

LANDMECOS NEW AGENTS - IN EXISTING MARKETS - FELLESKJØPET IN NORWAY AND GLOBOGAL IN SWITZERLAND

LANDMECO has been on the Norwegian market for many years, but we are very proud to inform that in 2006 Felleskjøpet chose to have all LANDMECO products in their assortment.

Felleskjøpet are very big in the Norwegian market, for example they have 5 salesmen which are appointed to specialize in poultry.

Therefore we are very glad about the confidence they have shown LANDMECO's products, by taking in the full assortment, instead of using other suppliers.

The co-operation between Felleskjøpet and LANDMECO was made public at the Agroteknik Exhibition in November 2006.



Felleskjøpets stand at the AGROTEKNIK Exhibition in Norway, November 2006

LANDMECOS NEW AGENTS - IN NEW MARKETS... - ABASAGE SYSTEMS IN ENGLAND AND AGRENER INDUSTRIAL IN SPAIN

LANDMECO also entered two new markets in 2006, England and Spain.

ABASAGE
SYSTEMS
We bring air to life



Abasage's stand, May 2006

In England LANDMECO has been represented by Abasage Systems since the beginning of 2006.

The co-operation was made public at the Pig & Poultry exhibition in May.

Abasage Systems started up focusing on equipment for broilers, but has since then expanded their assortment to include equipment for egg production as well, and the market in England for 2007 looks very promising.

AGRENER INDUSTRIAL S.L.
C/l Marat. 1 - 08052 Pol/Reg Barcelona (Spain)
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In Spain LANDMECO is now represented by Agrener Industrial.

The co-operation started in the fall 2006 and was made public at the Expo in Barcelona in October. The co-operation concerns equipment for broilers.



Agrener stand, October 2006

After a number of years without an agent in Switzerland, where LANDMECO successfully sold equipment for both broilers and layers, we have started co-operating with the agent Globogal AG in Lenzburg.

The contact was established at the Suisse Tier Exhibition in October 2005, and we must say, that the future co-operation looks very promising, as we are working on several new projects at the moment.

Globogal®
Massgeschneiderte Tierhaltung

CALORI-AIR SHOWS THE BIGGEST INCREASES IN SALES IN 2006 - IN SCANDINAVIA, GERMANY, AUSTRIA, HOLLAND AND SWITZERLAND

In 2005 and 2006 LANDMECO experienced a huge sales boom in Calori-air; a development that we are sure will continue in 2007.

The high increases in sales can be explained by the increased focus on and awareness of alternative energy sources, and thereby water-driven heating systems.

The focus on alternative energy sources is due to the bigger and bigger need for efficiency and rationalization, in order to maintain a reasonable contribution margin as a farmer.

LANDMECO is market leader in Northern Europe and has great expectation to future sales of Calori-air.



Calori-air

INCREASING SALES IN AVIARY SYSTEMS - AVIARY SOLD IN FINLAND FOR THE FIRST TIME

In December 2006 there was an open house event in Finland, on an aviary project with 22.000 layers.

It was a very exiting day for Juha-Pekka Toukola, LANDMECO's agent in Finland, since this is the first LANDMECO aviary system ever sold in Finland.

The event was a big success, with lots of visitors and positive feedback from several potential customers. LANDMECO and Juha-Pekka Toukola are already having a positive dialog with those customers regarding future aviary projects.



Open house in Finland, December 2006



Open house in Switzerland, December 2006

In December 2006, there was also an open house event in Switzerland. As in Finland, this was also an aviary project.

It was for 12.000 layers, which is rather big in Switzerland - was there, all showing great interest in the project.

All the professional people in the industry - from the western part of Switzerland - was there, all showing great interest in the project.

Due to the event, we are now working on several new projects together with Globogal, the LANDMECO agent.



NEWS

DENMARK: REMEMBER THE AGROMEK EXHIBITION

Don't forget the big Agromek exhibition in Herning, Denmark, which will be held from the 16. to the 20. of January 2007.

Last year, the exhibition had more than 66.000 visitors. You will find LANDMECO in hall D booth 3214.



FIRST TIME: THE NEW NEST HAS BEEN SOLD TO BROILER BREEDERS

In May 2006 LANDMECO installed the new Roll-Away nest for broiler breeders for the first time. The customer has a lot of experience with nests from other suppliers, since he uses nests from

different suppliers at the moment.

We are proud to say, that according to our customer, the new LANDMECO Roll-Away nest shows considerably better results than our

competitors, when it comes to the number of broken eggs, clean eggs and the hatchability. All in all the project has turned out very positively after the first 6 months, and the customer is very satisfied.

VICTORSSON CAGES - A BIG SALES SUCCESS IN DENMARK

LANDMECO has been representing Victorsson Cages in Denmark for about two years.

the app. total 2 million layers in cages on the danish market, and this is just the beginning.

During those two years we have established a lot of experience, and also gained a reasonable share of the market. By now we have sold equipment for about 200.000 of

We expect a large growth in sales in the following years towards 2012, where all new requirements and restrictions to cages must be fulfilled.



LANDMECO SPONSORS EUROPEAN CHAMPIONS - IN TOP FUEL DRAG RACING

LANDMECO sponsors the top fuel drag racing team Andersen Racing. And they actually won the European championship!

The car is driven by a Swedish chicken farmer, Håkon Nilsson, who also happens to be a LANDMECO customer.

And believe it or not, but there are several top fuel drivers in Europe, who are actually chicken farmers.

The races in the European tour takes place in Sweden, Norway, Finland and England, and as LANDMECO is represented in all these countries, we had VIP hospitality for agents and customers at all the races.

We hope that all those agents and customers who participated had a really good time. For those who didn't make it this year - don't worry, you get the opportunity once again in the 2007 season.



photo: Stefan Boman



NEWS

NO. 4 JANUARY 2007



The new building

Read also about...

- LANDMECO's new agents in - Norway, England, Spain and Switzerland
- Calori-air, big sales increases - Scandinavia, Germany...
- Increasing sales in Aviary - In Finland for the first time
- Victorsson Cages - A big success in Denmark
- NB: The Agromek Exhibition
- The new nest: Sold to broiler breeders for the first time
- LANDMECO sponsors European champions in top fuel drag racing

LANDMECO EXTENDS THE FACILITIES - TO COMPLY WITH THE INCREASED GROWTH

Within a few weeks, LANDMECO will be ready to start using the new building.

A part of the new building will be used as a store room, to optimize LANDMECO's stock.

Hopefully, a larger stock will also make it possible for LANDMECO to offer the customers shorter delivery times.

The building is app. 1850 m² and will be used for both production, store room and exhibition area.

The increased production area will make it possible to buy new machinery, which will make the production more effective.

E.g. LANDMECO has all ready bought a new press brake and a new fully automatic punching line, which is expected to be installed and ready for production in May 2007.

There will also be an exhibition area in the new building, where you will be able to take a closer look at all LANDMECO's products, and see how it works.

