

Going global with fiberblowing equipment

Tygesen Energy A/S and Fremco A/S, respectively Kerteminde and Frederikshavn in Denmark, are now going for a global export of advanced fiberblowing equipment with the formation of the joint venture Fremco Sales A/S.



Morten Tygesen, Tygesen Energy A/S, Sales Manager Jesper Damtoft, Fremco Sales A/S and Niels Søgaard Hansen, Fremco A/S, here gathered around a part of the fiberblowing equipment, are now ready to the world market.

Hundreds of reliable machines has left the North Jutland company since 1996, where Fremco A/S began to develop and produce machines for fiberblowing/ Jetting.

The machines have been sold primarily on the Danish and German markets for many years through Tygesen Energy A/S.

But through a couple of years, there's been shorter and shorter between orders from around the world.

- It's a niche industry where you keep a close eye on market development and competitor activity, says Morten Tygesen and continues - Quietly, the rumor of the super Danish machines has been spread in the industry. In the autumn of 2012 we could see that the activity had become so great that it was "separated" in-house, to allocate necessary focus and resources to the business area, ends Morten Tygesen.

Tygesen Energy A/S widely deals with many products to the energy- and telecommunications market.

New sales organization

The rapid business development is the reason why Tygesen Energy A/S and Fremco A/S have founded the company Fremco Sales A/S by Janu-

ary 2013. From the same date, Jesper Damtoft has been appointed as general manager. Jesper Damtoft is a very familiar face in the industry. Until his appointment, he was employed in Tygesen Energy A/S as a product consultant for Fremco products and has in the past gained an extensive knowledge and know-how about all aspects of fiber blowing.

Recently, the company has hired John Bisgaard as responsible for further development of marketing - online and in print.

- In connection with the company start up, we have spread the message through the website www.fiberblowingmachines.com and it has really increased the number of inquiries and sales worldwide, says Jesper Damtoft. He can also tell of great interest in the recently completed trade fair FTTH in London.

- We were almost besieged by interested customers and contacts. They have really opened their eyes to the simple and reliable blowing system from Denmark. Unlike the relatively few brands available on the world market, Fremco machines are very easy to use and maintain.

- We use standard hydraulics, standard screws, bolts and valves where appropriate and the machines can be repaired locally anywhere in the

Product News

MicroFlow 2.0 Now with touch display



INNOVATION:

The popular and stable Microflow is now renewed with a new user-friendly touch display. Customers and end users are extremely pleased with the market's only reliable blowing machine with "buckle-security".

- We have got a lot of positive feedback from customers, says Fremcos general manager Niels Søgaard Hansen. He adds: - Our customers comes from time to time with wishes and suggestions for improvement, which we greatly appreciate. One of the wishes has been a more manageable and user-friendly keypad with display text in native language.

This has been addressed with the new touch display. The display is large and user friendly. This unique solution is much more manageable and user-friendly - with the ability to configure in native language. Close to perfection.

In addition, the electronics of the machine has been upgraded and the Microflow buckle-security system is now even quicker.

These improvements enhances the machine's already unique position in the market, says Niels Søgaard Hansen, who also welcomes the fact that we can support customers with a user interface in any native language

The new touch panel and electronics is undergoing a test program involving selected customers and is expected on the market soon.

world, reports Jesper Damtoft who sees a huge global market. He can also tell that Fremco Sales is working hard to further develop the dealer network in the countries with "Fast paced" rollout of fiber networks.

- There are at present distributors in place in particular Europe, Australia, South Africa, USA and Asia, but there are still some "blank" spots where we want to enter, says sales manager Jesper Damtoft just before he says welcome to two representatives from an upcoming dealer in Malaysia. They are on a five-day training and business visit at Fremco in Frederikshavn.

Happy about the 'easy' machines

Construction company Zacho-Lind A/S in Copenhagen has countless activities, including a lot of cable- and fiber projects. Primarily on new infrastructure projects across Denmark. A key part of a successful project is stable and reliable equipment.



Project manager Bo Jensen is not afraid to highlight Fremco machines as highly reliable equipment.

Zacho-Lind A/S has eight hydraulic Fremco fiberblowing machines in different models, so all fiberblowing tasks can be solved quickly and efficiently.

- Fremco is one of the best suppliers I have ever worked with. There is very short from words to action and Fremco can really "move the feet", says project manager Bo Jensen, who has many years of experience in the construction industry in different positions.

Bo Jensen has been involved from the early days in fiber network projects from 1997 and has accumulated a lot of experience with particular blowing fiber cables in pipes.

- There are other good blowing machine brands,

but my experience is that Fremco have the best machines on the market. When you compare purchase price, performance and maintenance, Fremco machines are just the most cost effective, simple, seamless and robust in every day use. Actually we have never experienced a break down on any Fremco machine - this is unique in the construction industry.

Bo Jensen stresses the direct access to the manufacturer.

- It is very satisfying to see an improvement or change you yourself have contributed to.

When asked about the ongoing maintenance, corresponds Bo Jensen - It's very easy, operators have machines fixed in the cars and perform

most of the maintenance. It is very rare that our maintenance workshop is engaged in maintenance on Fremco machines.

Bo Jensen has seen many things in fiber optic communications 'pioneering' and has been involved in many of the major projects.

- The worst bad habits is thankfully a thing of the past. The vast majority of operators and consultants in the market have become wiser. Today, it is required that all new larger pipes are calibrated and pressure tested once they get into the ground.

In the past it was more 'wild west', so when we came out to an old pipe, we never knew what it contained of "surprises" before we have finished blowing.

For the most part things are going well and happily Fremco machines are not a part of the problem, when we talk surprises, ends Bo Jensen.



- My experience is that Fremco machines overall are the best machines on the market, says Bo Jensen.

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- Hydraulic control valve incl. hoses.
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*J) Must be supplemented with compressed air.

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