirements, analyses and action plans in the private companies. We arrange and run meetings devoted to a particular theme or topic, seminars, projects and cooperate for the development of clusters in business and trade for groups of companies.

The plan of action builds on the companies' growth plans. Together with partners, we help the companies with:

- ▶ Export efforts
- ▶ Improved marketing and sales
- ▶ Product development and design
- ▶ Improved production/logistics (Lean Production)
- ▶ Constant improvements and added participation in IT efforts and balanced scorecard etc.
- ▶ Establishing business networks and other clusters
- ▶ Programmes for business development
- ▶ Alternation of generations programmes

Initiative from business!

The board and management of IUC Norrbotten are active and has the capability to involve business persons and entrepreneurs and to understand their development plans. In that way the work is concentrated where it is needed and is most efficient.

Please contact IUC Norrbotten for further information about our work. Let us know your ideas about business collaboration. We are open for all kind of ideas for improving the terms for enterprises in Norrbotten!

Engineering and Manufacturing Industry and Industry Suppliers

The county's industry is very successful and in several areas

our companies are recognised as world leaders. In cooperation with the industry there are considerable possibilities for engineering and manufacturing companies and firms of contractors to develop new products and services using new techniques, for example process IT and embedded Internet system.

The markets increase for companies with own products and niche qualifications, which make these companies more and more important for the region. Cooperation between companies has improved during the last years. The future prospects are positive, for example the current investments in Vattenfall and LKAB. However, the companies' new possibilities increase the demand for cooperation and development.



Wood Processing Industry

The county of Norrbotten is successful in the wood processing sector, and industrial construction has great opportunities for growth. Several companies in Norrbotten have developed competitive manufacturing systems that make their products competitive in the international market place. The fact that manufacturing increases has influence on the county's wood companies regarding housing, furnishing and building components. IUC Norrbotten focuses on company cooperation and during the last years IUC has contributed in starting the following networks and projects; *Buildinwood*, *Möbelskaparna* (The furniture creators) and the furnishing cluster *Levande rum* (Living rooms).

Electronics and IT Companies

The electronics and IT industry in Norrbotten is a new line of business that is growing rapidly in importance. Several companies have developed products and services for an international market in sectors with future growth opportunities such as;



process IT, embedded Internet-systems, e-health etc. The Electronics and IT industry sees new possibilities for development collaboration with the wood- and manufacturing industries and the region's research and devel-

opment. This is an important factor for trade and the industry's future development and economic growth. Electropolis AB is a development company in the electronics field, which is owned by IUC.

Growth Areas

IUC Norrbotten has identified a number of future growth areas for small and medium-sized enterprises in the county: energy and environmental engineering, e-health, construction and furnishing, process IT, high performance steel and embedded Internet systems. Testing operations and certain food products are other areas of growth.

IUC Norrbotten can, in cooperation with *Matproducenterna* (Food Producers, an economic association in Norrbotten) provide support and competence when food production is becoming industrialized. Cooperation within business clusters and market development combined with design and product development are viewed as critical elements for successful development. In a market where the selection of available products is increasingly large the products are very much alike, design has become an important means of competition.

