

NORDIC DISTRIBUTOR SHORTLIST · Q2 2026

Nordic Industrial Distributors

A vetted list of 22 distributors active in the industrial sector across Sweden, Denmark, Norway and Finland.

Curated by Miguel Baptista · Fractio
Data reviewed 2026-04-21 · nordicdistributors.com

Why industrial in the Nordics

Nordic Industrial Distributors

Nordic industrial distribution covers a wide range: fasteners and MRO, automation and drives, safety equipment, process chemicals, bearings, tools, and building materials. The region is home to world-class manufacturers (ABB, Sandvik, Atlas Copco, Alfa Laval, Volvo, Kone, Wärtsilä) whose purchasing departments are sophisticated and supplier-driven. For a foreign industrial brand, distributor selection depends heavily on end-customer profile: MRO vs OEM vs project sales all demand different capabilities.

How to use this shortlist

- **Start with coverage.** A distributor listed for 'Nordic' usually means strong in one country and partner-dependent in the others. Cross-check the country column.
- **Match the channel.** Each sector has multiple distribution channels (e.g. hospital vs private, retail vs specialty). Ask the distributor which they actually own.
- **Brief 3 at once.** The fastest way to benchmark a distributor is to compare their response to two others. NordicDistributors.com lets you send a structured brief in 60 seconds.
- **Budget a timeline.** Nordic commercial decisions are slower than Iberian or US equivalents. Plan 3–6 months from first brief to signed agreement for a straightforward product; 9–18 months if regulatory work is open.
- **Use the sector-specific question.** See the highlighted tip on the next page.

Sector-specific question to ask: Ask the distributor for three current OEM customer references in your specific segment. Industrial distribution is trust-based; a reference check reveals depth fast.

THE DISTRIBUTORS

22 industrial distributors active in the Nordics

Atlas Copco

Pan-Nordic · www.atlascopcogroup.com

Global leader headquartered in Sweden, distributing compressors, vacuum pumps, pneumatic tools, and power generation solutions across the Nordic region. Enterprise-scale supplier with service centers throughout.

HydraSpecma

Pan-Nordic · www.hydraspecma.com

Nordic's largest hydraulics company with 20 TechCentres across the region. Specialist in hydraulic systems, fluid power solutions, marine applications, and industrial equipment. Deep technical expertise and local service network.

Konecranes Finland Oy

Pan-Nordic · www.konecranes.com

World's largest crane manufacturer (~10% of global cranes). Specializes in overhead cranes, workstation lifting systems, hoists, and customized load handling for manufacturing, automotive, steel, and paper industries.

Machinery Oy

Pan-Nordic · machinery.fi/en

Established 1911, over 100 years of history. Leading supplier of industrial machines and equipment. Imports and distributes Cummins diesel engines, construction machinery, and metalworking tools.

Metso Outotec

Pan-Nordic · www.metso.com

Leading provider of sustainable technologies for aggregates, minerals processing, and metals refining. Offers crushers, screens, grinding mills, conveyors, and recycling equipment.

N.C. Nielsen

Pan-Nordic · www.nc-nielsen.com

Largest forklift and materials handling equipment supplier in the Nordic region with 130+ technicians. Offers comprehensive service, training, and support across all four countries. Market leader in logistics equipment.

Nordic Drives Group

Pan-Nordic · www.nordicdrivesgroup.com

Leading distributor of electric motors, drives, and automation solutions across Nordic markets. Specializes in industrial automation, energy efficiency optimization, and drive systems for machinery.

Optiscan Group

Pan-Nordic · #

Specialist in logistics automation and mobile robotics solutions. Integrates automated warehousing, robotic picking systems, and logistics optimization across the Nordic region for modern supply chains.

PMC Hydraulics

Pan-Nordic · www.pmchydraulics.com

Innovative hydraulic systems distributor delivering cutting-edge fluid power solutions. Serves heavy machinery, construction, and energy sectors across Nordic markets with engineering support.

Brubakken

Norway · #

Authorized Hyster distributor providing forklifts, materials handling equipment, and logistics solutions across Norway. Offers service, parts, and training for Norwegian operations.

Eurosupply AS

Norway · www.eurosupply.no/en

Full-range ship chandler and industrial equipment distributor since 2000. Provides deck and engine supplies, lifting equipment, safety products, and technical equipment for maritime and industrial sectors. ISO 9001:2015 certified.

Fabrika A/S

Denmark · www.fabrika.eu

Innovative electric motor solutions provider serving Danish manufacturing. Focus on energy efficiency, reliability, and customer-specific motor engineering for industrial applications.

HP Welding Sweden AB

Sweden · www.hpwelding.se

Based in Sundsvall, HP Welding supplies industrial welding equipment, consumables, and technical support for fabrication and manufacturing industries across Sweden.

Iversen Trading

Denmark · www.iversen-trading.dk

Over 50 years of experience distributing valves, pumps, filters, and instrumentation. Serves Danish industrial, heating, water, and energy sectors with technical expertise and local relationships.

KAESER Kompressorer AB

Sweden · www.kaeser.com

Based in Täby, KAESER distributes compressed air solutions, air treatment systems, and pneumatic equipment. Serves industrial production, pharmaceutical, food, and energy sectors in Sweden.

Markir AS

Norway · www.markir.no

Specialized manufacturer and distributor of innovative excavation attachments and complete machinery solutions for construction and mining industries. Over 20 years of experience.

Nordic Valves

Sweden · www.nordicvalves.com

Manufacturer and distributor of precision-engineered valves for industrial applications. Specializes in custom valve solutions for Swedish manufacturing and process industries.

Powermec AB

Sweden · www.powermec.se

Electric motors and electromechanical solutions distributor since 2003. Supplies the Swedish industrial market with reliable power transmission and motor systems for machinery and equipment.

Ramén Valves

Sweden · www.ramervalves.com

Established in 1945, Ramén is a Swedish pioneer in industrial valves and actuators. Serves heating, industrial, and energy sectors with proven reliability and local technical support.

RobotNordic.dk

Denmark · www.robotnordic.dk

Specialist in fully automatic production lines, robotic systems, and custom automation solutions. Delivers end-to-end integration for advanced manufacturing and assembly operations in Denmark.

Scandinavian Robotics AB

Sweden · www.scanrobotics.se

System integrator specializing in industrial robot systems, automation engineering, and customized robotic solutions for manufacturing. Serves automotive, engineering, and production sectors.

STILL Norge AS

Norway · www.still.no/en-NO

Nationwide distributor of STILL forklifts, material handling equipment, and intralogistics solutions. Over 20 years of market experience with sales, rental, service, and used equipment options.

WHAT'S NEXT

You have the shortlist. Now what?

Brief 3–5 distributors at once.

Go to nordicdistributors.com, open each profile page, and send a structured brief. Takes under 60 seconds per distributor. Miguel forwards the brief to them by email and chases a reply by day 5. You get a confirmation email after every submission.

If briefing isn't enough, book a 20-min diagnostic.

Pricing strategy, regulatory path, country sequencing, tender windows. In 20 minutes Miguel will tell you what's realistic for your product, budget and timeline. Free. No pitch if there's no fit.

If the full launch is on the table, Fractio takes it on.

Fractional Sales Director, country launch retainer, or distributor-contract negotiation — three engagement formats depending on what you need. Nordic-Iberian specialists. Portuguese, Spanish, English, some Swedish.

BEHIND THIS SHORTLIST

Fractio · Nordic-Iberian go-to-market

Behind NordicDistributors: Miguel Baptista, founder of Fractio, has spent the last nine years as Country Manager for a Swiss precision medical-device manufacturer. Built a country affiliate from scratch, grew sales 20x in seven years, and the Portugal playbook is now the case study taught to EMS subsidiaries worldwide. The free distributor-brief flow on nordicdistributors.com is the first step. The paid engagement starts when you need someone who has actually run the launch.

Book a 20-min diagnostic call →
fractio.se/#contact · miguel@fractio.se

This shortlist is a snapshot at 2026-04-21. Distributor portfolios, coverage and agreements change — always verify before contract.