



Interview with Kim Bomholt Nielsen, CEO of JKF Industri A/S

Clearing the air for a better working environment

Wood, milling, paper and pulp are key industries. However, large amounts of sawdust and fine particles are generated during processing that easily become airborne, endangering the health of workers and leading to uncomfortable and therefore less productive working conditions. For 60 years, JKF Industri A/S in Denmark has supplied customers in the wood processing, metal processing and flour milling industries with clean air equipment that allows them to meet strict health and safety legislation, and improve worker comfort and productivity. The company has grown to become a global force in dust extraction technology.



One of the new ventilation fans in the MTDP range

JKF's key advantage in a competitive market is the fact that it acts as a one-stop shop for complete dust extraction systems. "We produce and sell all of the individual components needed to install and maintain a complete dust extraction system," confirms CEO Kim Bomholt Nielsen. "This is a big advantage over competitors who only produce individual components."

The company's wide-ranging expertise has come from six decades of experience working with the woodworking industry, and

covers the design and manufacture of high-quality components including filters, cyclones, rotary valves, galvanized ducts, standard ducts, fans, special products and accessories. Within this product spectrum, JKF caters to widely differing needs. "We work with customers of all sizes and can offer them tailored solutions that match their needs, but that also can be expanded as may be required in the future," says Mr. Nielsen. JKF's galvanized ducting pipes are available in diameters ranging from 50 mm to 1,500 mm. Its filters offer a



Airborne particles are removed from the air inside the building and ducted to the exterior for collection and disposal

similarly wide capacity range from 1,000 m³ to 300,000 m³ while ventilation fans operate in an air volume range from 1,000 m³ to 90,000 m³.

Investment in innovation feeds into a continuous cycle of new product developments. The company launched a new series of dust fans six months ago. They represent a significant expansion of JKF's range of transport fans to guarantee high-efficiency and low-noise material transport. "The new MTDP fan combines all the

best features from the well-known JKF programme with customer-driven development work," says Mr. Nielsen. "We have worked to improve the efficiency of the intake inlet with a robust and aerodynamic design combined with a highly efficient impeller to ensure the cost-effective transport of dust and chips at the lowest possible noise level." The new fan range is available in seven sizes for maximum flexibility.

Before that, JKF added to its filter programme with two new blower



It is not exactly pretty, but it performs a vital function in ensuring worker safety, creating pleasant working conditions and improving productivity

filter models, extending the range to ten sizes and maximizing the relationship between efficiency and economy. “Our focus when it comes to product development is heavily weighted towards increasing energy efficiency and anticipating what the needs of the market will be ten years from now,” stresses Mr. Nielsen. “We want to be the frontrunners in terms of new technologies.”

Production takes place at the company’s premises in Als in North Jutland and at subsidiaries in Malaysia and Poland, which were

established in 1995 and 1997, respectively. Production is certified at all locations to the quality and environmental standards ISO 9001 and ISO 14001 as well as OHSAS 18001. “We have 23,000 m² of production space, which allows us to act quickly, with deliveries possible within a few weeks of taking the order,” says Mr. Nielsen. “Thanks to our wide manufacturing presence, we are also close to our customers when it comes to tailoring products to their needs.” JKF sells through partners in the various local markets. Over the past 40 years, it has built up a

JKF Industri A/S
Rørsangervej 5
9560 Hadsund
Denmark

+45 9858 1211

+45 9858 1177

info@jkf.dk

www.jkf.dk



Europe-wide network of partners covering the various industries in which it is active. Western Europe accounts for 75% of sales at present, with another 19% generated in Eastern Europe and 6% in Asia. “We are focusing on the German-speaking countries of Europe, where we target installers and OEM customers, while project-based work is more the norm in Eastern Europe and Asia,” says Mr. Nielsen. “At the moment, the split is 60% components and 40% project work. However, we want to have a more equal balance in the future.” JKF is the market leader in

Poland, where much of Europe’s furniture manufacturing is based. It also has strong positions in the paper industry, food processing and plastics.

Having started out as a family company in 1957, JKF is today a member of the French Groupe SFPI-NEU. “We have a clear vision of where we want to be by 2020,” Mr. Nielsen says. “We are targeting continued growth and will be launching new products, particularly in the automation sector, in the coming years.”



JKF manufactures and sells thousands of meters of ducting each year for installation in high-performance workplace dust extraction systems