

October 2021.

Fogmaker news

Technical and market related information for our partners.

Note! Partner segment sales report and business plan for 2022 is due.

Page 3

New!



Another milestone -
Piston accumulator
no. **200,000** is produced



FOGMAKER
INTERNATIONAL AB



5-year service of the piston accumulator valve Page 8

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Växjö, Sweden, October 2021.



Lars Alrutz, Market and Sales Manager,
Fogmaker International AB.

*Do not forget
that the Partner
segment sales
report and business
plan for 2022
is due.*

Planning gives freedom
of action

We are in the middle of our strategy period and we are setting the goals for the segments in a three-year perspective. Positioning of our brand for the different segments is carried out internally and will be communicated to you during the autumn/winter starting with the bus webinar the 8th of October. We have a strong September behind us. The sales are at the same level as 2019 and we have a lot of leads to work on.

Sales are recovering

As always it is hard to predict the future but in our plans, we forecast a 10% increase in 2022. We estimate that most segments will recover during next year but for some of them, the recovery will be slow. In mind especially Coaches and GSE (Airport). We see great interest in Material Handling where several ports have connected with us to discuss their needs. In the long run, we think that Trucks and ADR transports can become an important segment for us as there are plans and discussions going on for a standard for Fire Suppression.

this number of Fogmaker News which we hope will make installations both better and faster. The installation data-base is out in a beta version and several Partners are now trying it out. Unfortunately, this project moves slower than expected but we are doing our best to improve it together with our software developer.

Uncertain raw material market

The uncertainty on the raw material market with increased prices and longer lead times persists and the effect will be that we have to make adjustments to the price list at the end of the year. We will come back at the beginning of November with the new price list. We have no shortages in our supply chain that we cannot handle and you should not worry about not receiving deliveries from us.

Last, a kind reminder - do not forget to hand in your segment sales report and business plan for 2022 to your KAM.

Best regards
Lars Alrutz

New product features

There are some new features for our product to be presented in



*Time-saving brackets
during an installation*

**Simple
&
clever**
with L-brackets

A small but clever product improvement is something we like. These four L-brackets, in different sizes, have been tested by our technicians and they find them very useful and smooth to work with. Using these new brackets save up to four minutes compared to the previous brackets used.

Description of the changes made:
The previous brackets with article no: 5384,5385,5386,5387 have been updated with 5,5 mm holes instead of one oblong hole. Instead, a self tapping screw can be used and saves time during the installation.

New articles

5384-010 L-bracket with a round hole 135 mm
5385-010 L-bracket with a round hole 50x50
5386-010 L-bracket with a round hole 50x100
5387-010 L-bracket with a round hole 50x150

Price

4,52 EUR
3.96 EUR
5,49 EUR
6,74 EUR



Get to know each segment responsible

We have created segment councils for each segment with a responsible KAM in charge of one or two segments. The purpose is to have an "expert" who gathers information and business intelligence. Each segment council meets three times each year.



Fredrik Rönqvist

Material handling

Fredrik is the responsible KAM for Material Handling and the segment council is up and running with active marketing, that shows good results. Fredrik is the "newcomer" in the team who feels like he has been with Fogmaker forever. With his natural confidence, competitive edge he never wants to miss out on an opportunity. Fredrik is a competent, skilled salesperson with a great understanding of the business. When Fredrik is around things never get dull. He is a helpful person and highly dedicated to his job and loves to travel.



Erik Blomgren

GSE

Erik is responsible for the segment Ground Support Equipment, where the work has been a bit slow due to the Covid situation. Yet, active marketing is ongoing. Erik's strength is his friendly and polite way. With his problem-solving mind, patience, and accuracy he is a seller who leaves a calm and reassuring impression. Erik does not leave you with a feeling of a competitive mind but we know that he has a dedicated mind and can beat us all when it comes to cross-country skiing where he had several successes.



Niklas Lovén

Motor sport

Niklas is the Sales Manager for Fogmaker Nordic and is experienced within motorsport with a background in racing professionally. This segment is small and the segment council has not yet started. Niklas focus is on creating new businesses on the Nordic market with his sales and service team. Niklas is highly dedicated his training and came on second place in body building Swedish championship.



Vacant

Forestry

We are currently hiring a new KAM. Meanwhile the responsibility for Forestry is vacant.



Johan Stark

Bus & Agriculture

Johan is responsible for the Bus and Agriculture segment. Both segment councils are active. Bus is the largest and most mature segment by far and we believe Agriculture is a promising and growing market. Johan has been with Fogmaker for 10 years and handles some of the larger Key Accounts. Johan's strength is his accuracy, his professional and relaxed way with customers. He is an easy-going guy who keeps his head cool in all situations. Johan is the person everyone can share a joke with and he is never late with a sarcastic fun reply.



Carl Zandler

Truck

Carl is responsible for the segment Truck and in the KAM-team he has been with Fogmaker the longest. The segment council for Truck has taken off and we see a large potential for the future with new demands for fire safety in trucks. Carl has a driven personality, excellent social skills, is polite, is very committed to his customers and is full of new ideas for improvements. Carl has a natural talent for languages and age is no excuse to learn a foreign language. In the last couple of years, he started studying both Spanish and Italian.



Mario Flores Dahlström

Mining

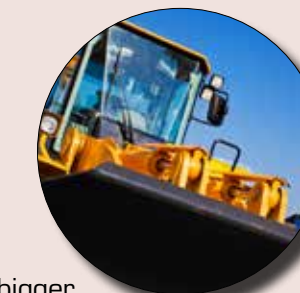
Mario is responsible for the Mining segment and the segment council just started. Mario is our Mexican-Swede with a former profession in computer science and he is fast on finding new business intelligence etc. He works focused and always presents himself with a friendly smile and has a natural relaxed manner.



Erik Rydström

Construction Equipment

Erik is responsible for the Construction Equipment segment. This is a large segment and the segment council is just in the beginning. Erik has a wide knowledge and experience. He adds extra valuable knowledge from his experience as a part-time fireman. Erik has a never-ending enthusiasm, works with accuracy and patience. His strength is his way of looking at the bigger picture with an analytic and dedicated mindset.



Electric vehicle

Electric vehicles is not a specific segment since EV can be found within several segments. During 2021 an active work has been ongoing with webinars, the production of market material etc. The work will continue. For questions regarding EV you are welcome to contact Sales and market manager, Lars Alrutz or Product owner, Gustav Stigsohn.



In the next edition of the Service Manual, a 5-year control of the piston accumulator (PA) valve interior will be implemented. The demand of this control is to check that the valve is clean inside and that the pistons can move freely. Estimated time for this control is 10-15 minutes.

During the 5-year service: (valid for all versions of the valve) All references to chapter number or page number – refers to the Fogmaker Service Manual, edition 3.0.

1. Empty the piston accumulator, according to section 2.2.3.1
2. Proceed with the standard 5-year service of the valve, according to section 2.2.3.6.
3. 5-year service of PA valve, SUPPLEMENT:
 - a. Close the valve on the detector bottle (see section 2.1.1, page 11)
 - b. Disassemble the detector tube from the PA valve – page 11.
 - c. Disassemble the PA valve protection plate – see page 48 and check that the valve is clean inside.
 - d. Check that both the high-pressure piston (see page 49) and low-pressure piston (see page 50) – easily moves, by pushing them back and forth a couple of times with an Allen key or similar tool. If any of the pistons are draggy/sluggish, a full 10-year service of the PA valve must be performed (see section 2.2.4.6)!

Extra service for the piston accumulator valve



Protective light plates

To protect the piston accumulator from external forces or other impacts (as our standard protective boxes do), Fogmaker now offers protective light plates. These are used in, for example, more demanding environments where there also needs to be airflow. These protective plates are also lighter in weight. The light plates are used for cylinders laying down.



Article no. 1371-2-900
Light Cover single PA
6.5L & 7.5L L=900 mm,
t=2 mm
112 EUR



Article no. 1371-2-1000
Light Cover single PA
11.5L (7.5L) L=1000mm,
t=2 mm
190 EUR

Harsh environments require a new bracket

Bracket 5373-20 is included as standard for all detector bottles and is a cost-effective and, in most cases, sufficiently durable solution. However, for machines and vehicles that run in harsh environments, e.g. with a lot of vibration we recommended that bracket 51081 should be used instead of 5373-20.

Article 51081 is vibration tested according to ISO 16750 and FM 5970 with approved results. The cost is higher but the bracket is also stronger, tested by a third party, and is very stable.

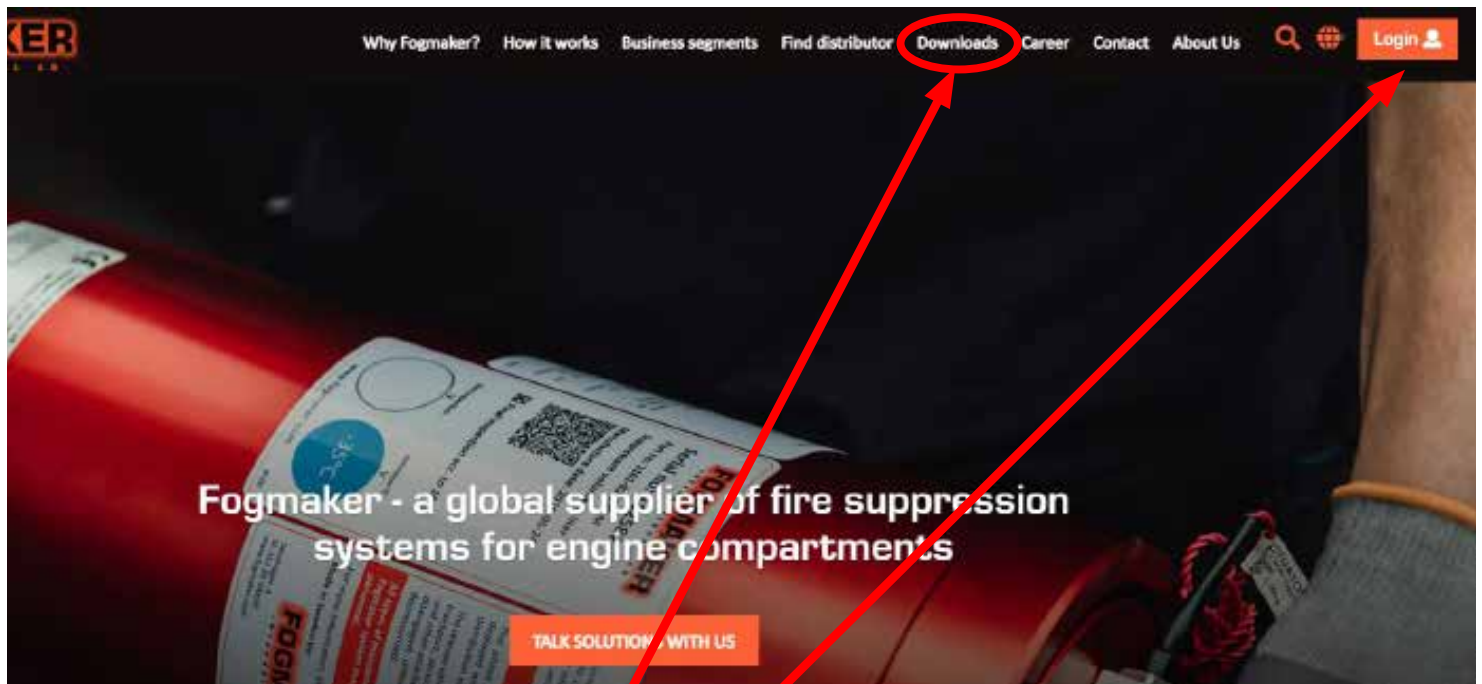
The serie-connected Mini Fogmaker FSS

We want to draw your attention to a new product - the serie-connected Mini Fire Suppression System.

For compartments between 0,8-1,6 cubic meter there are now a possibiliy to serie-connect two Mini Fogmaker Fire Suppression systems by connection two Mini FSS to a common detection tube. The system is limited to two nozzles and is suitable for closed compartments without too many barriers and high air flows.

If the system is intended to be used in a bus, the bus manufacturer is responsible to certify the system according to R107 and the rules for "specific engine compartments". Fogmaker can help with guidance and advice.





New manuals

Updated manuals can always be found under the Partner Portal or visit "Download" at the webpage (password required).

Our technical manuals and checklists need continuous update based on product changes we have made since last editions.

Now the Annual inspection, Service and Installation manuals are released in English in version 2.0, 3.0 and 2.0 respectively. They have new Safety chapter, Resetting chapter (Service), Tech data, Disposal and FAQ. New functions in the pdf are a side menu.



Update for technical service and installation manuals in **German, French, Spanish and Polish**.

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For questions please contact:
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