

October 2022

Fogmaker news

Technical and market related information for our partners

NOTE!
Interior 5-year
valve service

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**Congratulations
to Fogmaker
South Africa!**

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FOGMAKER
INTERNATIONAL AB



Thank you!

Thanks to all Fogmaker Partners who came, contributed and made the Partner Days to three fantastic days.

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

A successful year so far for Fogmaker

At this stage, we are 25% up from last year and we see no tendency for the market to slow down even though the risk is obvious. The new situation with higher interest rates and still huge inflation will probably affect on the coming year. We can feel that the raw material market is calmer but the electricity prices in Europe are skyrocketing and for all kinds of manufacturing processes you need energy so it impacts everything. We hope that we will have a less turbulent 2023 but it is not certain and there will be price changes also for the year shift.

Improvements

The installation database that has been discussed for almost three years is now in testing mode for the second time. Everybody knows that the idea of sharing and having a good possibility of joint documentation for installations is extremely time and cost-saving. The reason for the delay is that we don't want to release something that is not user-friendly and fast to administrate. We think the current solution looks much better as we can now work offline in the field and later on upload the documentation. More info to come.

Gaining ground

We have continued to make success in the mining field and we will soon participate in the Bauma exhibition in Munich. We can also see that the Airport business is getting back and we just recently were at GSE Expo in Paris. This segment has matured for our product and we now see that more and more airport operators

ask for our solutions. We also know that the new regulation for Trucks carrying flammable liquids, explosives, and other dangerous materials is now decided to start in 2025 and be finalized in 2029. This will be a huge possibility for all of us and we are working hard on good solutions for trucks right now.

Partner development

During the year we have introduced several new Partners and we work harder together with the existing ones to try to help them to access new markets. We also see a growing after-market potential and we run an internal project to have better guidelines for the future on how to handle it. You can practically say that after Covid Fogmaker is everywhere trying to catch up for lost time and important meetings.

It is a pleasure working with you all! Keep up the good work!

Lars Alrutz



” *We take this step by step and I will start by working with our European Partners.*

New position as Partner Business Developer

Lars Alruz, Sales and market manager, why do you launch this change where Fogmaker International adds a Partner Business developer to our team?

Around 60% of the Fogmaker Business is generated through the Partner network and our goal is to increase this business in the coming years. Partners around the world is a good way to make sure the Fogmaker Business has a strong local footprint in sales, with installations, fast and reliable service.



Our analysis shows that we still have work to do, for example the flow of good practice must be strengthened between Partners. Several Partners would benefit from developing sales strategies to target more segments.

Niklas Loven, newly appointed Partner Business development manager, you succeeded as head of our internal Partner, Fogmaker Nordic, to increase the revenue by 30% in two years despite the pandemic, what is your goal on this new position?

Together with each Partner, I will start by understanding their market and find out which segments that are unexplored. Together we will create an achievable business plan tailored for the Partner to increase the business with value for the Partner, Fogmaker International and the customer.

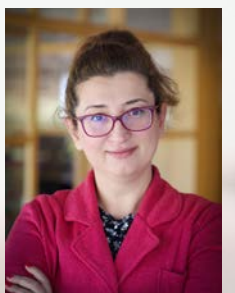
We already have strong and independent Partners, what is it that you can add and contribute with?

As I said, I will help our Partners see and reach new business possibilities. There is a large market potential out there. My work will also be to facilitate the interaction between Partners and Fogmaker International. I will work closely together with Dilek Tanyildiz and respective Partner within our Partner management processes to secure that the Fogmaker business has a high standard everywhere we are represented and all requirements that we have on our shared processes are fulfilled

I want to add that we take this step by step and I will start by working with our European Partners. And I am looking forward to go out there and meet Partners on their market.

Dilek Tanyildiz, we just changed your title to Partner quality manager, why is that?

It better describes what I do, work with the whole Fogmaker business to have a high, unified quality standard that will benefit all parties. To find improvement opportunities, to create a path to improve ourselves (Fogmaker International and all Partners). And finally to follow up on agreed goals.



” *Sustainability is here to stay,
or we may not be.*

Niall FitzGerald

Sustainability at Fogmaker

An important part for all businesses to take seriously is the word, that you see everywhere today – **sustainability**. Yet, what does it mean to work with sustainability? Sustainability means meeting our own needs without compromising the ability of future generations to meet their own needs (McGill University). In short it is to look at the big picture and work with; **economy, environment and social welfare**. Fogmaker is now working to decrease its environment impact - both in our general local environment and the specific impact from our product, by adapting the life cycle perspective.

This is how Fogmaker do it

- Analyzes environmental impact in our product development and during all stages of the product cycle, from the first drawing, throughout the product lifetime, and until it is recycled
- Strives to phase out the use of potentially harmful substances and material where possible and to ensure safe handling through-out the value chain
- Works with circularity and improved material efficiency through reuse and increased recycling of materials during service
- Electrical consumption is 100% renewable energy from wood biofuel
- Complies with all external laws and regulations The Environmentally friendly suppression liquid "Eco 1" is being tested for various product standards as we speak.
- We are also working on a general product Life cycle analysis together with an external consultant. This makes sure that we see the total CO2 impact for the product to our production and transportation from supplier to recycling.





Fogmaker Partner Days 2022

We want to say thank you to all major partners who joined us for Fogmaker Partner Days in June. It has been over three years since we last got together for this event. This year we introduced three partner achievements and we are proud to present the partners receiving the award in these categories.

We have done our best to keep a good contact with the Partner network during the pandemic with webinars and more frequent digital meetings, yet nothing can be compared to meet in real life. We invited the major partners for the Partner Days and 50 people from 23 countries travelled from near and far to spend three days with us. We were delighted to have you here.

Presentations and video

If you want to take part of the material from the Partner Days you can find them at the Partner Portal - Partner Days 2022.

Congratulations!

Partner of the Year achievement Fogmaker South Africa



We would like to let you know that we notice and appreciate your excellence in the way you manage your market. Your progress on creating a difference and care of how to get it better.

Shooting star of the year J&J, Hungary



We would like to let you know that we notice and appreciate your excellence in the way you broadened your market and care of how to improve it.

Honorary partner of the year. Ofira, Italy



We would like to let you know that we know and appreciate your excellence in the way you work with your market and care of how to improve it.



*Time-saving during
an installation*

FOGMAKER

E.A P.A D.B STROBE SIREN

Article
1743-020
Price
326,20 EUR

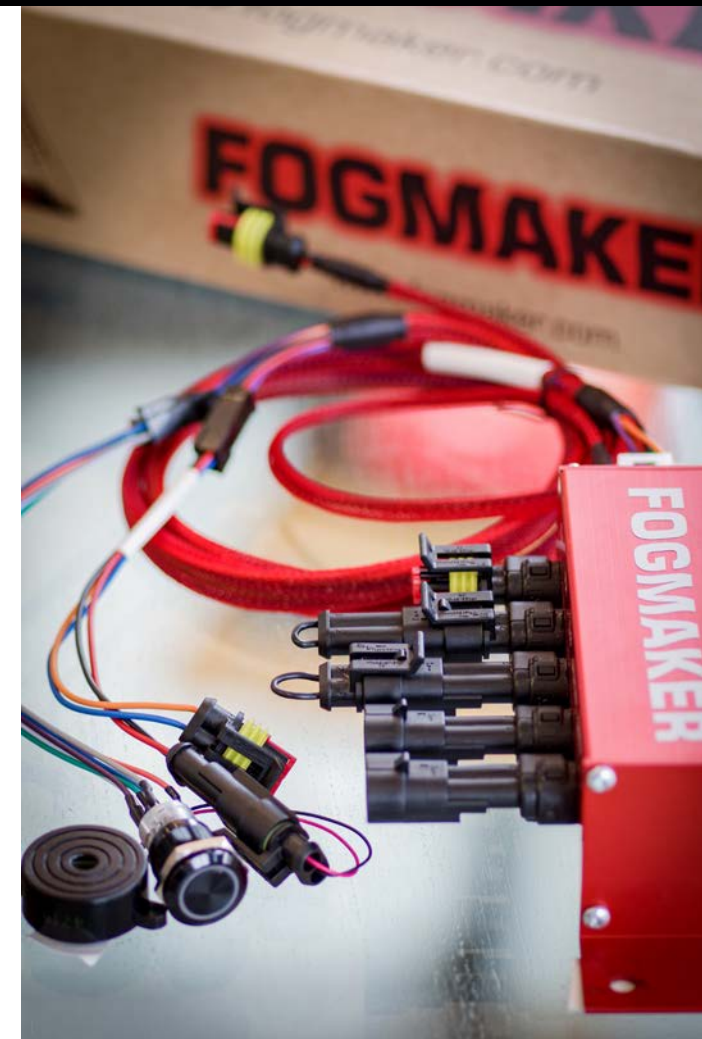
This is Fogmaker's Plug and Play box

Excellent help during retrofits

The Plug and play box is developed by Fogmaker and we are very content with the outcome. The purpose of the box is to make installation easier and save time. The box is especially useful for those of you doing retrofits.

One hour of time saving

We have calculated about one hour time-saving during an installation. Further, the risk of incorrect connections is reduced which increases the overall quality of installations.



The valued meeting place

Spring and the beginning of the summer was a hectic time with several exhibitions and we still have four international fairs to look forward to this fall. Exhibitions are still the most important place to market Fogmaker and make new contacts. A kind reminder to you as a Partner is to plan ahead if you need our support regarding your exhibitions.

Fogmaker can support partners at certain exhibitions, but this must first be agreed with your KAM or Fogmaker's Market and Sales manager. Certified Partner by Fogmaker who gives 50% of the surface to promote Fogmaker will contribute half the cost, yet to a maximum of 2.000 EUR. We support with financial and graphic support for exhibitions. However, our requirement is that you participate when Fogmaker Int. participates at fairs in your home market. At these events, we cover your hotel costs if you work in the booth.

If you need help with graphic production from us the following questions should be answered:

- What do you need help with/what is the purpose?
- When do you need the material?
- Please note that your request must be submitted at least two months before the fair. How should the material be used? Clearly describe the exact dimensions for, e.g., stand walls, roll-ups etc. Also, indicate if you have other specific requests.



Upcoming exhibitions

- GSE Expo **completed**
- IAA Transportation, **completed**
- Persontrafik, 25-27 Oct, Stockholm
- Bauma, 20-25 Oct, Hannover



New signs and labels for user information

Currently we have a variety of yellow labels and red aluminium signs for dashboard/cabin door and/or close to manual actuators. We will now change the signs which may affect the material, print and part numbers. A pictogram version will also be available to replace text signs.

Already replaced part numbers:

8221, 8221-010, 8221-015, 8221-023, 8300, 8300-009, 8300-010, 8302, 8302-015, 8302-023 och 8304 replaced with pictogram 8224.

At the moment we have to keep sign 8221-01 in kit 1310 "2.5 m actuation wire incl. security stop and clamps", because 1310 activates the system by pulling a wire. In this case 8224 will be misleading information.

See below for all affected and new part numbers:

Signs for AUTOMATIC Fogmaker system: (80x50mm)

- NEW: 83061 Pictogram
- 8306 – updated (replaces 8422)
- NEW: 8306-002 - (replaces 8307/8430)
- NEW 8306-003 - (replaces 8308 / 8430-01)
- 8306-010 - updated (replaces 8422-010)
- NEW 8306-005 - (replaces 8430-005)
- NEW 8306-006 - (replaces 8430-06)
- NEW 8306-007 - (replaces 8430-007)
- NEW 8306-009 - (replaces 8422-009)
- NEW 8306-011 - (replaces 8430-011)
- NEW 8306-020 - (replaces 8430-020)
- Deactivated: (8307-023 / 8430-023 & 8422-08)

Signs for MECHANICAL / ELECTRICAL Fogmaker system (80x50mm):

- NEW: 83062 Pictogram Mech/Elec
- 8301 – updated (replaces 8428)
- NEW 8301-002 - (replaces 8303/8429)
- NEW 8301-003 - (replaces 8305 / 8429-03)
- NEW 8301-007 - (replaces 8424)
- NEW 8301-009 - (replaces 8428-009)
- 8301-010 - updated (replaces old design)
- Deactivated: 8303-015

In addition to the above – Larger driver info decals (100x100mm):

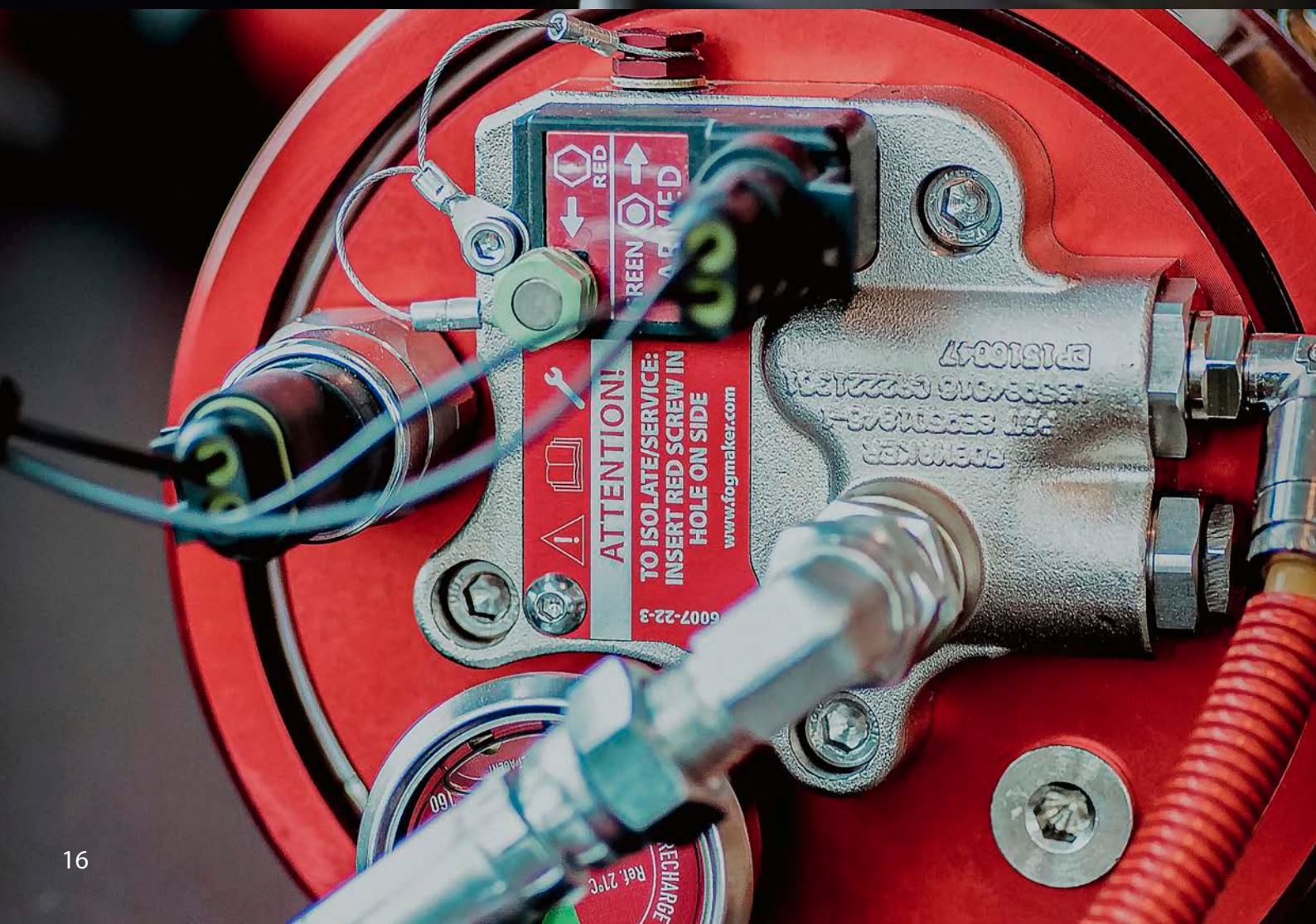
— Driver info, AUTO

- 8421 - updated
- NEW 8421-002 - (replaces 8432)
- 8421-009 - updated
- NEW 8421-004 - (replaces 8433)
- Deactivated: 8432-023



Additional 5-year valve service

You will also find this information more detailed on page 40, in the Service manual, version 3.2.



The want to highlight the additional interior 5-year valve service needed and how this is performed.

The demand of this control is to check that the valve is clean inside, and that the pistons can move freely.

Proceed as follows:

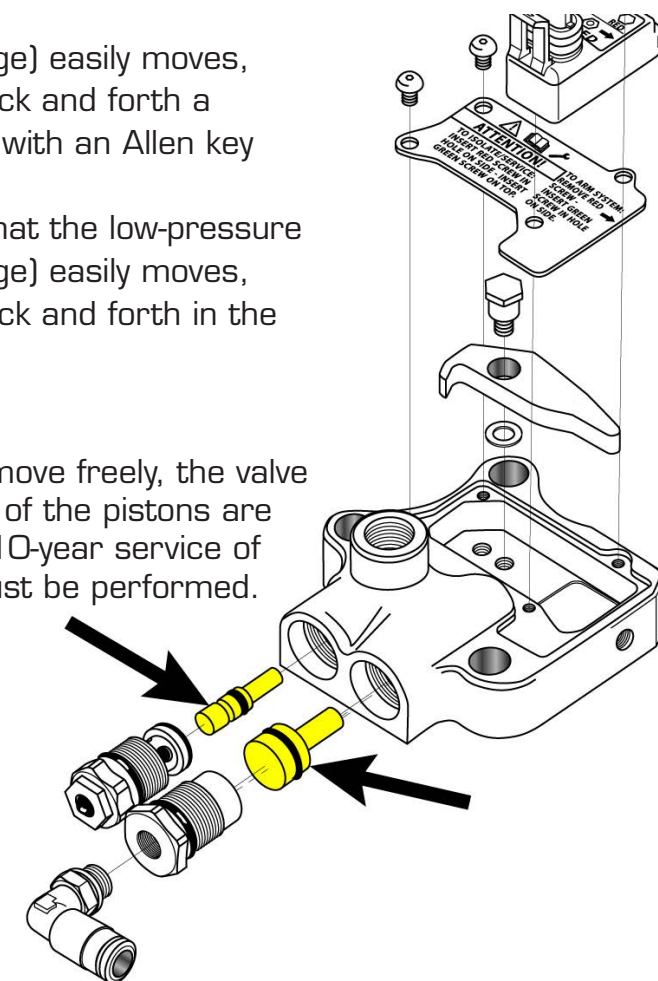
1. Empty suppression liquid from the piston accumulator.
2. Close the valve on the detector bottle.
3. Disconnect the detector tube from the release valve.
4. Disassemble the PA valve protection plate and check that the valve is clean inside.
5. Check that the high-pressure

piston (see image) easily moves, by pushing it back and forth a couple of times with an Allen key or similar tool.

6. Check also that the low-pressure piston (see image) easily moves, by pushing it back and forth in the same manner.

NOTICE

If both pistons move freely, the valve is ok. But if any of the pistons are sluggish, a full 10-year service of the PA valve must be performed.



New Installation manual for OEMs

More concentrated information for vehicle manufacturers regarding installation of Fogmaker Fire Suppression System. Note, the governing document is still 8010-002 Installation manual. Implemented in March 28th 2022 - see the Partner portal.

Product improvement from Partner Deusatel

Our customer identified a risk of causing entrapment or pinching injuries due to an excess length on clamps 5104. A new clamps has now been produced.

Old clamp 70-90 mm
New clamp 60-80 mm



Part no:
5104

Team Sweden

Turkish-Swedish Mining for Generations 2022



Mining event in Turkey

Fogmaker participated in May during the event Mining for Generations, together with the Partner Defender, in Ankara. The purpose for this event was to focus on the future development of the mining industry in Turkey. We presented our solution for the mining industry.

Part no:
1318-06-M

R118 approved Electric actuator

The cable on the electric actuator has been shortened by 10 cm to be approved according to R118. The actuator with the longer cable is still in the assortment with the same product number.



Self-tapping screw for easier installations

A small article is now available which is a self-tapping M8 screw, 20 mm, for easier installations. Attach in machine that already has existing holes.

Part no:
5245

