

Customers have spoken:

NanoFlow is definitely approved



Since the last Fremco News, we have introduced this unique machine on many markets and would like to thank you all for the positive response and professional “go to market” activity you have made.

The hard work from all of you is the first step towards creating a success for all of us. But the final approval/judgement is made by the customers using the machines.

And YES, we have received a lot of approvals and positive comments concerning the NanoFlow.

UK

One of the first end users to test the machine was Carillion Telent, one of the major contractors to British Telecom.

The feedback from their engineers in the field was very positive, and below are some of their brief comments and extracts given to us by Steve O'Reilly BDUK team:

'The team found the complete kit to be very light and easy to use in restricted spaces, whilst being hand built of robust metal materials. It was extremely easy to load fibres, due to the innovative 2 flap lid.'

We found it can be loaded with fibre bundles in rapid time (seconds). We were further impressed by the ease of usage due to the tool less set up and adjustment, reducing the risk of mislaying or damaging small tools, which can never be found out on site.

The easily and instantly adjustable speed and torque of blow means that the technician had full and instantaneous control of the machine and how the fibre was transported.

This together with the unique anti buckle device was ensuring no damage was possible to the

fibre, unlike other machines by other manufacturers trialled for the same usage.

On short tubes it does an admiral job of pushing bundles without kinking and therefore not requiring air compressor set up all the time.

The machine is perfect for FTTP installs where an engineer is trying to do multiple feeds.

The battery life is sufficient for a day of blowing bundles and did not suffer any fade or drop off in power towards the end of the day.

We would have no issue in recommending this unit as we are sure it will save the engineers and companies time and money, whilst increasing productivity."

Sweden

The market in Sweden is good, considering that the population and the FTTH-installations are increasing.

Millions of meters of air blown fiber are being blown every year with the help of various tools in the market.

DoNet AB, the Swedish Fremco reseller, has been involved with the brand new NanoFlow at an early stage. During the fall of 2016, a prototype was piloted by one of DoNet's customers.

The tests went well as expected, and during the last field meeting, testing a 2 mm cable on a 6000 meter drum, the customer placed order for their own machine.

After a successful marketing campaign, sales started off really good. The machines in stock sold out immediately, but DoNet's warehouse is being refilled in order to meet the demand.

Mikael Carlsson, Sales at DoNet AB:

"A perfect feature is the security systems integrated in the NanoFlow. Not only does it protect fibers from breaking when there is a duct

problem, it's usable as a colleague together with Fiber Stop.

Connect an extra length of duct to the end of the buried duct. Then mount the Fiber Stop at the end of the extra length.

The Fiber Stop will let all air out, but the fiber will not. So when the protective system stops the machine, you have fiber to the home. No need for extra staff watching fiber arrival of fiber.

When you later release the extra length of duct, you have your spare fiber available."



NanoFlow mounted on tripod in Swedish field.

Product news: Updated and improved



The control unit is now equipped with a new high resolution display, and text is replaced by universal symbols

We have just introduced one of the leading machines on the FTTH market, the MicroFlow Touch, in a new improved version.

The blowing unit itself remains the same, but the control unit is new. It is equipped with a new and larger display with higher resolution.

At the request of our resellers and customers all over the world, we have developed the software to show only symbols instead of text.

This means easy adjustment of the machine to any language. In the operating manual that comes with the machine, the meaning of each single symbol is translated to the preferred language of the user.

This way there is much better certainty for correct operation, shorter training period and last, but not least, greatly reduced risk of misunderstanding and errors.

The already perfectly developed basic functions of the MicroFlow remain unchanged, but with the symbols with explanation, the new user obtains much better machine familiarity from the very start.

Please contact your dealer for a solution adjusted exactly to your language.

New Employee



Stig Sogaard Christensen joined Fremco 1st February 2017.

To increase our production and service capacity, we have employed Stig Sogaard Christensen as of 1st February 2017.

Stig is a machine operator and has great experience with assembly and service from previous employment in different iron and steel companies.

Fremco establishes subsidiary in Chicago



Fremco Fiber Blowing Machines Inc. is located in Chicago.

Based on the latest data from the FTTH Council (February 2017), only 13.1% of the US households are connected with fiber, and in Canada the figure is 11.8%.

Compared to countries like South Korea with 79.8% of the households connected, Japan 53.9%, Sweden 40.7% and Denmark 18.4%, especially the US and the Canadian markets are expected to grow in the coming years.

The technology of fiber blowing is not quite as common in the USA like in Europe. With the obvious advantages you get with the blown fiber concept, we expect to see a change from the traditional installation concepts, like putting the fiber on poles or pulling.

With the goal to support this change and develop our resellers in North America, we have established our own company in Chicago:

Fremco Fiber Blowing Machines Inc.

875 N Michigan Ave. Suite 3950

Chicago, IL 60611

United States of America

From April 2017 our office will be open from 9.00 am to 4.00 pm and can be contacted on phone number +1 312 596 1230.

The office is located in the John Hancock building in central Chicago.



Championships in fiber blowing

Sít FTTx v roce 2017 Sítls a FTTx network conference in Brno, Czech Republic

This year Fremco joined the OFA team for the conference and the “World Championships in fiber blowing”.

The conference included specialized seminars on the topic of FTTx Networks in 2017. One of the seminars was held by Jan Fulin, and he presented the Fremco fiber blowing machines, and especially the NanoFlow.

The NanoFlow was the machine participating in the World Championship in fiber blowing.

The competition started from a closed room. The microducts came out through a 2 m high window, down to ground again and then up the side of a building to 8-floor level and return to the room the same way through the top hatch of the window. 4 teams of 2 persons participated in the championship.

The participants did not have previous fiber blowing experience nor training on the Nano-



Graphics of the task/track.



Up to the eighth floor and back again.

Flow. The only introduction offered was the one in the seminar and 5 minutes short presentation of the process, before the competition started.

All teams started out with a closed NanoFlow box, one of them ran out and turned the compressor on, while the other took the machine out of the box and connected everything.

From this point on, they started the machine and

their only job was to “let the magic happen”. The NanoFlow took over and blew the fiber with no effort.

The fastest team managed to blow the approx. 70 m distance in 1:41 min. Well done, when you take into consideration the difficulty of the track and the limited (close to none) experience with the machine and in fiber blowing the participants had.

Wonderful results on such a demanding track with an ultra-thin and very crispy sugar fiber. However, the NanoFlow did it perfectly.

We can conclude that both we and the participants were left with an extremely positive feeling at the end of the conference. This was the 10th edition of the conference, and these results were the best ever achieved.



4 teams of 2 persons participated in the “championship”.



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FTTH 2017 Marseille



Palais des Congrès, Marseille in France was this year the meeting place for 3000 participants from 94 countries.

The FTTH Conference is the largest meeting place in the world for fiber enthusiasts. Palais des Congrès, Marseille in France was this year the meeting place for 3000 participants from 94 countries.

Fremco had the opportunity to launch the NanoFlow, the world's first fully automatic fiber blowing machine with unique double protection system for all EPFU fibers. It was an exciting conference. The NanoFlow attracted lot of interest, and visitors had the chance to see, try and hear all about the machine and its amazing features. We received lots of positive feedback and interest from clients, partners and competitors.

Our products attracted a great deal of attention and resulted in a very busy first day at the exhibition. We received help and support from Itochu and Telcomat. The guys have been an enormous help, showing the machines and translating from French.

Other partners also visited our stand, alone or together with customers. All interested to see and hear why the Fremco machines are "your best solution" and the smartest solution.

The last day of the conference was quieter and gave us time to network and meet the other participants.

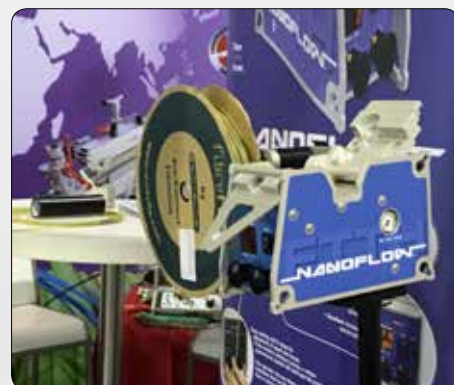
The conference included 11 workshops and 14 conference sessions covering a wide range of FTTH-related topics and lots of information was shared about the fiber situation in France, but also the situation in Europe and worldwide.

At end-September 2016, there were more than 20.5 million FTTH/B subscribers in EU282, with a penetration rate of 9.4%, according to the latest update of the FTTH market panorama prepared by IDATE for the FTTH Council Europe. Looking at EU39, after Russia, which counts more than 17 million subscribers, the other large

est markets in absolute figures remain, as per last year, Spain (reaching 4.5 million subscribers with 72% growth rate over nine months), France (3.2 million subscribers with 32% growth) and Romania (2.7 million subscribers with 17% growth). Two new economies have now entered the FTTH Ranking3: Austria & Serbia, reaching 1% penetration.

Please see the worldwide situation on next page.

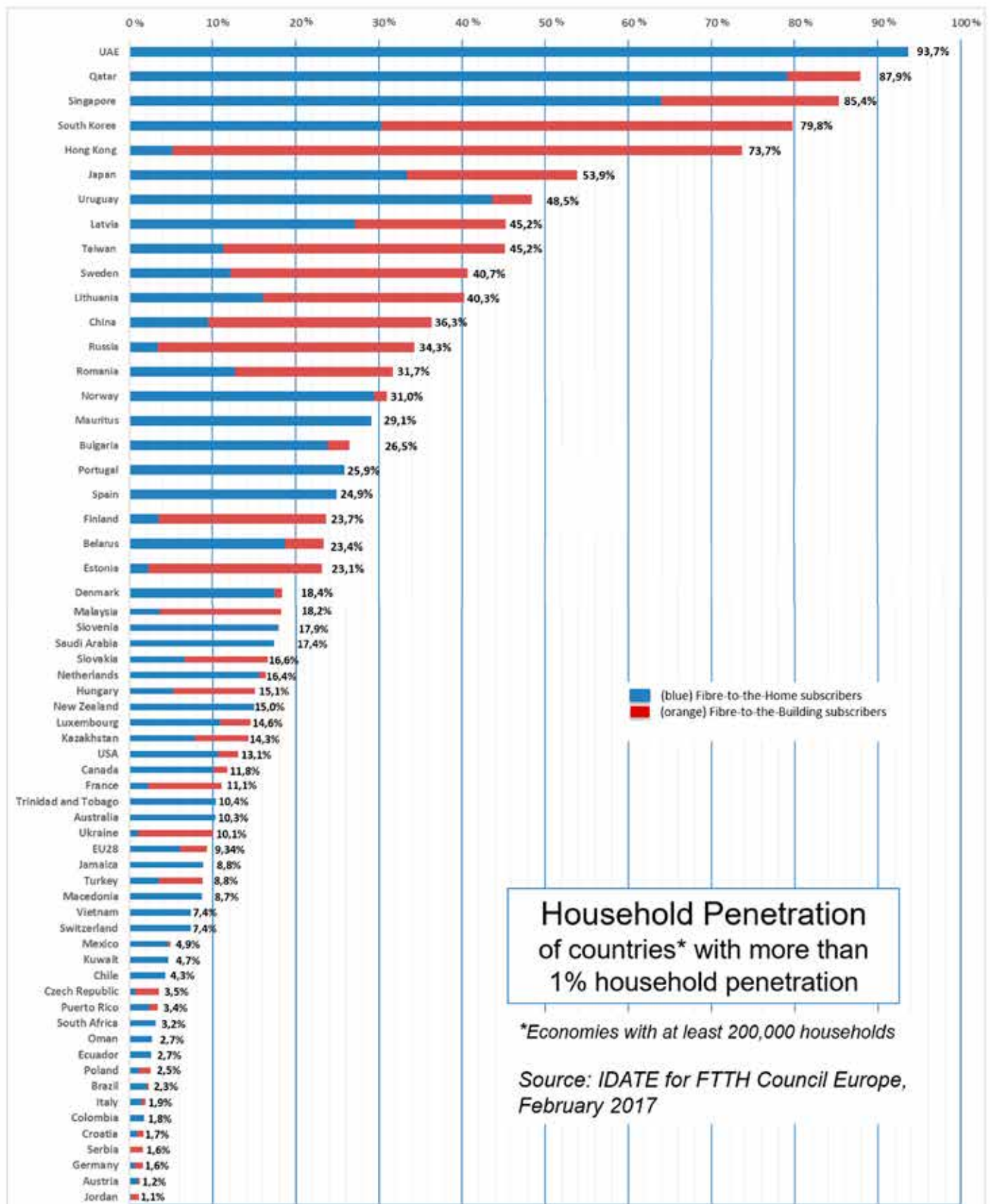
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Worldwide situation

GLOBAL RANKING – END SEPTEMBER 2016 (PART 1)



Household Penetration
of countries* with more than
1% household penetration

*Economies with at least 200,000 households

Source: IDATE for FTTH Council Europe,
February 2017

We can conclude that the fiber market is in continuous growth and that more and more countries need fiber, and therefore also Fremco fiber blowing machines.

The Fremco family is growing



The advantages by installing blown cable/ fiber is becoming more and more attractive due to the big financial and technology benefits compare to pulling.

This development has opened new markets for Fremco and we are proud to present following new resellers representing the fiber blowing machines from Fremco:

SWITZERLAND:

MESOMATIC Messtechnik AG. Rotkreuz.
www.mesomatic.ch

Leader in test and measurement!

Since 1998 Mesomatic have supplied their customers with knowhow and fiber optic splicing and test equipment .

IRAN:

Raya Tadbir Cavar, (RTC) Tehran.
www.rayatadbir.com

RTC designs, develops, manufactures and sells fibre optic cabling, connectivity, management and systems solutions. RTC offer a broad range of products directly and through distributors, installers and OEM partners.

EGYPT, LIBYA and SUDAN:

Nile ICT, Cairo
www.Nileict.com

Nile ICT is a leading company in telecommunication and information technology solutions, established in 2012. Nile ITC has 20 employees and operates in the ICT sector as a system solution partner. One of its focus areas is fiber optic networks and within this, the FTTH deployment in Egypt.

NEW ZEALAND and AUSTRALIA:

Maser Communications Ltd, Auckland.
www.maser.co.nz

Maser is established in 1983, the Maser Group has offices in New Zealand and Australia. Maser is the leading cable distributor to the Oceania region and an industry specialist in data, fibre optic, industrial, broadcast, audio/video, and electrical /electronic cables and equipment. Maser represents among others Fujikura, Dura-Lina, Emtele and now Fremco.

UNITED ARAB EMIRATES, QATAR and OMAN:

DAFNIA MIDDEL EAST FTZ, Dubai
www.dafnia.com

Dafnia, established in 1993, is a Distributor and Solution Provider for Telecom, Electronics and IT requirement. Dafnia offers system integration, one stop supply & installation of Structural cabling products, test instruments, cable laying equipment.



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