

This solution makes possible:

- More efficient production and logistics
– Reduced costs
- Fewer express deliveries and thereby shorter driving distances *)
- Reduced car traffic thus improving the environment
- Better customer service
- Less administration

Thomas Ruuth, Logistics Manager, Lantmännen

"We have now created the conditions to allow us to optimise the entire feed process. The entire chain from the customer, driver, transport management, factory and accounting department is integrated in a very cost-effective logistics solution based on FältCom's technology."

**) 1% shorter driving distance equals EURO 130,000 less in transport costs per year for*

Lantmännen (The Swedish Farmers Corporation) makes feed production more efficient using technology from FältCom

Lantmännen introduced a completely integrated logistic solution between drivers, transport management, factories and its accounting department during 2005. Lantmännen is now taking the next step, implementing the project Silo-OnLine, which is also based on technology from FältCom.

Advantages

More efficient production and transports, less administration and improved customer service are some of the advantages with the new system. Shorter driving routes also result in reduced air pollution and, in the long-term, a healthier environment.

This is how it works

An ultrasonic sensor is installed in the customer's feed silo, connected to a FältCom MIIPS® terminal. Silo level data is sent regularly to Lantmännen's production system over a GPRS/EDGE network. The data is sent encrypted and the connections are monitored continually from FältCom's Device Management system.

Lantmännen does not keep feed in stock, all feed are produced based on customer orders. Late orders often result in production problems and high costs for the factory and transports to customers.

The new system means customers don't have to check their silos and order feed



Ultrasonic sensors measure the feed level in the silos and the information are sent regularly to the production system using FältCom MIIPS® terminals.

manually since Lantmännen's production system knows exactly how much feed there are in each connected silo. This makes possible optimal planning of both manufacturing and distribution and also simplifies necessary maintenance production stops in factories.

This communication solution has been developed in close cooperation between Lantmännen and FältCom.

CASE STUDY

FältCom MIIPS®



FältCom Enterprise Solutions

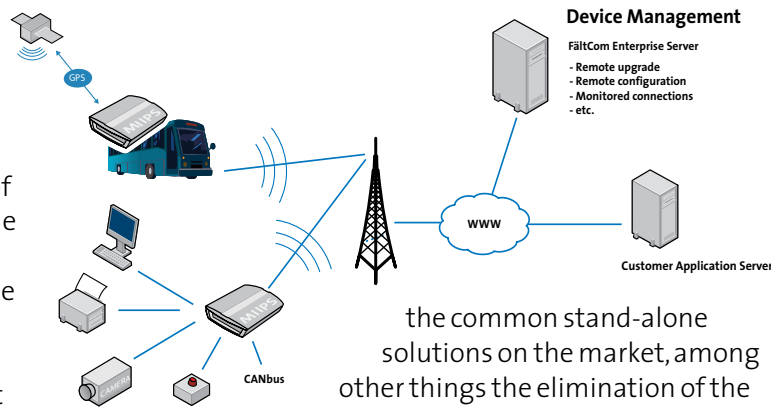
FältCom Enterprise Solutions are well-proven and used globally for transmitting business sensitive and mission-critical data. Comprehensive remote management and monitoring are promoted by FältCom's Device Management system and the smart FältCom MIIPS® terminals allows for local intelligence in mobile units and at remote sites.

FältCom Enterprise Solutions have many areas of use, including secure mobile LANs, Internet access and positioning of vehicles and other mobile units. The customer can achieve wireless Machine to Machine (M2M) communication in a very secure and cost-efficient manner. Monitoring, reading and control of equipment can be conducted in real-time.

The FältCom Enterprise Solutions are based on:

- Robust, industrial-grade FältCom MIIPS® terminals providing a cost-effective, secure and flexible IP access for equipment in mobile units and at remote sites
- A Device Management server, FältCom Enterprise Server, used for remote monitoring, configuration and software update of the FältCom MIIPS® terminals

The Device Management server, FältCom Enterprise Server, allows for comprehensive remote management and monitoring. This offer many advantages compared to



the common stand-alone solutions on the market, among other things the elimination of the need for on-site configuration and field upgrades of the terminals. This substantially reduces the Total Costs for Ownership (TCO).

The FältCom MIIPS® terminals are carrier independent however Ethernet, GPRS/EDGE or HSDPA are the standard choices to be used for the transmission of data.

There are a wide range of available interfaces on the FältCom MIIPS® terminals such as USB, Ethernet, serial, I/O and CANbus ports as well as an optional built-in GPS module covering versatile and multiple customer needs.

The robust, industrial-grade design and by fulfilling applicable industrial, alarm and vehicle standards, makes the FältCom MIIPS® terminals well suited for use in demanding environments.

FältCom develops innovative solutions for highly secure and reliable communication with comprehensive Device Management.

Facts about Lantmännen

Lantmännen is Sweden's largest company within agriculture and the food industry. Its operations are conducted in 18 countries in addition to Sweden. Lantmännen is owned by 44,000 Swedish farmers, has 13,000 employees and a turnover of around EUR 3.4 billion. www.lantmannen.com

With the help of FältCom Enterprise Solutions more efficient operations and new business opportunities for the customers are made possible. Professional managed networks and services with very high security and availability can be offered globally.

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