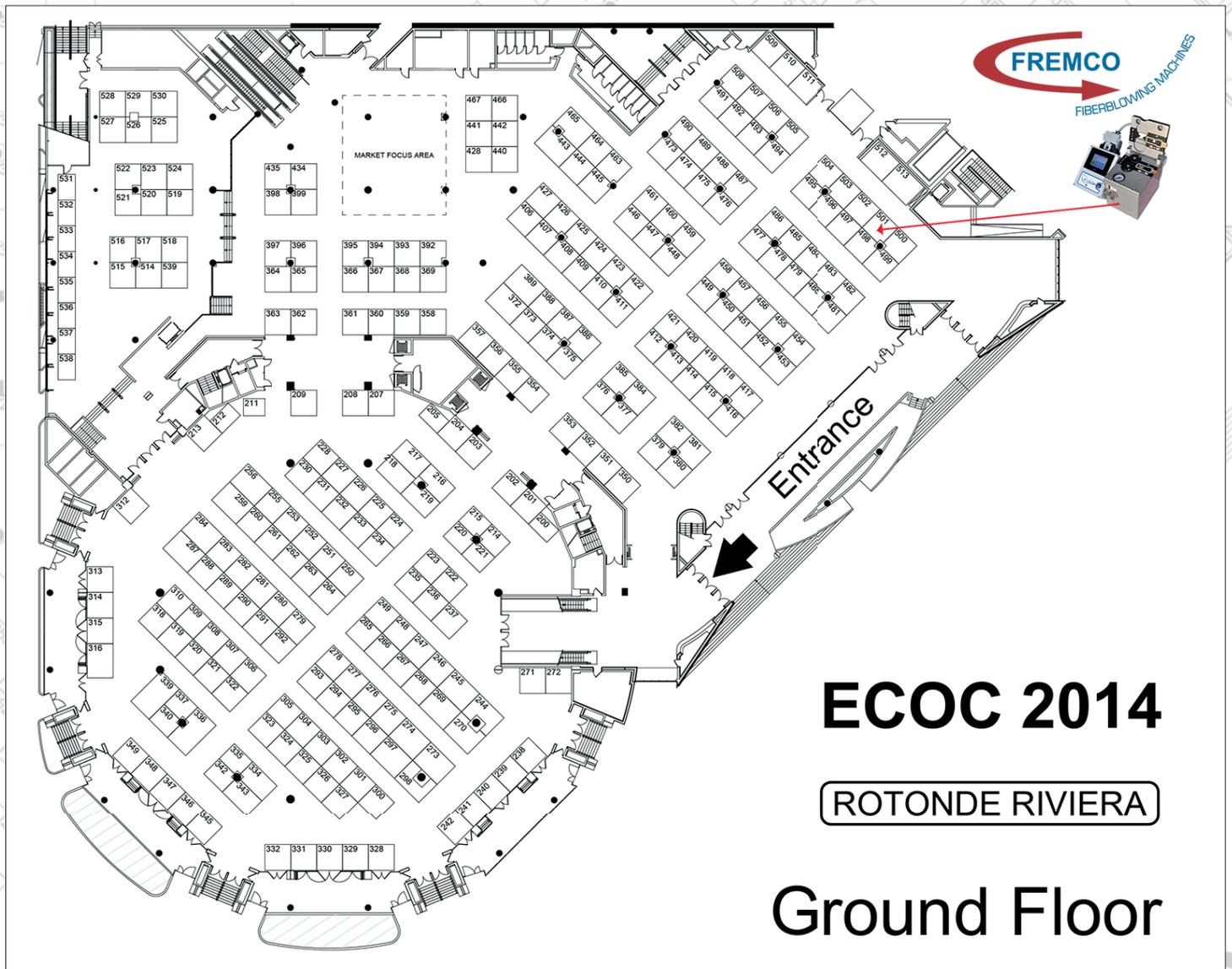


## Welcome to ECOC 2014 Expo

Fremco exhibit at the internationally recognized fiber optic trade fair "ECOC" 22-24th September 2014.



You are welcome at booth 501 in the "Rotonde Riviera" in the "Palais des Festivals et des Congres de Cannes".

Hollywood stars and all the other celebrities has long since gone home. Now there other issues on the table - or the floor, so to speak - in the southern French city of Cannes.

Due to the fact that Europe's largest fiber optic trade fair "ECOC" this year dropped to the town, that primarily is world famous for the high-profile annual film festival.

Mostly built out into the water on the waterfront, you will find the exhibition center with the great sweeping name "Palais des Festivals et des Congres de Cannes". We are in Cannes the jet set capital!

Monday, Tuesday and Wednesday (21 to 23

September 2014) is the ECOC expo a central meeting place for the industry's suppliers, manufacturers and top decision-makers from all corners of the globe.

### Focusing on the world market

Fremcos status of international exhibitor has a logical synergy effect with the focus on the world market Fremco initiated a few years ago. Danish engineering continues to gain high recognition "in the world". That recognition is being used to brand our products and tell new customers about our core advantages: Danish developed, designed and hand-built fiber blow-

ing machines, superior quality that characterizes all Fremco products.

On Fremco's stand (501) there will be an opportunity to look at the entire product range covering the entire spectrum of fiber and duct sizes including equipment for relining.

The product range includes Micro Flow Touch, Mini Flow RAPID, Power Flow and Multi Flow and various fittings - and at the same time "know how" since Fremco is represented by management and sales team.

In other words, the perfect place to explore Fremco and our products.

See you at ECOC 2014!

# New head in front and changed sales organization

Primo August 2014 Rasmus Kilt is active as Sales Director responsible for Fremco Sales A/S.



38-year-old Rasmus Kilt is appointed Sales Director in Fremco Sales A/S.

Rasmus Kilt was at August 1st 2014 new member of the "Fremco-family".

Rasmus Kilt is new International Sales Director in a new position after restructuring Fremco Sales A/S. The new organization means that the position of International Sales Manager has been terminated and replaced by one Sales Director accompanied with future Regional Sales Managers. For a good start John Bisgaard from Fremco Sales A/S is appointed Regional Sales Manager for home and neighboring markets.

"I will do my utmost to ensure a good cooperation with our existing customers, distributors and retailers. I will continue the development of getting Fremco the most common fiber blowing product on the market" says Fremco's new Sales Director.

Rasmus Kilt has experience in construction industry and he has been working as Regional Sales Manager for HYCON A/S with 65 distributors Worldwide.

"I hope that our customers will welcome me and hopefully we can bring together our common business relationship to a higher level," concludes Rasmus Kilt with a glint in his eye.

Rasmus Kilt, who lives in Aalborg, is working from Fremco A/S in Frederikshavn while John Bisgaard still is located centrally in Denmark.

# New and cheaper lubricant

Fremco now introducing its own lubricant to fiber blowing. FlowLub 2000 and FlowLub 5000 is specified for use in connection with Fremco fiber blowing machines. And it's cheaper than previous lubricants offered!



The new lubricant to pre-lubrication of cable ducts, includes FlowLub 2000 and FlowLub 5000.

The success for a good result with fiber blowing is to keep track of all the small important details. Every skilled operator knows that.

One of the most important details is the proper lubrication in the right quantities at the right place.

## Fremco Specifications

The new lubricant to pre-lubrication of cable ducts, includes FlowLub 2000 and FlowLub 5000.

FlowLub 2000 is for larger ducts (+ 20 mm) and used with Fremco PowerFlow and Fremco MultiFlow.

FlowLub 5000 is for all micro ducts and used with Mini- and MicroFlow.

FlowLub 5000 is more concentrated than FlowLub 2000, because thinner ducts in combination with thinner cables require more lubrication.

Both types of FlowLub reduces the friction in the duct significantly, in addition reduces the build-up of static electricity.

To date, we have recommended an American produced lubricant. This is still a good product, but it has become unreasonably expensive.

Fremco's new lubricant is also attractive price-wise.

FlowLub 2000 has dropped approximately 35% of the retail price. FlowLub 5000 about 50% in price compared to the American lubricant! A bottle costs almost the same as before, but the quantity is doubled.

FlowLub is water-based and is very harmless to use.

No need for any precautions during use.

FlowLub comes in 12 pcs. Boxes and ready for immediate delivery.