

October 2023

Fogmaker News

Technical and market-related information for our partners

Save the Date for Partner Days

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FOGMAKER

INTERNATIONAL AB

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Lars Alrutz, CEO
Fogmaker International AB.

A word from the CEO

Dear Partners,

Fall means budgeting and setting goals for next year.

So far this year, we have had a growth of 25% and it looks promising for the remaining months, but the economy is slowing down in Europe. Next year will be more of a challenge for the sales organization as we need to take market shares in a larger extent than has been needed in 2023. The bus market seems to forecast a good 2024, but for machinery the higher interest rates are cooling down the economy.

You as a Partner work as Fogmaker's frontline on the market and have an important role to play when it comes to gaining market shares. We have recently employed two new KAMs and that means the whole organization will offer you more attention as we have more resources. At the same time we have also strengthened the Inside Sales function as well as Market Support. We welcome our new colleagues and feel certain they will increase our level of support towards you as a Partner. All these investments are intended to increase the market and be well prepared for continuous rapid growth into all 8 focus segments.

Our goal for 2024 is to grow with 10-15%, so back to more normal figures compared to the ups and downs experienced the last years due to the pandemic.

Sustainability is becoming one of the most important factors for the future. Fogmaker contributes to this by introducing Eco 1 as the coming standard for all segments. We will also release a new target for CO2-reduction for the whole lifecycle of our product during 2024.

BusWorld is coming up and we will be present as usual, trying to connect with our major customers globally. All Partners are of course more than welcome to spend some time with us at the show. After that we have Stuva for Tunneling in Munich and Agritechnica in Hannover coming up before the year ends. We have high hopes for the Agricultural business as a lot of countries in Europe now get more demands from the insurance companies to install FSS on expensive equipment. We have for example established two new dealers in Latvia as they have introduced demands for FSS in Forestry, Agriculture, and Construction Equipment the last year.

I hope to see you at the shows and we will also plan webinars for autumn, so we share as much information as possible that is useful for you when handling the markets. We are also planning Partner Days in 2024 and hope to see as many as possible of you at this event. We are just starting this project and hope to increase the level of interaction with our Partners as well as the professional approach to our business. We can all contribute to the discussions. Feel free to wish for speaking points and communicate those ideas directly to me.

Regarding pricing for 2024, we have seen a stabilizing market regarding raw materials and the inflation is now down to 5%. We are not planning further general increases, but it is still an uncertain market that is difficult to predict for a longer time frame. We will present a new price-list and it will be both ups and downs. As an average, the prices will remain similar to those in 2023.

Best regards
Lars Alrutz

Save the Date for Fogmaker's Partner Days!

Circle the last week of May 2024 in your calendar - we hope to see our partners here in Växjö, Sweden! Details are still being finalized, but you can look forward to an exiting program.

Preliminary dates are arrival Monday, May 27 with a get-together in the evening, and the conference ending on Thursday, May 30. Fogmaker will cover expenses for hotel and activities for these days, and partners will be responsible for making their way to Sweden.

Meet new and old friends here at Fogmaker, exchange ideas, and get the latest updates on everything from technology to marketing.

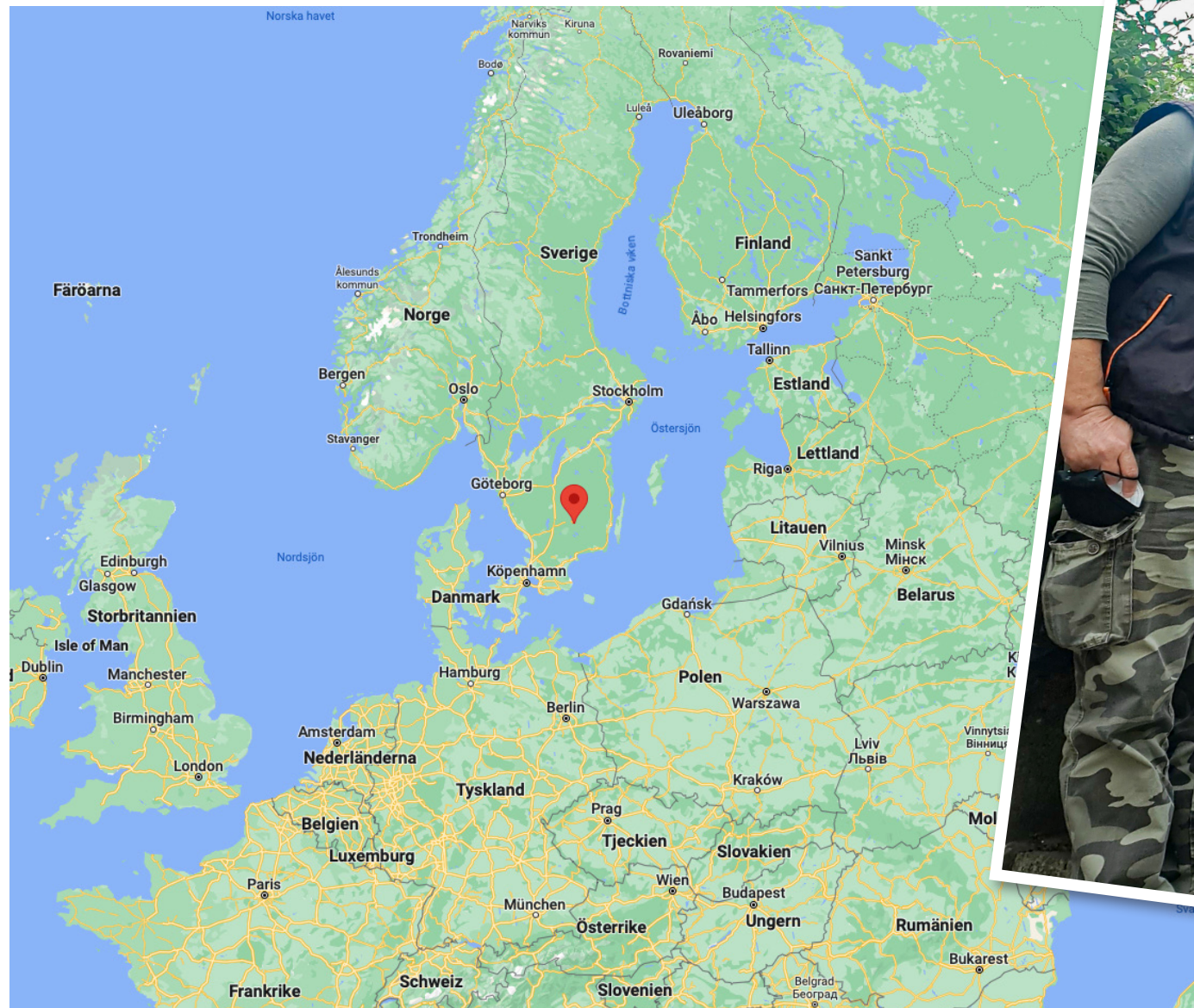


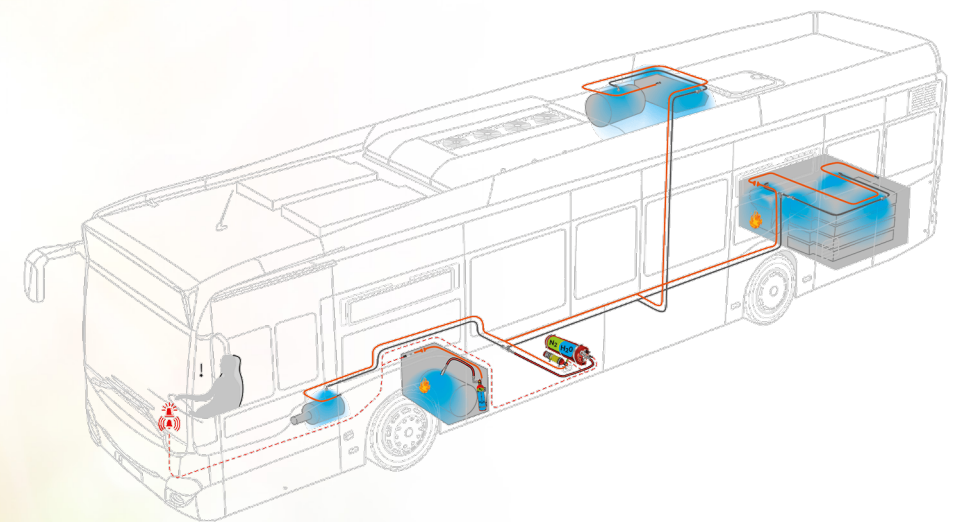
Photo from the 2022 Partner Days

Eco 1 is R107 approved

Before summer, we were pleased to announce that systems with the new and 100% PFAS-free fluid, Eco 1, had been approved for SBF 127 - with the same volumes as the original fluid. Since then, we have also passed the tests for R107, which means the new fluid and systems are approved for installation in buses.

The systems will be introduced to bus manufacturers at Busworld in Brussels in October, and we plan to start the first installations in 2024. This is a major transition that will take time. There will be webinars that will explain the differences between the new and old systems and what to think about - there are different nozzles and considerations.

Partners affected by SBF 127:17 - Sweden and Finland - have been invited to an information webinar in October. After that, educational webinars will commence. If you haven't been invited but think you need to attend, please contact us at training@fogmaker.com.



You can find brochures pertaining to Eco 1 in the Marketing Portal. There is one in A5 format pertaining to Eco 1 and R107, and a trifold about Eco 1 and SBF 127. The former is thus far only available in English and the latter in English, Swedish, and Finnish.



Updated Technical Manuals

The technical service and installation manuals in Swedish and English (part numbers 8010, 8011, and 8043) have been updated with information relating to the new SBF 127:17.

Fogmaker has passed fire suppression tests according to SBF127:17 with Eco1, the new and 100% PFAS-Free liquid. After December 31, 2023, SBF 127:17 will be the only approved standard as the old SBF 127:16 will be invalid.

The updated manuals include, for instance, information on how to install the new flat nozzle, and how to handle the Eco1 suppression liquid separately when refilling a cylinder.

For now, the manuals are only updated in Swedish and English since the SBF-standard pertains to Sweden and Finland, but translations to more languages will be made available as other types of installations switch to Eco1.

As always, manuals and checklists are available to download through the Partner Portal or webpage with password. We must have a signed NDA for access.

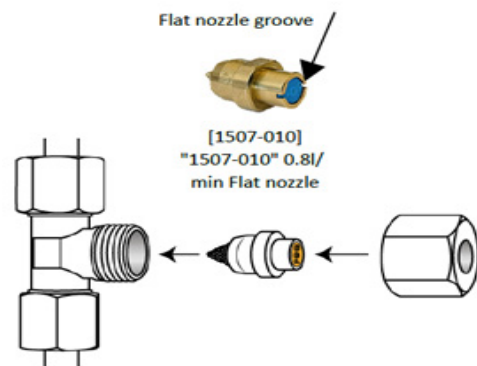


Figure 22. Nozzle replacement

Example of the new service information

NOTICE

Check the rotation of the flat nozzle groove when mounted in the fitting, the flat nozzle must be re-mounted with the groove in the same position, use tool 1828.

NOTICE

Use a separate pump for Eco 1 Suppression liquid!

Suppression liquid

Only for suppression liquid

NOTICE

Use a separate tool for Eco 1 suppression liquid!

Example of the new installation information

Installation certificate

Reference

Customer, location & date

Vehicle/machine type and chassis number

Position of piston accumulator/detector bottle

Suppression liquid, type:

Standard and/or specification:

Approved working pressure, piston accumulator: Minimum 75 bar/Maxi

Temp. range piston accumulator/detector bottle Min. -30°C / max. +65°C

Section in Installation manual: OK N

2.2.1. Piston accumulator

NOTICE

As of January 1st 2024, only Fogmaker's Eco 1 Suppression liquid may be used in SBF127-approved installations.

Use a minimum of 3 litres of suppression liquid per cubic metre.

NOTICE

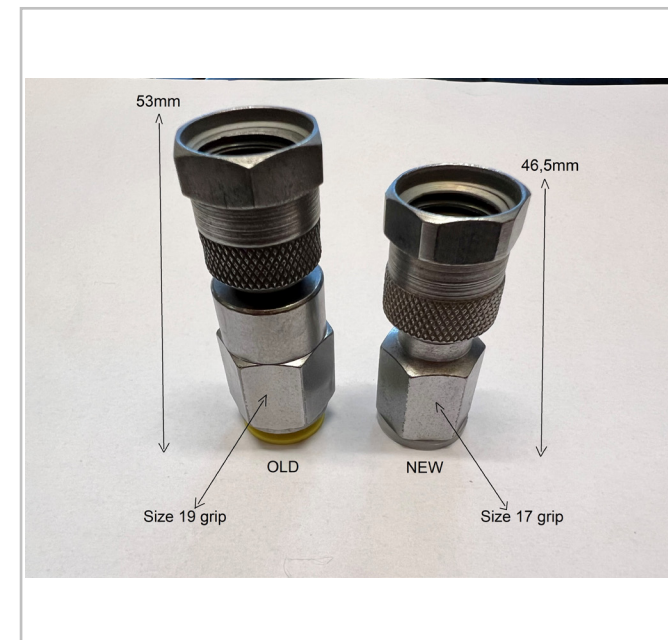
According to SBF127 - Wood crushers, chippers and trucks (plus other machines and vehicles classed as Safety class II according to the standard) intended for processing fire hazardous materials require 6 litres of suppression liquid per m³ of protected volume.

Technical Notes

New Look for parts 4305 and 4325-012

Due to a change of supplier, the bulk head connector for hydraulic hose (4305) and flush connector 4325-012 have a new look. The change does not affect the function.

4325-012 Flush connector M16x2 to 1/4"



4305 Bulk head connector Hydraulic hose 1/4 uxfuf



Reminder: Liquid for the Detector Bottles

Many order small bottles of detector bottle liquid - 150 or 250 ml. There are larger bottles available - 1 liter or 5 liters. The label opens up and contains information in 25 languages, sorted alphabetically.



Fall and Winter Trade Shows

Trade Shows are important for showing the Fogmaker brand and meeting both old and new customers. If you plan to participate in one and would like our support, contact your Key Account Manager.

In August, Fogmaker Nordic visited Mitta Skogstransport (Wood Transportation) together with our partner, ScanBalt Crane. The live demonstrations were popular.



In September, Key Account Manager Johan Stark visited Morocco and TOC Africa together with partner Jobson Morocco.



In October, Key Account Managers Fredrik Rönqvist and Mario Flores will travel to Panama to attend TOC Americas together with Gestión Cuatro SpA.

We will also attend:

- Busworld in Brussels, October 7-12
- STUVA in Munich, November 8-9
- Agritechnica in Hannover, November 12-18

Busworld will have an emphasis on Eco 1 and the R107 certification.

For 2024, we are planning to attend IAA (transportation), IFAT (waste management), Minexpo (mining), and TOC Europe (material handling).

Don't hesitate to reach out to us to discuss if you want someone from Fogmaker International to join you at a show, or if you need assistance with brochures, translations, images for stands, or design of a roll-up or similar. The photos on this page are mock-ups of Fogmaker's booths at Agritechnica and Busworld.

Work on new videos for introducing Fogmaker International and the various business segments has commenced. The first segment video is scheduled to be ready in time for Agritechnica in November.



New Faces in the Marketing Department

Niklas Björnvik - KAM

Many of you know Niklas from his time in System Design and Support and he brings valuable knowledge to his new role as Key Account Manager. Niklas currently covers for Carl Zandler who is on parental leave, and he will handle the Airport GSE Segment.



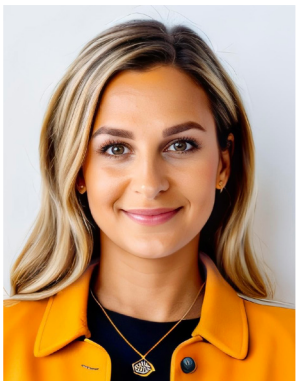
Marco Augusto - KAM

Marco Augusto is new at Fogmaker and will be working together with Mario Flores. Marco has more than 15 years of experience with business development and project management. He speaks Spanish and will be focusing on Spain, Portugal, and South America.



Blanka Nagy - International Market Support

Blanka comes from the pre-assembly department. She has a multicultural background and international work experience within fields of customer service. She is passionate about working and meeting new people, and loves traveling and learning about new countries, traditions, and cultures.



Johan Hessbo - International Market Support

Johan joins the Market Support group from the Logistics Department and brings extensive and useful experience from logistics and planning.



New Customer Brochures

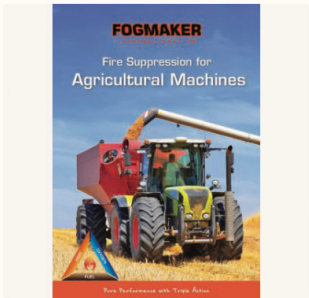
Updated brochures are available for each segment and can be downloaded from the website or the marketing portal. The new brochures are in A5 format - that is, half an A4 stapled in the back. Besides the business segments, you will also find an EV brochure and one about Eco 1 and the R107 certification.

These are not the same as the segment brochures for partners, also to be found in the marketing portal. The segment brochures are intended for internal use only and contains information that may be helpful when approaching a new business segment. These are not all finished yet, but will be done in time for the Partner Days next year.

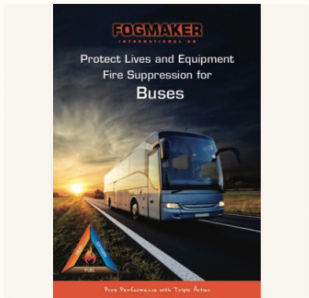
Naturally, print-ready files can be provided for customer brochures. For best possible result, it is important to request a print-ready file - they contain information for the printer that isn't in the files intended for online viewing. The brochures can be translated to fit your specific market.

Also important to note is, the brochures are labeled with Fogmaker International's logo and are a part of our company and brand. **You are not allowed to make changes to them.** If you feel that something needs to be changed to fit your market, contact us first to discuss and we'll work something out.

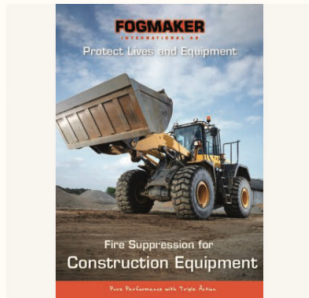
BROCHURES



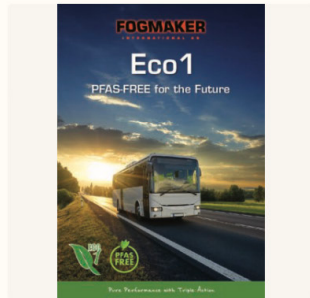
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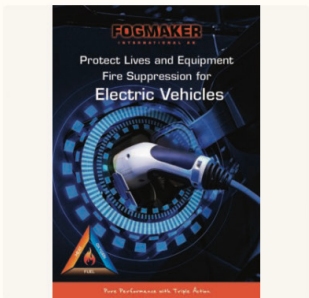
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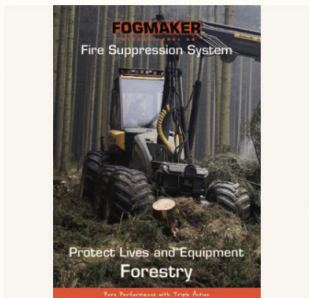
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ECO 1 AND R107
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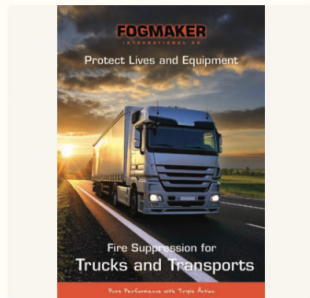
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