
Svane News



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Our place in Vissenbjerg (Funen)

On Monday 24-6-2024, we cleaned up our place in Vissenbjerg on Funen. The landlord has had stable gravel/sand lying around, which has disappeared over time. It has now been replaced by new, with costs for Svane.

We are **NOT allowed** to take this sand/gravel - this belongs to the landlord. The purpose of this place we have is that we can have some materials stored - so everyone can easily come by if you need something.

There are very few rules that **MUST** be observed when using our place;

- Don't throw your waste around the place.
- Soil, asphalt or excavated waste may NOT be deposited on the site. This must be removed on various construction sites we have.
- Previously, we have only thrown pipe fragments into waste containers. Now it is allowed to put mixed waste in (Of course not rubble – soil - stones etc.)
- This will be emptied as needed - call Niels A if it is full.
- It is NOT allowed to throw your private waste/household waste on the site or in containers - take it home.
- Clean up after yourself.

We can see who is using the space – so leave it as you want to receive it.

Niels A keeps a keen eye on the site and those who use it 😊
If you are in doubt, contact Niels A.





Our place in Dons.

Over the last period, we have been looking for a better located place than the one we have in Dons, closer to the motorway – Kolding – Fredericia.

At the moment we continue with Dons, but there is a strong desire from several employees for a more central location.

Should there be anyone who can refer to a good place, well located, we would like to hear about this at the office.



Customer update.

Here's an update on our biggest customers:

NORLYS

Unfortunately, over the last 6 months, there has been a decrease in the number of connectors in After-sales, with a decrease of approx. 25%.

Several employees have therefore moved from After-Sales to the Project Department. Norlys expects the rest of 2024 to be stable in terms of the number of new customers.

From week 32, we will also be blowing fiber on customer sockets in After-sales.

The project department - here new tasks are constantly coming in; assignments in Svendborg, Aabenraa, Langeland, Tåsinge, Rudkøbing, Esbjerg.

However, not in same amount as previous, but reasonable since the large broadband pools are coming to an end.

TSG

TSG has over a long period of time sent us projects in relation to charging stations for Shell stations in a regionally larger area than where we normally work. A few have gradually been made, and we have got some employees who can now almost call themselves specialists 😊.
Super well done
Tasks come in on an ongoing basis and requests for new tasks.



bravida

Bravida has really become a good big customer for Svane. We have been working at many roundabouts/approach roads for a long time, for the installation of security cameras. An agreement was made regarding the same in relation to Zealand, however, here we are waiting for the Road Directorate and Bravida customer – thinking it will really get going soon.

New tasks have come in in relation to counting stations at the motorway on Funen, as well as a task SDU Odense. Street lighting projects are offered, as well as many other exciting tasks.

EWII

As most of you are probably already informed, Ewii fiber has been acquired by Norlys (just needs to be approved by the Danish Competition Authority). What this means for Svane is currently difficult to say.

We are currently in dialogue about several exciting projects with them – it is only a matter of time before we can accurately announce the 😊 task.

As we can hear, the employees who will move from Ewii to Norlys are still not fully informed about what exactly is going to happen.

Right now, there is a good dialogue between Ewii and Svane.

ATERA

Ongoing tasks come in from Atea, especially in relation to charging stations. We have now done a lot for them, including in Sønderborg and Aabenraa.

Others.

As described further below, the significant new other customers are N1 – it will be very exciting to see what new projects they send to us.

Otherwise, tasks will continue to come in from local electricians.

Norlys / Swan evaluation meeting.

On 10-06-2024, we have been to an evaluation meeting at Norlys in Silkeborg.

We have been evaluated on the following points.

Scores are formed from internal questionnaires at Norlys Projekt/after-sales, based on the following;

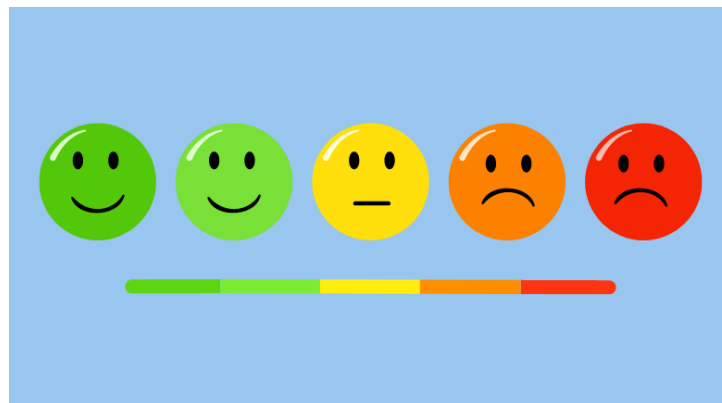
Far below average - Below average - average - above average - perfect.

We have scored overall **above average**. 😊

It must be said that the score perfect is not given, as it is the first time that is evaluated.

Norlys is very pleased with our collaboration – so much praise to all of you.

BSC Entreprenør	Score
1. Kvalitet	80%
2. Tidsplaner	83%
3. Samarbejde internt Norlys	65%
4. Samarbejde eksternt	75%
5. Økonomi	75%
6. Kundekommunikation	50%
7. ESG/COC	100%
Samlet score (1 til 7)	75%



New partner.

As written in the last edition of Svane News, we have been in dialogue with a new partner N1, for a long period.

We have succeeded in getting into what they call an overflow agreement until the next framework agreement is put out to tender in 2025.

The idea is that they will continuously send us tasks that relate to the burial of electricity. We look forward to the collaboration and many new tasks for Svane.

**New employees.**

For information, I can inform you that Maj Mejdahl Siemen has been hired as the new Head of Department for Aftersales as of 01-08-2024.

Due to some Maternity/holiday, May will not start until Monday 19-08-2024.

Maj is 39 years old, lives in Sønderriis with her husband and 2 children.

Maj has an education as an accountant, and throughout her working life has worked at, among others, Vejen trælast, Syd Energi, Sønderjyllands Police and most recently as Financial controller at Daarbak Design.

I am very much looking forward to the employment of Maj, and hope that you will all welcome her.

In connection with the start-up, an introductory plan will be made, so that Maj will quickly get an overview of After-sales, as well as the rest of the organization.

At the same time, we will get out and see some of the ongoing projects, as well as after-sales cases that we are working on, at the end of August.



In connection with the employment of Maj, there will be some organizational changes in after-sales.

Those to whom it relates have already been informed.

In the future, Michael Sørensen will be more associated with employees in the field, and more active in relation to follow-up with tasks in the field, as well as communication with hourly paid employees.



Summer vacation!

The Svane News editorial staff is on summer vacation, and expects the next issue to come Ultimo.

September, when everyone is back again from a well-deserved holiday.

I would like to take this opportunity to wish you all a very good summer. Thank you so much for your daily efforts.





As always, I would like to hear from you if you have input, good stories from everyday life or good tips colleague-to-colleague 😊. If you have any good pictures, you are welcome to send it to me.

Svane News is published as a Danish, English, German and Polish version.

**Thank you to everyone for your daily efforts for Svane
Entreprise 😊.**

Torben Ilsøe Nielsen