

LSCONTROL

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**50 Years in
Electronic**



Foreword by Managing Director Per Nielsen

Not many newly started technology companies exist after 50 years, but LS Control A/S, established in 1969 selling electro motors and controllers, does.



There has been a lot of challenges on the journey, a lot of decisions have been made, and it definitely has been an exciting journey so far. We have several coworkers and customers who have been with us for 10, 20 and in a few cases more than 30 years.

A journey over 50 years with technology is naturally accompanied by large transformations over time. I want to emphasize the implementation of IT for administration and production planning, CAD to support our development work, additions to existing buildings and new buildings, e-mail communication, CE marking, sales material via web site, microprocessor-based electronics, ECO design, export, implementation of ISO9001, introduction of SMD, outsourcing, stock management, automation of the production, IoT, apps and much more.

It is, however, most certain that the future is going to offer even more and more frequent changes. In the first coming years our biggest investment and most important strategy will be to establish a strong positioning on the market with our scalable and programmable controllers that form part of IoT products.

So, our 50-year timeline runs from the first unsophisticated motor controllers to IoT today – a whole different world yet the same company. A company and a journey we are proud of, and of which you may read more about in this anniversary booklet.

Just as the time until now has been characterized by large commitment and curiosity for the new by everyone at LS Control, I know that precisely these qualities will bring us and LS Control safely into the future.

Welcome to the next 50 years!

Per Nielsen
Managing Director

A Company is Born

The company was founded by Henry Larsen and John Schenstrøm.

So, Larsen and Schenstrøm = L & S



John Schenstrøm



Henry Larsen

Since 1967 Henry and John worked together in a consultative engineering firm called Tage Olsen, located in Copenhagen where they were working with sales and dimensioning of electro motors. During their work several opportunities appeared which John and Henry wanted to explore. They realized that customers had an increased demand for electro motors with small electronic controllers. So, when they had the opportunity to negotiate a deal with an English supplier of electro motors to hold an agency for the Danish market and at the same time availability of electronic components on the market was a reality, they had the foundation to build a business model. It became L & S Control which sold electro motors and matching electronic solutions. The electronic components were in the beginning assembled and delivered by subcontractors.

So, L & S Control began originally as a consultative engineering firm.

L & S Control official birthday is set to June 14, 1969

It has not been possible to find the precise date for the establishing of L & S Control. After having interviewed Henry Larsen and the daughter of John Schenstrøm, Ann Schenstrøm, the best guess is spring time 1969. The year has been verified according to records in 'Krak directory' in which only the private person John Schenstrøm was noted on the address in Søborg before 1969, whereas after 1969 also the company L & S Control was registered on the same address. The company was driven from the basement of John Schenstrøms home on Kildebakkegårds Allé 28, 2860 Søborg.

After a while John Schenstrøm and Henry Larsen agreed not to follow the same path any longer. Henry Larsen took ownership of the motor part and John Schenstrøm took ownership of the electronic components part. John Schenstrøm continued to produce electronic regulators for the customers' motors under the name L & S Control. It has neither been possible to find the exact date for the company split.

Henry Larsen has granted us permission to use the L in our name, even though it strictly speaking belongs to him. Henry Larsen is still working as chairman of the board in the company Parlock A/S.

Portrait of John Schenstrøm

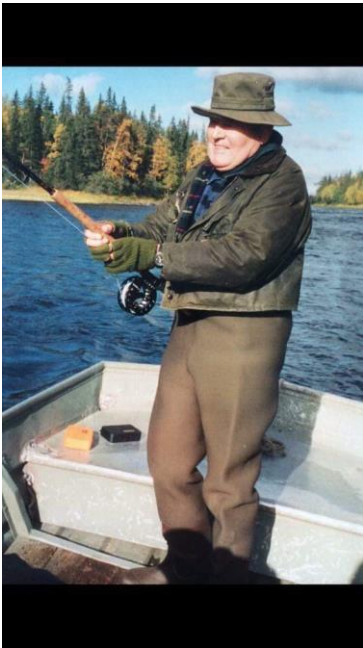
John Schenstrøm was an educated electrical engineer.

John was sharp on the electromotive parts inside an electric motor, he was also technical solid founded and the developer of the first of our well-known products.

It was John who came up with the idea to name all our printed circuit boards "ES" followed by a number.

ES stands for Electronic Controller (in Danish "Elektronisk Styring")

But actually John Schenstrøm cared mostly about.....



Angling !!!!

That was the most important thing and his biggest interest.

Second to that was the company, and as he said: "You have to make a living from something!".

However, he was rather good at taking care of the company. It went well and John had many good thoughts and new ideas which materialized and became part of the founding of the present LS Control.

Still we believe that if John could see "his" company today he would probably think it has all become "rather too much". He would wish us "good luck" then take his fishing gear and go fishing in the Norwegian fells.

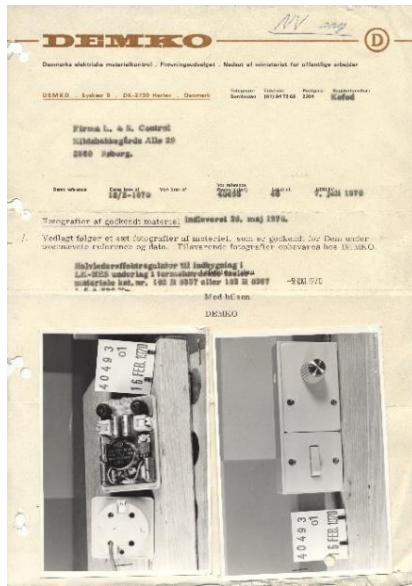
John Schenstrøm was managing director until 2000, where he had to stop his activities in the company due to illness. John Schenstrøm died in 2003 and is buried in Præstø.

The First 10 Years

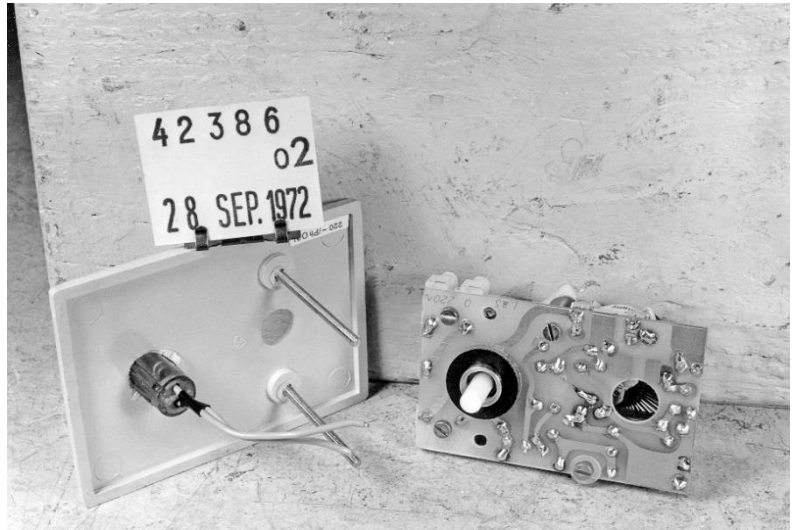
The First Electronic Controllers

In the period from 1970 to 1980 3 products were developed, with and to customers. The first one was ES 04, which afterwards lead to the variants ES 30, ES 15 and ES 37.

Those 3 products, which still exist today, were the base of the company and have been the starting point of many newer products. Of course, ES 15, ES 30 and ES 37 have been kept up to date and overhauled several times to the models we know today. However, the fundamental is still the same as it was nearly 50 years ago.



Demko approval of ES 04
1970



Demko approval of ES 15
1972



Demko approval of ES 30
1974

In 1974 John Schenstrøm decided to move from Søborg to Næstved and L & S Control was housed in a garage on Lyngbakken 30 in Næstved.

The reason John Schenstrøm chose to move L & S Control to Næstved was particularly caused by, at that time, a very large ventilator factory in Næstved had become a large and important customer for a newly developed speed controller for exhaust hoods – our first OEM-product. Production of the ES 29 peaked at 10.000 pieces in one year.

ES 29 also became the product teaching us that nothing last forever. The OEM-customer chose quite suddenly to replace the controller with a motor that did not need a controller – a 3-step motor. The sudden stop for ES 29 meant that we for a little while was close to losing our business foundation – till the market for other external regulators was developed.

However, the speed controller (ES 29) had inspired John Schenstrøm to the idea that triac controllers had further potential for development and income.

In 1979 an agreement with a new manufacturer on Funen was made. They wanted to sell our products under their own brand. So, we made a variant of the ES 30, which was sold under another brand name with a red rotary knob and own company logo.



The product was sold in combination with a ventilator, which led to a considerable increase in quantity of the ES 30s.

Furthermore, the ventilation factory in Næstved had implemented this model (with their own logo) and a clear picture, of which product groups would be the business foundation for many years to come, was drawn.

Controlling an electric motor, optimizing the energy consumption and comfort is still the primary of our solutions today.

From Inventor Stage to Production Company

John Schenstrøm chose in 1983 to move L & S Control to our present address on Industrivej 12 in Gelsted, Herlufmagle. He foresaw the need for a new base to continue the growth of the company.

First Employee was Hired



Stig Petersen was hired on June 20, 1984. Stig holds an education as structural electrician and it was somewhat of a co-incidence that Stig ended up with us. Stig had by pure chance heard that Industrivej in Gelsted housed quite an inventor character and he needed someone with mechanical abilities for making electronics. Stig, who already had a great interest in the electronic possibilities, went to Gelsted to meet the inventor, John Schenstrøm. They had good chemistry between them, so Stig got hired and started the day after. Since Stig was the first employee in the company, John Schenstrøm was granted entrepreneur subsidy for Stigs employment. Even though customers were waiting to get their orders delivered, it was not production that became Stigs' first focus. His first achievement was to clean-up and make room for a small production. A single worktable, a pillar drill and a very little stock became our first site for production. With persistent work Stig also got the subcontractors in line, and the waiting

customers got their orders delivered.

Soon it was clear that Stig saw opportunities for growth of the company. After a little calculation he realized it would be much more profitable to start a full own production in Gelsted compared to the current use of subcontractors. John Schenstrøm was into the idea.

Establishing Own Production

In 1985 our first assembler was hired working half-time. It became quite a success, and soon it became clear that we needed more. So, we bought soldering stations, worktables, exhaust system and everything needed to run a sensible production of electronics during the mid-eighties.



First “Product Catalog” / Price List

In 1986 Stig gave it a go to make our first real product catalog.



The catalog was produced on an old-fashioned type writer and handcrafted cut and paste.

The former system was a card index box with customer cards where prices, discounts and agreements were noted for each customer.

There were no marketing materials, neither any product lists.

Stig thought: 'I am going to fix that' – and not far from thought to action – we had our first “product catalog”.

BUT he did not get much credit on that...!

It did not look very professional, so Stig had to take a lot of teasing from customers and others who were used to working with marketing material set-up.

Professional or not, we had our first product catalog and the foundation for a proper product portfolio was laid.

Stock Became Warehouse with Own Building

In 1987 the production continued to grow, and new products were constantly introduced. It led to the need for more room for components to keep production running, thus more room for stock was needed.

The solution was to close and convert the carport between the buildings on Industrivej 12 to a warehouse. We then got more space for both production and stock, and the need for space for the many new products underway was also solved. We were in the process of creating our first real product range consisting of all kinds of speed controllers and controllers for heating elements.

First Wave of New Technology

When we in 1985 replaced our telex with a telefax, that was using thermo paper, we thought we were keeping up to date technologically. However, in 1988 the new personal computers; or PC's as they were called, were introduced. We purchased 2 of the kind; Amstrad PC1640 for the sizeable amount of approx. DKK 36.000,- per piece – equaling approx. DKK 70.000 per piece in today's value. The PC's were assigned; 1 for drawing of circuit boards and 1 for economic and administrative purposes.



Waaaaauu IT for bookkeeping and word processing.

A small system called FK-soft was chosen for bookkeeping.

The word processing system was named DSI-System and it was a Danish system.

DSI-System also had an integrated data base application to make relational data bases with. This was used for making data bases for production planning and stock management.

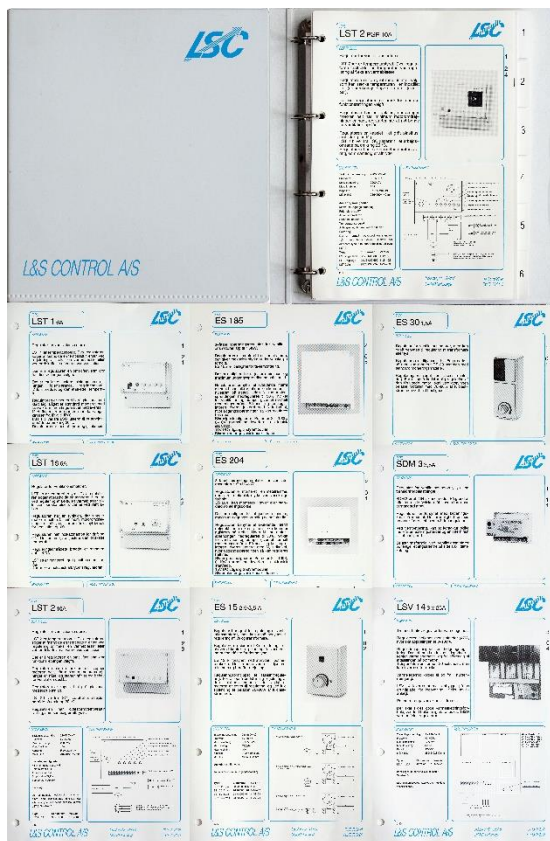
Stig was in charge of implementing the new technology and he received great help from his private friend, Børge Sørensen, who handled all the data bases. Børge also has been our product photographer for many years.

Designing of circuit boards was performed in Protel. The first digitally designed circuit board was ES 123. Every former design had been drawn by hand.

Expansion on all Fronts

In 1990 John Schenstrøm moved out. And June 28, 1990 the private quarters on Industrivej 12 in Gelsted was terminated and the company had all the building at its disposal. This gave the opportunity of connecting the former home to our production, and build a new entrance, which is still our main entrance.

We sent out our second product catalog. The criticism from the first edition had been taken into consideration and this catalog was made with DSI word processing - with spelling control. And electrical diagrams were made using Orcad.



The catalog was designed with loose sheets in a binder, so sheets could be added, and updated sheets could be sent to customers for replacement.

This was the first time we presented a proper and complete product range with 1- and 3-phased triac-regulators and triac-regulators for heating elements up 3 x 25A.

New Addition to the Building

Despite the connection of the buildings on Industrivej 12, we still needed space. Especially for the growing production the space was too cramped. So, in 1991 we made an addition to Industrivej 12 to extent our production area to double size.



Expanding the Product Range



We previously had been contacted by a company in northern Jutland that manufactured its own frequency inverter program under the brands Viac and Speed Control. This was a product type we did not have, but it fitted well in our chase for the complete product range.

Discussions whether to take over the product were held. At first the manufacturer wanted to sell at a high price, but it all ended with us taking over the production for the price of the stock value. Conclusively we had frequency inverters in our product range from 1992.

This acquisition brought us to a total of 375 different products for sale in our catalog. In addition we had just as many customer-designed products.

We Got Our First Electronics Engineer

As our product portfolio grew and the number of customer tasks increased, we had to realize that we needed more heads and hands. We also were met by an increasing demand to use newer digital technology which neither John nor Stig mastered. It became necessary to hire an engineer to manage the development tasks. After a thorough selection Per Nielsen was chosen. Per began his work on July 1, 1994, just graduated from technical college (“Teknikum”) and he became our 10th employee.



Some of the first tasks given to Per were to design circuit boards, which Stig could not find a solution for.



After having cleaned-up and optimized solutions of former years, Per devoted himself to introduce programmable components in our products. And it went swift. Per evaluated various options, and the first programmable component became the MicroChip PIC16C73. Still today we extensively use programmable components from MicroChip in our products.

Per brought us into the digital age of electronics.

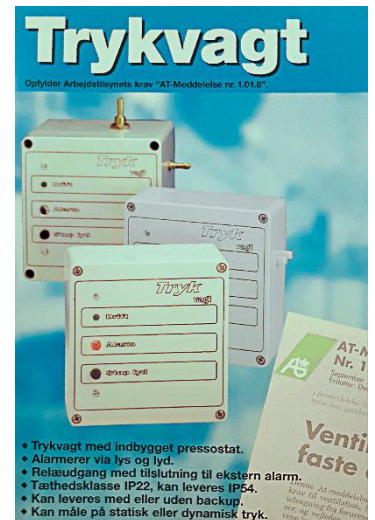
With a Little Help from the Danish Work Environment Authority

A whole new product group arose due to a regulation from the Danish Work Environment Authority. The products were called pressure guards (in Danish: "trykvagter"). Today they are known as VentilationAlarms, and they are also known as ES 292, ES 306 and ES 332.

The legal requirement of the Danish Work Environment Authority was, and still is: "There must be an alarm to ensure that an operator, who works with an element raising dust / polluting, gets warned in case suction is not working or is insufficient".

From this legal requirement arose the market for pressure guards. A market we still fulfill with standard products in our product range, yet in newer and more modern models.

Our pressure guards were developed in conjunction with JRV, who manufactured a various selection of exhausting systems. In addition to this we also got into a close cooperation with JRV on the development of controlling systems for fume cabinets and various other solutions for medico ventilation.



Then We Got an Electronics Technician

Jens-Erik Hegelund was hired September 1, 1996 and so became our first electronic technician, which gave our QA (Quality Assurance) a remarkable boost and evolved our test department and product quality. The first assignment Jens-Erik had was to establish a test department where he was both doing actual testing and writing test procedures.



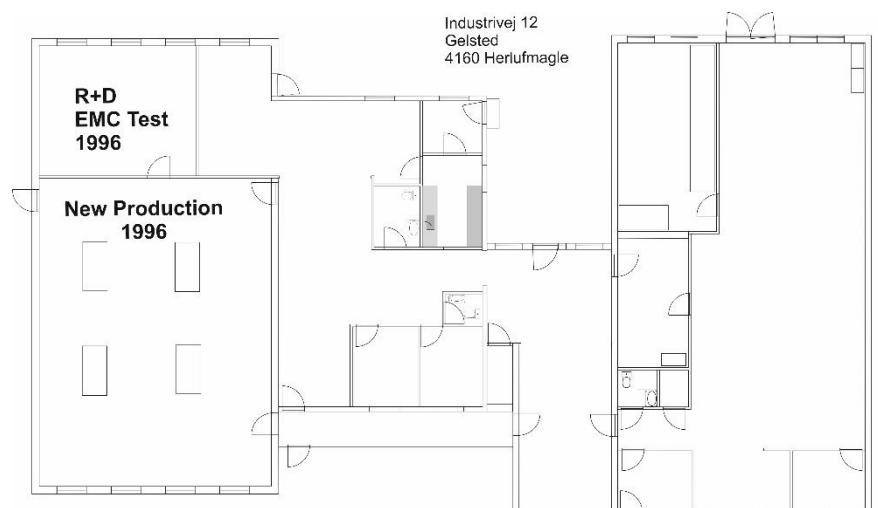
However, shortly he was also given tasks such as proofreading, fair-copying and corrections of various text pieces. This was a result of Jens-Eriks well-developed language proficiency and eye for detail.

With the arrival of Jens-Erik we got the systematic and active contribution needed for a well-functioning QA.

Later Jens-Erik has been the implementor of all new IT-systems and for our ISO-certification. Jens-Erik is also a certified ISO-auditor.

Too Little Room - Again

In 1996 we were short of production capacity to keep up with the demands. As a result, Production and Development were increased by 200 m² on Industrivej 12 – located where our development department is placed today.



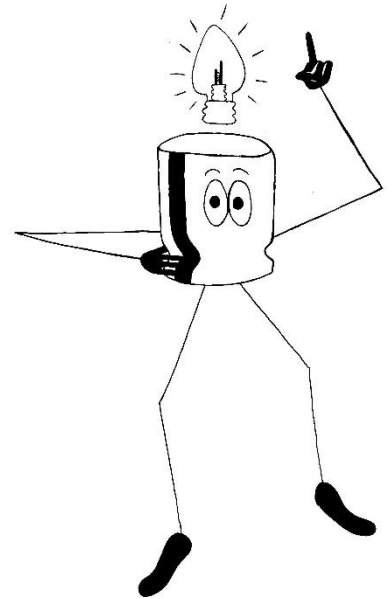
Brave New World

Our first internet connection was established in 1997 by use of a Lasat modem. Having an internet connection opened our eyes for all the new possibilities offered by the internet. As one of the first things, Jens-Erik created our first web-site – written in html. Jens-Erik also registered a variety of domain names to ensure that we own the rights to the most important domains. We also experienced electronic mail (e-mail), giving us the possibility to communicate very fast with customers and suppliers



Then as now Jens-Erik was purchasing and maintaining our IT equipment and network.

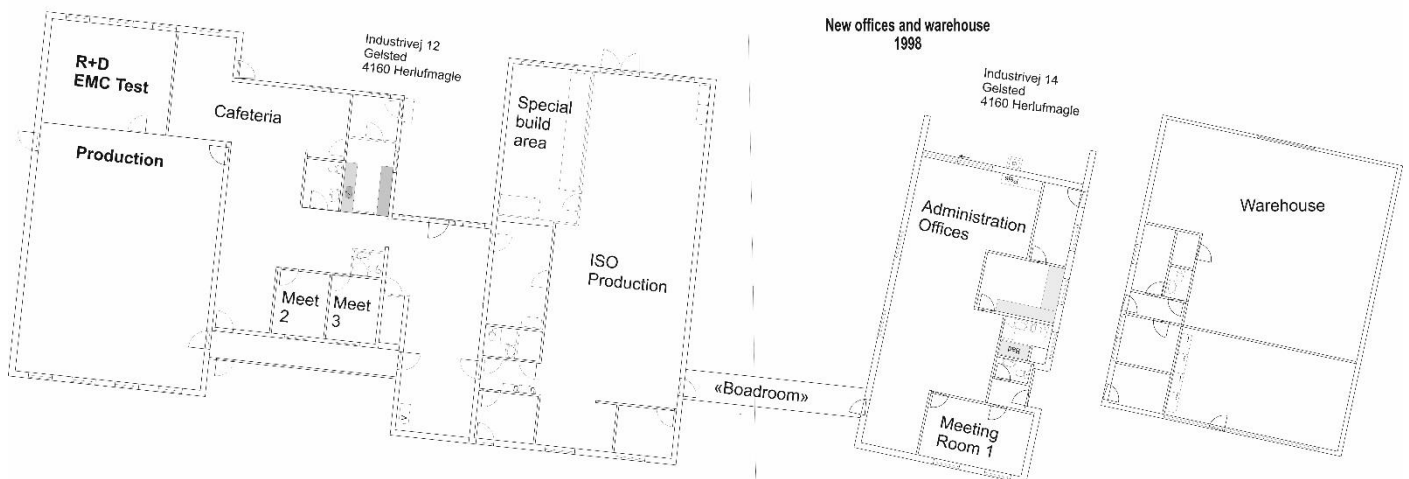
1997 was also the year we invented LeoLYT. The original plan was to make LeoLYT some kind of electronic helper, as the helping paperclip known from former versions of Microsoft Word. LeoLYT was drawn in a huge variety of situations, but we never succeeded in using him as originally planned on our web-pages. However, we have used LeoLYT in other connections, and still do.



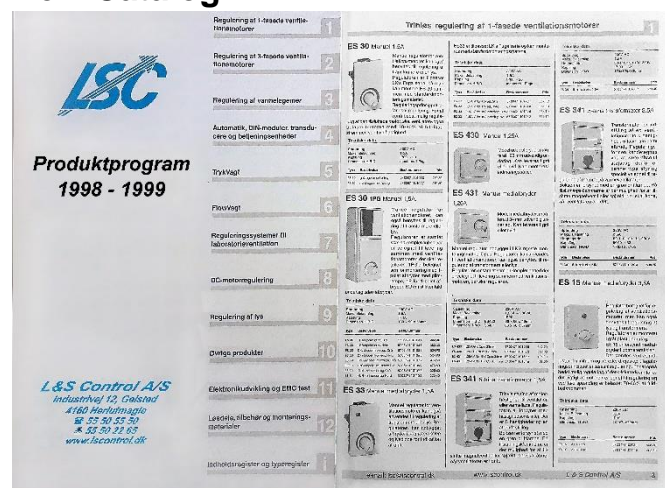
Yet, Another Expansion



Because of the production expansion in 1996 our administration and inventory were too cramped in 1998. In consequence we bought Industrivej 14, which was connected to Industrivej 12 by a corridor covered in by glass, and it was converted to warehouse, offices and a meeting room.



New Catalog



By the end of 1998 our 3rd catalog was published. The format with exchangeable sheets in a binder was replaced by a catalog in the size of a Donald Duck magazine.

The catalog held a broad variety of solutions within automatic control technology for ventilation.

The catalog was also the first to be supported by our web-page.

WWW.LSCONTROL.DK

EMC is Implemented

EMC work in "Dansk Standard", in which Per Nielsen has participated for several years, was completed in 1998 and resulted in several new standards. We therefore implemented EMC test facilities to ensure that our products were in compliance with the new standards.



Our First Award

In 1998 we were awarded a business award by 'Suså' called "the golden hammer" for having demonstrated commendable business initiative. We were presented a diploma and "the golden hammer".

Cooperation with Genvex on the Platform of the Future

Genvex had shown us interest because they knew we had delivered a controller for a competitor. Also, they had noticed the ES 247 in our catalog. The ES 247 was a rather unsophisticated controller for a minor Air Handling Unit (AHU). The ES 247 was developed in 1997 and available on the market. Their interest was a partnership to develop "the platform of the future".

At that time, we had an engineer trainee called Martin Jensen. We hired Martin after completion of his trainee period on February 1, 1999. Martin was the first hired engineer in the development department, where Per Nielsen had become development manager.

Martin's first assignment became the cooperation with Genvex on their "platform of the future". This meant that Martin got a unique and profound knowledge of air handling units with heat pumps, which we have had and continuously have much benefit of. Martin worked closely with the founder and director of Genvex, Bjarne Svendsen to develop their products. Martin became the wizards apprentice through many years. And even when Bjarne Svendsen left Genvex the close cooperation with now KVM-Genvex continued, and they are still an important partner on developing the latest "platforms of the future".



New Production Technology

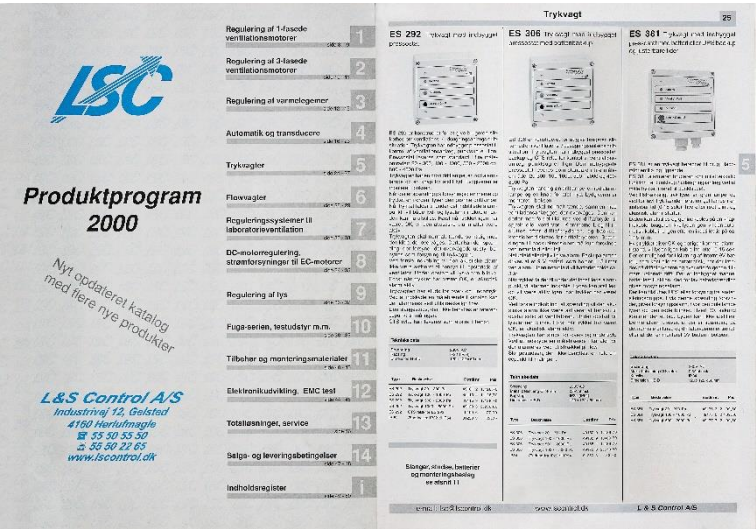
So far everything had been done by assembling workers, but the minimization of the component sizes etc. had resulted in the need for a more automatic assembling. So, it became necessary to acquire a proper SMD-assembling line. We bought 2 pre-owned Phillips CSM60, which were put in operation in 1999.

This became the starting point of designing as much as possible for automatic SMD-production.



A New Millennium

New Product Catalog



Another edition of our product catalog was published, in same size and format as in 1998, but with several new products.

Production Documentation Became Online

We implemented Visual Production in 2001. This led to all assembling desks were equipped with screens showing all production documentation and time logging. Logging operating time gave the opportunity to compare calculated and actual production time so more accurate cost prices could be calculated. The system was programmed by Allan Hansen of our own development department and was connected to our then DSI-system.

Nice New Sign

A fine new sign was installed, making it easier for guests, stock deliveries and carriers to find us.

Happy and proud employees posing behind the sign after the installation.



We Seriously Entered the Market for Frequency Inverters

During the summer of 2002 we were hit by failing order intake. We established a cooperation with the 2 unions SID and KAD of immediate implementation of work-sharing in our Production.

After having manufactured the frequency inverters Viac and Speed Control we had to realize that these products were no longer technologically up to date and the demand was failing. The products were then removed from our product range.

Meanwhile we were developing customer tailored frequency inverters, and since 2002 we have developed special frequency inverters for kitchen machines, pumps and fan motors, where the inverter was an integrated part of the motor.

Today OEM frequency inverters are a significant part of our business. Especially the market of frequency inverters specifically designed for OEM compressors.



ES 540

The Last Paper Catalog



We published our last hard copy product catalog in 2003.

After that, our data sheets and product information were only to be found on our web-page. And they still are.

Growing Pains

For a long time, our production had been cramped into too little space. So, when the bindery located on Industrivej 4 closed in 2004 we seized the opportunity to acquire 1200 m² production area very near to our company address on Industrivej 12 (Industrivej 4 is opposite neighbor to Industrivej 12. With the acquisition of this production plant we decided to sell Industrivej 14.

The relocation took place over the summer.

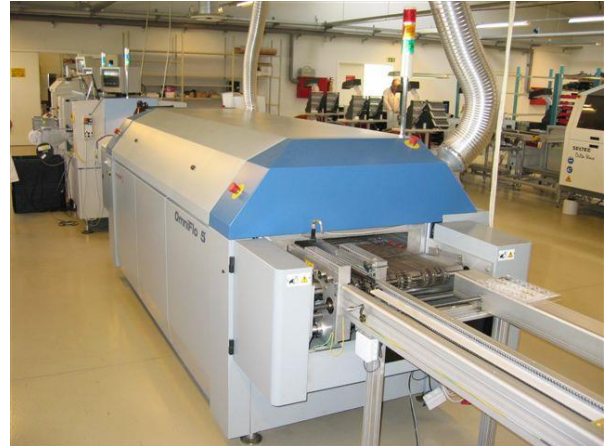


But that did not make us stand still. During the entire relocation both production and development were working continuously. The development department was e.g. busy developing two larger models of an OEM frequency inverter for baking machinery.

Outsourcing

In 2004 outsourced part of our production for the first time. We had entered an agreement with a Lithuanian production company to help us produce large batches. Like today, we picked and shipped all components for a production to Lithuania. The subcontractor assembled the products and shipped back to our incoming goods inspection. After approval the products were ready to be sold. This is still the way we do it.

Then in 2006 we had to replace our outsourcing subcontractor hence the Lithuanian production plant had been bought and their new prices and conditions made it unprofitable for us to continue the partnership. We chose a Polish production company with whom we still have a good and strong partnership. In 2008 we expanded our outsourcing capacity by entering into a partnership with a Slovakian production company with whom we still collaborate.



Lead-free Production

In 2006 the European Union came with a new directive, the RoHS-directive (guidelines for lead-free production). We were actually exempted, but since we have always focused on the environment, we wanted to comply to the guidelines of the directive from the beginning. As a part of that in 2006 we invested in a Philips Comet, a Heller reflow oven and an EPM wave-solder machine. Simultaneously, this was an extension of our SMD-production capacity.



New Name and Logo



In April 2007 we changed our hitherto name L & S Control A/S to the more idiomatic LS Control A/S. Making our "new" logo since 2003 fit our official name.



New System for Economic

In 2007 a lot of effort went into exchanging our more than 20 years old and outdated DSI-system with our present ERP-system C5 MPS. It was a huge task where everybody had to work in new and different ways. And at the same time our Visual Production was upgraded and integrated with C5.



ZCF – Air Handling Unit

Our development department were also busy during 2007. A very large ventilation manufacturer had asked us to develop an entirely new controller for their new flagship of an air handling unit, which they called ZCF.



The Wide World

Until 2008 we believed that the Danish market was more than big enough for us. There was no need to cross the Danish borders. But we had over time grown and reached a size where our home market seemed too small. At the same time new initiatives for more energy effective products than triac-controllers began to arise. In short, the export market began to look interesting. A strategy to give LS Control A/S a more international style was implemented. New products, which abandoned the Fuga-design were planned, and almost the entire product portfolio was renamed with English names.



Global Crisis



In 2008 we experienced our bank connection Bank Trelleborg, after a time with financial difficulties, over the weekend was taken over by Sydbank. Then in 2009 the global crisis was hitting us too. It hit us with a very rare decline of 20%. That hurt, as we had only experienced progress ever since the beginning.

Quality Management – ISO 9001

In 2009, as a response to a demand from our new export customers, we established a quality management and got certified after the ISO 9001:2008 standard.



From now on, we could not only say but also prove that we were in control of quality and quality management.

New SMD-Machine

In 2009 we replaced our Philips Comet with the newer model Philips Eclipse, which was far more flexible and easier to set-up for different productions.



New Organization

February 1, 2011 Per Nielsen advanced to managing director. This was a wish from Stig Petersen as he meant that his profile being a sales and marketing person was not compatible with the role as managing director. We had reached a size where the staff responsibilities had reached an extent that limited Stig in his sales and marketing role. The profile of Per Nielsen suited the role as managing director better, where Per's thoroughness and meticulousness are important strengths. The owner then shared the positions, giving us our present owner-manager structure.



Per Nielsen
Managing Director



Stig Petersen
Sales and Marketing
Director



Martin Jensen
Manager R&D



Jens-Erik Hegelund
Manager of Production, QA
and IT

New Times

A lot of exciting things happened during 2012. The Sales department was expanded by a sales and marketing coordinator to strengthen the administrative part of the sales process and to put more focus on marketing.



New EC-motors, which required controlling by a 0-10V signal, had been developed and started to enter the market. In response we developed the MultiController and introduced it to the market.

We had established a work relationship with a large manufacturer of electrical motors, ebmpapst, and during 2012 our controllers were approved by ebmpapst for use with their motors. Meaning that ebmpapst all over the world was made aware of our existence and our controllers for their new EC-motors.



Also, we launched an entirely new web-site which was made in a CMS-system making editing etc. much simpler, and for the first-time customers were granted a login to the web-pages, giving the possibility to see their OEM products. The web-site was also translated to English to support our export strategy.

In our production our EPM wave-solder machine was replaced by the new and modern wave-solder machine SEHO 8135.

Partnership with Foreign Manufacturers of Air Handling Units

In 2013 we came through our network in contact with 2 larger European manufacturers who wanted us to develop and produce new controlling platforms for AHU models with integrated heat pumps. Complete heat systems for low energy houses. It became the beginning of long partnerships and kickstart of our export.

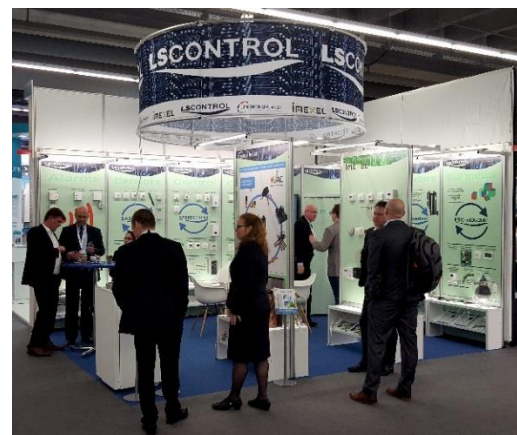
Internet of Things – had become “a thing”

In 2014 everyone was talking more and more about IoT, and we quickly realized that this was an essential opportunity for sale and development of electronics. The products must include the option to get connected to the internet making operation, service and analyzing possible by use of an app. Martin Jensen became our project manager and he invented our cloud service which we named LS SmartConnect. A concept which we in 2018 enhanced with the release of LS SmartConnect Center: A PC-based tool for monitoring and servicing of multiple products simultaneously with access given on multiple levels within a manufacturers' products.



ISH Frankfurt

For a long time, we had considered participating in the exhibition *International Sanitation and Heating* (ISH) in Frankfurt am Main. So, in 2015 we got the opportunity to participate together with Ries GmbH, a German customer and business partner.



The success from 2015 led to the decision of having our own stand in 2017. It became a rather big task for Sale and Marketing as we did everything ourselves from scratch and even invited 2 co-exhibitors to join our stand. One was 'Jørgensen Appliance' (JOAP), who supplemented our product range with products within cooling and compressors. The other one was Imexel, who is our representative in the Benelux countries. It became a very exciting and inspiring week, which gave us a lot of new leads and possible business relations.

We will certainly also participate in this exhibition in future.

R

Ready for the Future

Sales and Marketing Increase Staffing and More

Already in 2014, we increased staffing in the Sales department by a Key Account Manager, who was mainly given the task of servicing our customers for standard products both domestic and abroad. Later also an assistant for sales administration and marketing came along, who especially strengthens the competences within the German language.

In 2014 Medico-/laboratory equipment again became an industry which was using our products, as we became supplier to a large customer, who will be a big player in making the future for medico/laboratory equipment.

In 2016 the owner-management group made a strategic decision based on the input from the sales department that all sales of standard products to the domestic market should be focused on wholesalers. Both for the reason of strengthening the wholesaler's sale, and to focus on what we do best: Development and production of electronics.

Also, in 2016 we launched a new and adaptive web-site in 3 language versions: Danish, English and German. The new web-site is fully integrated with our C5 MPS, and the customer login gave the opportunity to download business agreements, see own net prices, order status, previous delivered and not least to place orders directly in the web-shop.

Further the physical surroundings of sales and marketing were lifted in 2018 with a whole new sales office and meeting rooms.

Modernization of Production Facilities

In August 2017 we exchanged our elder Philips Orion and Eclipse with a brand new Aimex II SMD-machine. The new machine complies to the newest standards, significantly faster and provides the possibility of using even smaller components and supports even more compact products.

The elder Philips machines Orion and Eclipse were donated to HYTEK in Aalborg, where they now are used for education for machine operators, mounting and soldering technic, component knowledge and much more.



As an extension to the above investment, we acquired in 2018 a new and modern E by DEK-screener to apply soldering paste on the circuit boards before mounting the components with the SMD-machine. This has led to optimized quality, minimized waste and a reduction in start-up time, thereby lowering production costs.

In addition, the 2 new machines for SMD-production have given us increased flexibility in our production reducing the set-up time from small O-series to larger productions.

Our old DEK-screener was also donated to HYTEK.

New Facilities for the Development Department in 2018

As the need for stress testing and longtime testing of heat pumps, fume cabinets and other large units increased, we expanded by renting another building, Industrivej 10, which previously housed an automotive paint shop. This building is holding the facilities of extended EMC-test and a development work shop.



We also invested in new test equipment to perform EMC-test for compliance to EN62233.

For making tools and proto types for product design we acquired a 3D printer, shortening the design phase of the finished product and the compiled development time.

Upgrading of ISO

New standards within ISO9001 had been released and in May 2018 we were certified to the newest ISO9001:2015 standard.

We Received DI's Initiative Award



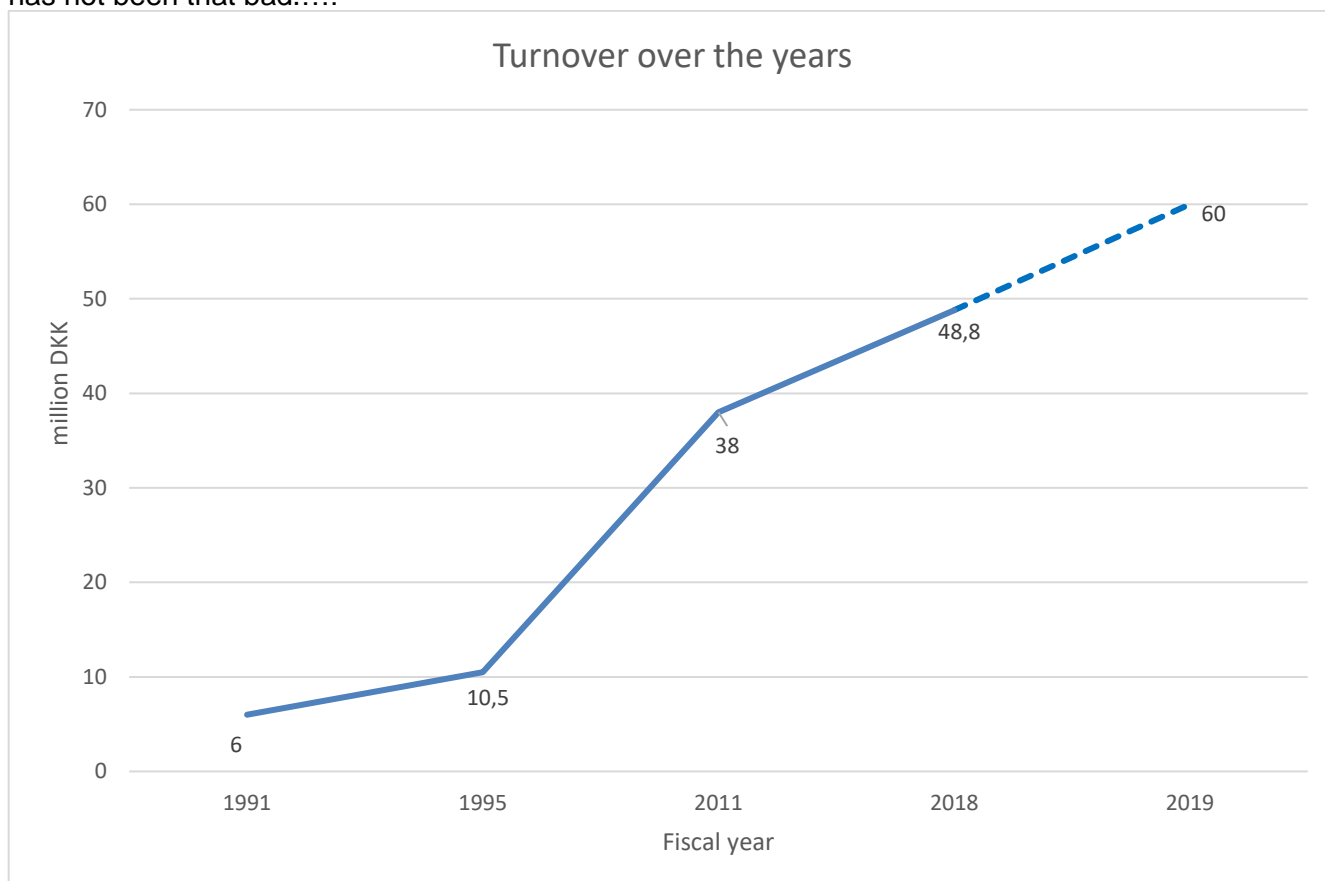
In October 2018 we were awarded 'Dansk Industri, Sydsjællands initiativpris 2018'. We were awarded for our way of driving product development and production optimization with a minimized environmental impact. We are very proud of this award because taking initiative has been and always will be a primary driving force for LS Control A/S.

Ownership Structure through 50 Years

- 1969** L & S Control is founded by Henry Larsen and John Schenstrøm.
- 1977** L & S Control is converted to an ApS 100% owned by John Schenstrøm, also Managing Director.
- 1992** L & S Control is converted to an A/S and gets its present VAT-number.
Ownership: 60% John Schenstrøm and 40% Stig Petersen. Managing Director John Schenstrøm.
- 1997** Stig Petersen acquired an additional 10% of the shares and is thereby equal to John Schenstrøm.
Ownership: 50% John Schenstrøm and 50% Stig Petersen. Managing Director John Schenstrøm.
- 2000** Stig Petersen increases his owner's share to 100% and steps in as Managing Director.
- 2007** Per Nielsen steps into the ownership by acquiring 15% of the shares via an increase in shares.
This was a signal to the surroundings that continuity in case of illness or accident was ensured.
- 2010** The group of owners is further expanded, so that LS Control A/S is owned by 4 key employees, who together are responsible for operation, sale and development.
Ownership; 70% Stig Petersen, 15% Per Nielsen, 7.5% Martin Jensen and 7.5% Jens-Erik Hegelund. Managing Director Stig Petersen.
- 2011** Per Nielsen is promoted to Managing Director, and
Stig Petersen is appointed Sales and Marketing Director. No changes in ownership.

Expanding Growth

Unfortunately, it has not been possible to find any records of turnover of the first 20 years, but in the latest 30 years it has not been that bad.....



Thank You to the Staff

We have always been 100% dependent on the team of co-workers and colleagues in and around the company. Historically we have been through numerous development steps, which mean that over time we have needed many different competences in the company. We always value our staff dearly and we have always put a tremendous effort in setting the right team, that fits the state of the market and the position and development of the company.

Over 50 years we have naturally experienced some substitutions and replacements. Some co-workers are no longer in LS Control A/S and new ones have come. We in the management team are thankful to those who have contributed and to those contributing now. We are looking forward to continuing the development of LS Control A/S together with our colleagues. We are always looking forward to the future.



Staff in 1998



Staff in 2013



Staff in 2019

LSCONTROL

