

## A prompt solution to a burning problem

A busy working-day was abruptly interrupted by a sudden and devastating fire.



*The cause of the fire will probably never be determined. Everything was charred and completely burnt down due to the intense heat from the fire. Look at the PowerFlow machine at the edge of the trench - all nylon parts are "gone". The neighbouring ducts with active fiber cables melted together, so the heat was indeed intense.*

Tuesday 20 September 2016 is a day which will not be forgotten soon at the Danish supply company, Munck Forsyningsledninger in town Glostrup.

The day started off as a normal day with lots of pending fiber blowing jobs in the northern part of the Danish island Zealand. There was no indication that this day would differ considerably from an average working-day.

Along the Hillerød-highway, Munck was to establish a backbone cable in an empty duct. Pure routine work. The blowing equipment was prepared as usual. The technician parked his van along the highway between the road and the trench. This way the van worked as a baffle, absorbing some of the highway noise. The blowing process was initiated. After several hundred meters of smooth blowing, technician Stephen Møller noticed a sudden and complete drop in hydraulic oil pressure. Logically he turned towards the van and saw a little bit of smoke coming out of the open back doors. The nearest sliding door was half-open, and Stephen opened it completely to see what was wrong. Presumably, in the very same moment there was a chain reaction with flue gases igniting in one big bang, completely surrounding the van by flames. By a stroke of luck, nobody was injured. Stephen

Møller had light burns on arms and head from the heat wave, but luckily, nothing serious.

The fire brigade was called and arrived quickly, but there was nothing else to do but making sure that the fire could not spread to the surroundings and putting out the fire as quickly as possible to avoid the smoke to further impede the afternoon traffic.

### Back to work quickly

Obviously, after such an experience, you need to sort out your thoughts, but at the same time action was needed here and now. In the trench where the blowing process took place, there were other ducts with active fiber cables. Everything had melted together because of the radiant heat, and many people had been cut off from the outside world.

Everything was gone or destroyed. The van with all technical equipment. Next to the van, the blowing machine and a big compressor were severely damaged/destroyed. All in all, the damage ran into seven figures (DKK). In a situation like this, it is good to be covered by insurance and have a quick supplier.

The foreman for the blowing department, Kasper Mikkelsen, was under a lot of strain during the first couple of days, dealing with an

injured employee, the insurance company, authorities, suppliers and repair of fiber damage, and at the same time he had to look ahead.

"Indeed I must say that Fremco had a good understanding of the situation and was very solution-oriented. Less than two days after we got the "go" from our insurance company, Fremco had supplied new gear to us. Not only the most obvious equipment - no, they also immediately worked out a list of all parts supplied for the van during the last couple of years, and replacement parts were delivered right away. It was a great relief to us in a stressful situation", said Kasper Mikkelsen.

"Obviously, we put all other things aside to help the customer move on. All equipment was prepared, packed and shipped to Glostrup on the same day", said Fremco Sales Director Kim Hermann Kallestrup and added "we and the customer truly benefitted from Fremco being a manufacturer with all necessary parts within reach".

Munck Forsyningsledninger in Glostrup have moved on long ago with the daily work and have put the fire behind them. The cause of the fire will probably never be determined, but an internal guess could be some leaking fluid that was ignited by a heat source in the van. *jb*



*Less than two days after the "go" from the insurance, all equipment had been replaced by new, and the company was back in business.*



# Successful fiber-event in Athens



*There were almost 100 motivated and interested participants from Greece, Malta and Cyprus.*

**On the 3rd of November, our Greek partner NetScope Solutions S.A. organized a “Measuring devices and fiber optic systems & networks” event in collaboration with Fremco, Fujikura and Yokogawa.**

The event was held at the prestigious hotel, Titania Hotel in the center of Athens with easy access to public transport and parking making it easy for everyone to join.

NetScope had invited installation and telecom operators from all over Greece including a few companies from Malta and Cyprus. There were almost 100 motivated and interested participants.

The event started with coffee and casual introductions. It was followed by a welcome speech made by NetScope’s CEO, MR Meletis Mylonas. Each partner had the possibility to present their company. For the workshop, they were



*At the end of the day everyone had the chance to mingle and test the equipment that NetScope provides.*

supported by Vassilis Moustakis, Technical Manager at NetScope. He presented in Greek each product’s technical specifications, answered all questions from the audience and demonstrated the machines.

At the end of the day everyone had the chance to mingle and test the equipment put on display during the entire day.

Fremco would like to thank NetScope for their efforts and a well-organized event and we are looking forward to seeing the results in the near future.





# Amazing Czech commitment

**2016's most innovative fiber blowing manufacturer, Fremco, entered the Czech market this summer.**

This year we had the pleasure to sign a new partnership in the Czech Republic with OFA s.r.o., leading distributor for fiber optic networks.

Years of experience and a well-developed knowledge of the market brought OFA to the conclusion that it is time to concentrate on covering the need for fiber blowing equipment on the Czech market.

After analyzing the market, they found the best solution available, 2016' most innovative company, Fremco.

Shortly after our first conversation the guys at

OFA, Pavel, and Petr, have visited Fremco for a two days training on all machines.

As soon as the training and the contract were in place OFA decided to dedicate a whole Team for the sale of Fremco machines.

The team is led by Jan, a trained engineer with vast experience.

They have rapidly understood the need for demo machines and qualified staff and decided to give it all it takes.

Laura and John travelled to the Czech Republic and together with OFA's team offered a two days training to OFA and Cetin employees for the Microflow and Multiflow.

The experience was beneficial for all parties. Despite the language barrier John succeeded

with Jan's help to offer qualified training and to show Cetin why the Fremco machines are always a better choice.

This strategy immediately gave good results, as recently OFA closed a big tender with CETIN, the largest operator of telecommunication network in the Czech Republic.

Once the machines arrived, the OFA team arranged for a complete training session with CETIN and made sure everyone was fully educated on how to use the Fremco machines.

OFA's commitment was amazing and we are delighted to have them in the Fremco family.

Today we are proud to announce that OFA is a "Platinum reseller" and a very active one indeed.



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## Fremco A/S supports "Médecins Sans Frontières"

Fremco operates in a global world, and we want to contribute to the society we all live in. Therefore, Fremco has decided to support an international, humanitarian and non-political organisation.

Among the many good and dedicated organisations in the world, we have chosen to support Médecins Sans Frontières (MSF), as we truly respect the work and commitment of the MSF volunteers, who put themselves at risk and danger every day doing their jobs.

The MSF is a private, international humanitarian



organization providing medical relief aid. The purpose of the organisation is to help the most

vulnerable and exposed individuals in case of natural disasters, war, conflicts, epidemic outbreaks, infectious diseases, malnutrition and poverty. The MSF helps those in need, regardless of race, sex, religion or political affiliation. The MSF is involved in projects in more than 60 countries. Each year they send out voluntary doctors, nurses, midwives and administrative and logistic personnel for projects all over the world.



# Visit us at booth B06 in Marseille...



- where we  
will launch?



## Organisational news



*Jacob Kühn joined Fremco A/S December 1.*

We have hired R&D engineer Jacob Kühn to strengthen Fremco's qualifications within product development and continuous optimisation of existing products.

Jacob has experience from the machine industry, being responsible for construction and documentation of complex high-tech machinery, and at Fremco he is part of our R&D team.



## Join us on LinkedIn

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Find us on LinkedIn, click the **"Follow"** button and you will stay connected to our activities.

**Just enjoy the holiday season...**

**- There will be 5 models  
to choose from in 2017!**

# **Season's Greetings and a Prosperous New Year**

***Best wishes from***

  
Jane Steen

  
Laura Cernica Larsen

  
Kim Hermann Kallestrup

  
John Bisgaard

