

ELETTA
GROUP



THE ELETTA GROUP – MANAGING FLUIDS FOR INDUSTRIAL AND ENVIRONMENTAL EFFICIENCY

The Eletta Group develops equipment and technologies for monitoring and maintaining the flow, the consistency and the cleanliness of fluids. Through our three companies – Eletta Flow, Cerlic Controls and WEDA – we provide technology that simplifies fluid management within industrial, environmental and leisure settings.

Fluid handling is a niche market with a huge range of applications. From nuclear power stations to water treatment plants to paper mills, there are countless processes in which the condition and cleanliness of fluids are central to an organisation's success. Those organisations choose the Eletta Group for technology that's reliable, easy to use and which requires minimal maintenance. With our equipment in place, they can get on with the job of managing their businesses.

The Eletta Group is a growing global organisation with employees in Sweden, Germany, the USA, Switzerland, China and India. All manufacturing plants are certified to ISO 9001:2000 and we are implementing ISO 14001 across the Group.

This brochure describes the work, the market strengths and technological excellence of our three companies: flow meters from Eletta Flow, fluid sensors from Cerlic Controls, underwater cleaners from WEDA. It concludes with three case studies showing how all three companies can help industrial and environmental fluid handlers run a safe, efficient and trouble-free operation.



THE ELETTA GROUP

TECHNOLOGICAL FOCUS AND LONG-TERM PERSPECTIVE THROUGH FINANCIAL STRENGTH

THE ELETTA GROUP of companies is a family-owned business. The family of the founder has been the majority shareholders for more than 50 years. Over the years, we have been active in several different areas such as instrumentation for industrial applications, cleaners for swimming pools and water works, pumps, trade of electrical material, and building electrical cabinets.

Today, the Eletta companies have employees in Sweden, Germany, the USA, Switzerland, China and India. All manufacturing companies are ISO 9001:2000 certified and we are gradually implementing ISO 14001. Eletta Flow AB was the first to be certified.

Since the beginning of the 1990s, the companies in the Group have focused on the following fields.

- Development and manufacturing of products for liquid handling
- A product portfolio with well-established brands
- Niche products for industrial and environmental applications on the world market
- High-quality products

This focus has enabled us to better serve our customers with products that suit their needs.

Through good results over the years, we have built a strong financial position from which we are investing in our own development as well as in acquisitions that meet this profile. We have become very experienced in doing this and our strong finances allow us to maintain a long-term perspective, sometimes investing more than the cash flow of an individual company warrants. One principle is that each company is operated with its own management and on its own merits. However, with our limited size, we, of course, make sure that each business makes use of the market contacts and experience of the other companies.

A good example of our long-term perspective and how we work is our involvement in Air-Operated Diaphragm pumps, AOD-pumps. In 1986, we acquired Dominator Pump, a small Swedish manufacturer of AOD-pumps. Dominator had patented a solution to a major weakness with AOD-pumps. Eletta first tried to develop Dominator's export by investing in an export sales organisation. However, the development was too slow and in 1990 Eletta acquired a majority of the shares of VersaMatic Pump, a U.S. manufacturer of standard AOD-pumps with a much better





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distribution network than Dominator had. Eletta combined the product lines into one with a separate series including the Dominator patents. This combination proved commercially very successful. Our share of the world market grew organically in 10 years from 0.5% to more than 5%. In 2001, we sold the pump business to a listed American company also producing AOD-pumps. The result was a tenfold return in 15 years of investment, further strengthening our financial position.

All companies are industrial niche businesses focused primarily on specific technologies for liquid handling with industrial and environmental applications. Our products are used to optimize processes and reduce industry's impact on the environment. Eletta has companies in two areas: Measurement & Control (M & C) and Underwater Cleaning (UWC). Within M & C, we own Eletta Flow AB, a manufacturer of flow-measurement instruments, and Cerlic Controls AB, a manufacturer of suspended-solids and fibre-consistency sensors. Within UWC, we have WEDA Poolcleaner AB and WEDA Water AB, manufacturers of equipment to clean underwater surfaces.

Besides the focus on liquid handling, there are also synergies in the market. The pulp and paper industry buys from Eletta and Cerlic but also has applications for WEDA

Water's cleaning equipment. Nuclear power plants today use Eletta flow meters, instrumentation from Cerlic and pool cleaners from WEDA. The potable water and wastewater industries use instruments from Cerlic and Eletta as well as cleaners from WEDA Water. We will come back to these and some other examples later.

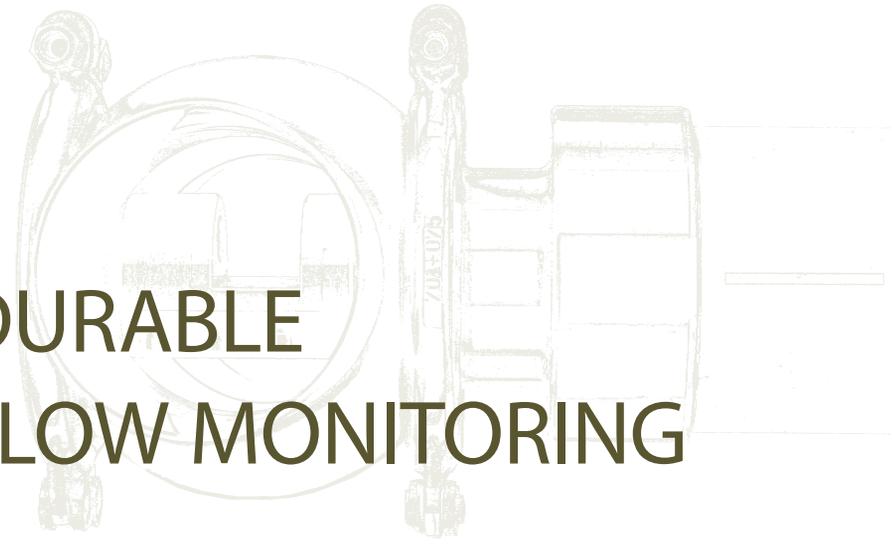
Our ambition is to grow our business over the coming years by intensifying our sales efforts in new markets. For our well-established products, such as our flow, suspended-solids and fibre-consistency meters, that means increasing our presence in China and India. For our newly developed products, such as the product line to clean basins and reservoirs in water works, the European and U.S. markets are in focus. Another contributing factor is increased sales from recently launched products and the development of new products. New acquisitions may also contribute to our growth.

We hope that this brochure gives you an understanding of our solutions and their value in enhancing processes throughout your organization.

Dr. Christer Berg
 Director, Eletta Group



The Eletta M-series flow meter. The latest product in the Eletta range, combining electronics, modern software and a 4-20 mA output signal. The Eletta S-series flow monitor. A "classic" S-series flow monitor, complete with a large direct reading dial. Eletta flow monitors measure water, oil or gas in pipe sizes from DN 15 to DN 500.



DURABLE FLOW MONITORING

ELETTA FLOW is fully dedicated to the production and sale of flow monitors and meters for liquids and gases in industrial processes. Water in cooling circuits and oil in lubricating circuits are the two most important applications.

Since the 1950s, Eletta has supplied industries around the world with durable flow-monitoring solutions that we design and produce ourselves.

All along, we have relied on our core technology, differential-pressure technology using an orifice plate, which is one of the world's most well-tried flow-measuring principles. At Eletta, we have refined differential-pressure technology gradually, most recently adding pressure sensors and a microprocessor to enhance accuracy and flexibility.

Today our market is characterized by increased competition. However, we are confident that the best solutions will always succeed. Eletta will retain its place at the top by remaining a niche player with a range of unique products. By concentrating our resources, we are able to create unique solutions that the market appreciates.

Over the years, more and more companies have realised the benefits of flow monitoring in their processes. It improves

efficiency and economy and is also increasingly considered beneficial from an environmental point of view.

A hydroelectric power plant can serve as a concrete example. Eletta flow monitors control the generators' lubricating circuits. Without sufficient oil, the generators would quickly break down, at great cost. The alarm from the monitors is set to quickly halt the energy production to save vital parts of the power plant. However, a shutdown is not something to recommend without good reason. The cost of lost electricity is obvious. Environmentally, stopping production would mean altering the surface of the water in this particular river, disturbing both wildlife and humans alike. Taking these parameters into account, it is easy to see that it is a strong vote of confidence to have been chosen for this application!

Service and Support

Although durable and basically a "fit and forget" product, we offer support and service through our worldwide network of continuously trained and updated distributors. Together with our partners, the Eletta in-house customer support team offers a level of service well suited to the durable products we offer.



Facts about Eletta Flow

ELETTA FLOW was formed in 1949 and now produces 10 000 units annually from our assembly plant in Huddinge, Sweden. Worldwide exports make up 85% percent of sales. Germany and France are the two most important markets. Our major customers are either end users (such as paper mills, power stations, the automotive industry and research institutes) or machine builders. The latter group produces equipment of different kinds – transformers, industrial ovens, welders, robots and so on. Renowned companies such as ABB, Metso, Electricité de France, Vattenfall, Stora Enso, Renault and Siemens, among others, are on our reference list. Eletta is also the preferred supplier for the pan-European research institute, CERN, in Switzerland.



CTXL 20/70 Inline sensor measuring stock consistency and Cerlic ITX submersible sensor measuring suspended solids. ITX Submersible suspended solids sensor Measures suspended solids in aeration basins, return activated sludge lines and influent. And is essential for complete control of sludge retention time. Automatic cleaning with no moving parts.

WHEN RELIABILITY COUNTS

CERLIC'S goal is to help minimize global pollution to lakes, rivers and seas by developing, manufacturing and marketing measurement and control instruments to make industrial and municipal processes more efficient.

For 30 years, Cerlic has provided its customers with important reliable information about significant parameters to maintain efficient and smooth operations. The objective is to find measurement instruments that will meet specific demands and applications, providing high quality and optimal process economy.

Accurate and Reliable

Our knowledge and experience of processes and applications combined with our rugged measuring instruments provide our customers with reliable, continuous online information as well as enhanced knowledge about plant processes. Our instruments are characterized by high degrees of functionality, quality and user friendliness to provide information the customer can trust. We develop our products according to ISO 9001 standards. Ease of use and minimal maintenance separates Cerlic from the competition and we continue to develop our sensors together with our users.

Our instruments are used for online measurement and monitoring of process parameters such as suspended solids, dissolved oxygen, pH, ORP and flow in water and wastewater treatment plants and other industrial processes.

Fibre consistency is one of the most important parameters to measure and control in the pulp-and-paper industry, with high demands for accuracy and repeatability. Here user friendliness and service are paramount for optimised process economy. Cerlic's wide range of optical sensors for inline and bypass installations offers flexible use in different applications. Only Cerlic's sensors can measure from 0% to 15% consistency with the same sensor.

The industry today is characterized by downsizing to very lean organizations. As a result, there is a greater degree of process automation. Our customers tend to rely heavily on reliable sensors to improve their process quality.

Additionally, environmental awareness will remain a very important issue. We believe that a strong use of relevant process information will be valuable in this area; reliable sensors will become even more important.

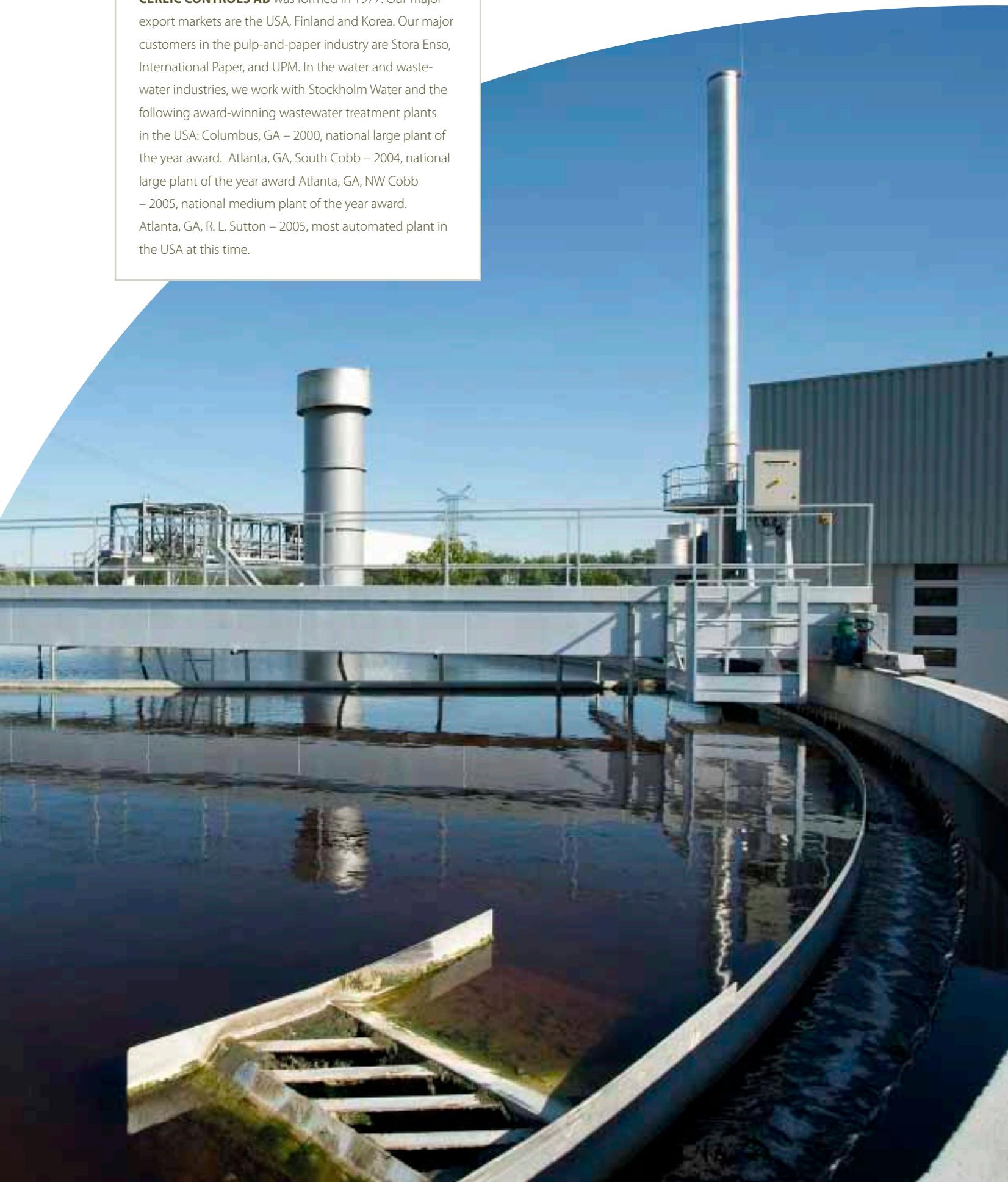
Service and Support

At Cerlic, our relationship with customers begins, rather than ends, with the sale. We offer training courses regularly to increase users' knowledge about both the process and the instruments.

Our dedication to service after the sale is reflected in our past customers' loyalty.

Facts about Cerlic

CERLIC CONTROLS AB was formed in 1977. Our major export markets are the USA, Finland and Korea. Our major customers in the pulp-and-paper industry are Stora Enso, International Paper, and UPM. In the water and wastewater industries, we work with Stockholm Water and the following award-winning wastewater treatment plants in the USA: Columbus, GA – 2000, national large plant of the year award. Atlanta, GA, South Cobb – 2004, national large plant of the year award Atlanta, GA, NW Cobb – 2005, national medium plant of the year award. Atlanta, GA, R. L. Sutton – 2005, most automated plant in the USA at this time.





*A VR 600 robotic reservoir-cleaning system, equipped with a video camera and remote control.
Right: a B600 automatic pool cleaner.*

EXPERTS IN UNDERWATER CLEANING

WEDA provides customers with technically advanced systems for cleaning surfaces under water. Thanks to WEDA's automated submersible cleaning systems and robots, almost any surface, be it the bottom of a public swimming pool, a drinking-water reservoir or the sand surface of a slow sand filter, can be cleaned online, without disturbing production or distribution.

Cleaning without emptying the water is a challenge we at WEDA are accustomed to and have successfully resolved for many years. The key is our experience in making machines work under water, an experience we have acquired during half a century in this business.

WEDA pool cleaners at the best swimming pools

Each day, a commercial swimming pool may receive hundreds or thousands of visitors. Naturally, this puts high demands on effective cleaning to maintain good hygiene. An effective bottom cleaner contributes to a better environment for both employees and visitors. One of the many advantages is a lower risk of allergic

reactions. With 30 years as the market's leading supplier of automatic pool cleaners for swimming pools, WEDA has become synonymous with quality, reliability and effective cleaning.

WEDA offers several patented surface-cleaning solutions customized to slow sand filters, sedimentation basins, water towers and other types of basins and reservoirs. Traditionally, water reservoirs have been emptied and cleaned manually. WEDA's technology allows for online cleaning of the bottom of water reservoirs, slow sand filters and sedimentation tanks. There is no need to empty and no loss of production or distribution capacity.

Service and Support

WEDA has subsidiaries in Germany and the USA and distributors in over 20 countries. We give our partners extensive service training so that we can assure the best after-sales support in every market.



Facts about WEDA

WEDA WAS FORMED IN 1919. We have manufactured pumps since the 1950s, and the first pool cleaner was introduced in 1975. Our major customers for pool cleaners are: the Athens 2004 Olympics in Greece, Tropical Islands (outside of Berlin, Germany, the world's largest indoor swimming complex), West Point Military Academy and Berkeley University, USA. For reservoir cleaning, our major customers are Eau de Paris, Electricité de France (EDF), Boeing, USA, American Water Works, Severn Trent, Thames Water, Stockholm Water, and the Hong Kong Government.

THE ELETTA CASES

The Eletta Group has a wide field of competence. Although the applications are different, it is not uncommon to find the same end-users and the same industries in several Eletta Group customer rosters. Here we present three real-life cases: a paper pulp mill, a nuclear power plant and a water treatment plant.



THE LOVÖ WATER-TREATMENT PLANT was built in 1933 and produces drinking water for more than 400 000 people around Stockholm. The plant has been modified on two different occasions to meet high water-quality standards. The water-treatment process includes four main steps:

1. Chemical treatment (precipitation and sedimentation)
2. Mechanical separation (rapid sand filters)
3. Biological aftertreatment (slow sand filters)
4. Disinfection (UV-light and preformed chloramine)

WEDA – reliable, automatic and tailor made

Removing solids from sedimentation basins after the first step, chemical treatment, is a prerequisite for clean water.

WEDA offers its SD system as a solution. The system removes solids from the bottom of sedimentation basins using submersible pumps mounted on its suction wings. It is also a semi- or fully automatic system custom made for each application.

The alternative would be manual cleaning, an expensive and labour-intensive solution that requires that the basin be drained. There are other mechanical solutions, but WEDA has demonstrated higher pump capacity and better reliability.

Cerlic – better dewatering

The first step of the process produces sludge as a by-product. In order to minimize the volume of the sludge produced, the water needs to be removed. This dewatering of the sludge is done in a centrifuge.

The polymers used in the dewatering process are expensive and hard to dose optimally. Plants generally use more polymers than necessary to ensure a high level of dewatering. Lovö's managers wanted to reduce the use of polymers while continuing to ensure a high dewatering of the sludge.

By measuring the suspended solids in the centrate from the centrifuge, it is possible to adjust the polymer dosage; this is where Cerlic comes in. An optimal dosage is achieved using an automatic control to regulate the dosing equipment depending on the outgoing suspended solids. Cerlic has long sold the ITX, a submersible sensor, for exactly that job. The sensor uses a single beam of pulsed *Near-Infrared Light*, or *NIR-light*, to make the measurement. The advantage of this solution compared to most of the competition is that it measures the suspended material directly. Cerlic's knowledge of the whole process and its very durable, high-quality products have come together to solve a long-standing problem.

Today, Stockholm Water Co's water-treatment plants use the polymer-optimizing system based on suspended-solids measurements. A steadier and optimized polymer dosage has led to reduced costs for chemicals and better dewatering of the sludge. By using fewer chemicals and producing fewer by-products, Lovö also contributes to a cleaner environment.

THE FORS MILL IN SWEDEN belongs to Stora Enso. It has 800 employees and produces coated carton board. Carton board is typically used in chocolate boxes, frozen-food packing and graphics materials. Fors' first carton-board machine was built in 1952; today Fors is one of the world's largest and most modern producers. The carton board is based on locally produced CTMP (Chemical Thermo Mechanical Pulp) and purchased bleached kraft.

Eletta – securing the refiner

Eletta flow monitors have been installed on the chip refiners from Metso, then Sunds Defibrator. A refiner breaks the wood down into fibres by passing wood chips between one rotating (rotor) and one stationary (stator) metal disc whilst adding chemicals and water. This process is called refining and the result is mechanical pulp, in this case CTMP. The refiners themselves are subjected to heavy load and wear. The Eletta flow monitors measure the supply of flush water for the rubber seals and the lubricating oil for the high-speed refiners as well as the electrical motors. One of the advantages, apart from reliability and longevity, is the ability to use one kind of flow meter for both oil and water. Also, the S2 flow monitor has a large dial that can be read from afar.

Cerlic – Consistency control of a broke pulper

Further down the line, rejected board is recycled back into the process using a guillotine pulper. The reels are cut and then dissolved in water during mixing and recirculation. The pulp

consistency is measured in the pipe after the pump and controlled to within 3%. The tough high-vibration environment has caused problems, both broken weld connections and broken electronics. After standard types of optical sensors failed, a discussion with Cerlic to find a solution started. The close cooperation led to the development of a new version of our standard CTXIL20/70 sensor. The goal was to reduce the sensor's physical dimensions and weight, as well as to separate the electronics from the extreme vibrations. By moving the electronics to a separate box, both objectives were achieved.

The CTXIL20/70-SE consistency sensor has eliminated the earlier problems caused by extreme vibrations. With the high sensor uptime, the broke pulper is operating satisfactorily now. The Cerlic consistency sensor has several advantages:

- The low-mass sensor head minimizes the forces on the installation-flange welds.
- The electronics are separated from the sensor head for vibration-free installation.
- The robust sensor head has no moving parts, minimizing maintenance.

This is just one of Cerlic's applications at Fors, in all there are approximately 20 Cerlic sensors of various kinds installed.

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THE ELETTA CASES cont.

THE FORSMARK POWER PLANT produces 20–25 billion kWh of electricity each year, one sixth of Sweden's total electricity generation. The power plant has three boiling-water reactors, commissioned in 1980, 1981 and 1985.

Eletta – cooling the turbines

Eletta products are used in several places around the plant, though not in the most critical areas in the reactor. That is not to say they are not important, though. One application is in monitoring the turbines' cooling circuits. Another is in monitoring the lubricating circuits for the electrical motors that power the pumps for the reactor's cooling system. The flow monitors are of two types, an indicating S2 and a V1 flow switch, connected to alarms in the control room. In some cases, they trigger an automatic plant shutdown. One advantage, apart from reliability, is the ability to measure both oil and water flow. Another is the short response times of Eletta's flow monitors.

WEDA – cleaning the storage tank

Forsmark needs water for many purposes (pls. see above). Some needs are mundane, the same as everywhere else in society; some are more critical, such as cooling the reactor. For all these purposes, the plant has its own reservoir or storage tank that needs to be cleansed. Basically, the work that WEDA carries out at the Forsmark power plant is not any different from the work it does anywhere else. Traditionally, there have been two options for cleaning a reservoir or storage tank: Empty the tank or send in divers. Both choices are costly and labour intensive and raise confined-space safety issues. In addition, both options may require taking the tank offline, adversely affecting the distribution system and possibly resulting in main breaks, loss of storage capacity and water-quality problems.

WEDA offers the VR-600. It is a safer, less expensive and more effective way to clean water tanks – without taking them offline. The VR-600 is a remote-controlled vehicle that is dropped into the reservoir and controlled from the sidelines. Since it is equipped with a camera and headlights, a driver can

see outside the vehicle and comfortably steer using a joystick. The VR-600 is equipped with rotating brushes and a powerful pump for removing sediment. This equipment is in use not only in Europe, but also in the USA and Asia.

Cerlic – controlling the ions

Generators convert nuclear energy to electricity when hot steam drives turbines that drive the generators. The heat to make the steam is produced by fission of uranium nuclei in a controlled underwater chain reaction. Over time, the water used in this process picks up charged ions from the system's circuits that may cause corrosion. The water is purified by reactions between ion-exchange resins and the charged ions, such as salts and metals. The ion-exchange resin therefore contributes to maintaining low concentrations of ions in the process water. For the most part, the reliability of nuclear power plants depends on clean systems and clean effluents

Over time, the resins lose their ability to cleanse the process water of ions and must be replaced. Since the resins have become radioactive during their use, they must be stored for hundreds of years to protect the environment. Therefore, the space they take up in storage becomes a critical issue. The volume of resins can be reduced by evaporation in a special system to bring them to an optimal consistency.

The Cerlic CTX20/50 has proved to be a high-quality choice for measuring the consistency of the resins in the evaporation process. This is done using an infrared optics system that meets the system's high accuracy requirements. The sensor ensures an optimal resin consistency and reduces the volume of material needing special storage, which in turn reduces the amount of materials needed to encapsulate the resin. The end result is a cost reduction for the storage of the resin. Cerlic has been involved with this process since the plant's start up in the 1980s.





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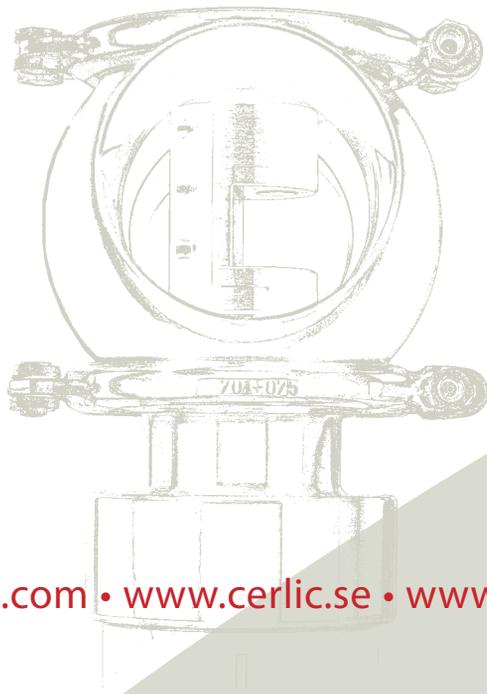
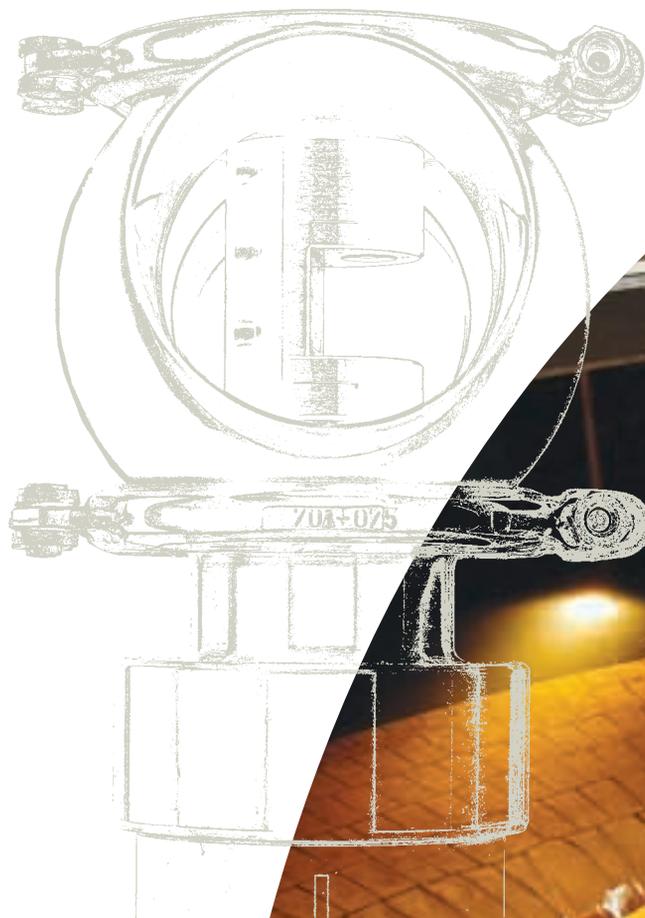
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