

## Welcome to the new Fremco site

We are proud to present [www.fiberblowingmachines.com](http://www.fiberblowingmachines.com) - Version 2.0. With updated equipment, new accessories and new marketing materials over the past year, the natural result, a new website - which mind you, is just as well thought out and easy to use as the blowing machines.



*The philosophy behind the new Fremco site is more user-friendly "Flat-design" entirely which eliminate "drop-down menus."*

We have now updated our website after an intense year with new development of marketing materials and updating of machinery and accessories.

All the drop-down menus with confusing sub-menus have now been removed to make it easier for all users

The new design draws parallels to Flat design (known from eg tablets and smartphones).

The principle of "click-in-box", has proven to be the most simple and easiest way to understand the structure of a user interface worldwide.

### Easy navigation

Easy navigation to information is the core of the new Fremco site.

All information unfolds easily in and out. At the same time you can with one click find information, make an inquiry or contact us.

Is it for example a MultiFlow you are interested in, it is only to click on the "Multiflow-box" and then opens a page dedicated just to the Multiflow machine. From here there are links to all specifications and a video presentation.

The same applies to all categories accessories wherever possible.

### Continued expansion

The next step is a complete spare parts list with "exploded" drawings, 360° views and parts lists for each machine.

The usual website disciplines such as "find us" and "about us" still exists, but is now much easier

to access, like all the rest of the information. Finally yet importantly, a special partner / reseller login will be implemented later on.

We feel confident that the new page will be well received, when the user experiences it as a quick and easy way to get information about blowing machines and accessories from Fremco.

*Click-click.*



*Each machine model has its "own" website with access to all specifications and info video.*

# On the way under the sidewalks in Bucharest

In the Romanian capital is there access to super-fast fiber optic network everywhere. Next step is to move it from airborne to underground. The supplier "Teleprecision MTS" is at the forefront of the development and has just held a successful seminar and technical demonstration for nearly 100 interested customers.

"There is no password and free WiFi everywhere," was the clear answer from the receptionist when we checked into the hotel in Bucharest, Romania.

It turns out that the local fiber network works extremely well, with fast approach to intensive applications.

The speed is impressively high in Romania - at least in the capital. Something most capitals of the world can only look enviously after.

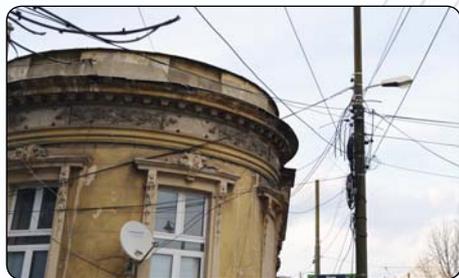
But - there is probably always a "but". These fast networks are established on an unsustainable basis. Fiber cables are dangling like Christmas garlands everywhere in the streets.

This is recognized and there is a desire to change this situation. This is recognized and there is a desire to change this situation. It does not look good and it is not stable. This is why Fremco was in Romania.

## Young flourishing company

The visit came in place through Fremco's Romanian dealer, Teleprecision MTS.

Teleprecision is a young fast growing company. Young in several ways. It was founded in spring 2009 by Nicoleta Moise and she has regularly employed talented young people newly graduated from the university and from the telecommunications industry.



*Super-fast fiber networks or clean windows, seems the choice seems to be? Not particularly pretty, and nearly impossible to debug. This is the cable chaos, who right now loops everywhere in Bucharest.*



*The interest was enormous when Teleprecision held technology demonstration.*

Teleprecision works hard and dedicated to pick the best suppliers with the best machines on the Romanian market.

In a few years, Teleprecision built up an impressive portfolio of products for the domestic market. The portfolio includes fusion splicers (Fujikura), cable management products (Mills), test equipment for local area networks (Psiber), Fiberblowing machines (Fremco) and cables and microducts (Emtelle).

Teleprecisions customer base includes telecom operators, contractors, internet service providers, military, government and educational institutions.

## Very successful customer event

Based in some nice conference rooms took Teleprecision and five suppliers against the nearly 100 invited customers.

The day started with Powerpoint presentations, including questions. All suppliers also had a small booth with a presentation of the different products.

After a delicious lunch it was time for a "real" demonstration.

At the parking area were prepared two test tracks. One of 200-300 meters microducts, fiber cable, compressor, hydraulic pump and a MiniFlow Rapid machine. The second course was set up to blow fiber with a MicroFlow Touch.

There was devoted half an hour to the demonstration, but it was far from enough. The interest was enormous and curiosity so great that the demonstration took about two hours before everyone have had enough.

Teleprecision had provided all participants with an evaluation form. Subsequently says Nicoleta Moise:

"We had many satisfied participants, including most ISPs in Romania. We received only positive evaluations regarding the content and organization of the event.

We've got a bunch of requests for offers, so we are really happy", concludes the busy business woman, who really has been able to be present in an emerging market.



*Fremco owner Niels Sogaard Hansen presented the full range of products for the nearly 100 participants.*