

MOLOK[®]

Deep Collection News



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Boosting results by raising the level of service



For Molok's sales operations in Finland, 2004 has been a year of change. Incorporating the sales organization into Molok, adding four new sales persons to our team, was a bold move by our company management.

The capacity and potential of the new business premises pave the way for strong growth. After the initial learning phase for the new organization, we have picked up speed nicely and our order book is clearly on the upturn.

Unless we are caught by an early winter, I believe we will meet the goals set in our budget.

In Finland we aim to significantly strengthen our position in those areas where we already have a strong standing, but above all we want to open new doors.

Our key idea is raising the level of service: better visibility on the market, dynamic sales activities, and effective communication - all combined with the excellent, expert marketing that has gone on for many years. These will form the basis for success.

The number of offers we have made has increased, and so has the percentage of orders won. All this would not have been possible without a strong joint effort by the entire organization – a big thank you to everyone for this.

At the start of the year we signed agreements with all the major construction firms in Finland, and this has already started to bear fruit. This new partnership channel has been very effective.

Our new product, City Scope, has also attracted considerable attention. The feedback we have received has been extremely positive, so the product has excellent prospects for growth.

More and more companies in the sector are showing increasing interest in Molok, which in future will win us more contracts.

The latest example of this is the contract signed with waste management company Itä-Uudenmaan Jätehuolto to supply 70 recycling centres in south-eastern Finland during the autumn. The contract includes more than 300 Molok containers.

We should never underestimate the importance of teamwork. And I expect teamwork to increase throughout the Molok family, helping us achieve even greater success.

Wishing you a bright and colourful autumn!

Pasi Aaltojärvi
Sales Manager

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A MAJOR REPEAT ORDER TO DUBAI

Molok has signed a significant repeat order to Dubai in the United Arab Emirates. During this autumn, Molok has delivered over 100 deep collection containers to further improve waste management in Dubai.

The newest order, made by Mike Staley, Molok LLC in Dubai, includes 96 pcs of three cubic metre and 12 five cubic metre containers. All Moloks will be used to collect mixed household waste.

For the smaller Moloks, a special sized 600 mm diameter drop-hole openings were produced. The normal sizes are 350 and 500 mm.

The repeat order was shipped to Dubai in five containers. The first bigger order to Dubai also included over 100

Molok containers, now in operation at Jebel Ali Village residential area and Media City office park.



Overview of the first Molok deep collection containers installed in Dubai, United Arab Emirates.

CITY SCAPE LITTER BINS IN THE HEART OF HELSINKI



The new, stylish City Scape litter bins can soon be seen along the well known landmarks of Helsinki, the capital city of Finland.

New revolutionary City Scape litter bins are currently being installed at high visibility locations in the heart of Helsinki.

Hannu Lahti, Molok area sales manager for Southern Finland, has signed a contract with Helsinki's public works department to supply some 20 City Scape litter bins.

The new City Scapes are being installed in Pikkuparlamentti park (close to Parliament House), in Kaivopuisto park and in front of the Kiasma Museum of Modern Art, where the containers will be beside the statue of Marshal Mannerheim on horseback, one of the best known landmarks in Helsinki.

"We believe that the City Scape litter bins will rapidly increase in popularity in the Helsinki metropolitan area thanks to their impressive appearance and excellent capacity" states area sales manager Lahti.

Capacity of 500 litres

City Scape has an astounding capacity of 500 litres. The novelty has an overall height of 2,000 mm, of which one meter is installed into the ground. City Scape has openings to accept refuse from both sides.

No more smelly summers at

WAIHEKE GULF, NEW ZEALAND



Tidy installation of Moloks at Waiheke Gulf, New Zealand. The total capacity achieved with the deep collection system is 10 times bigger than the one with the wheelie, surface bins.

Overflowing rubbish and recycling bins on island beachfronts in summer may be a thing of the past with the introduction of a new Finnish design in storage chambers. The systems installed at Onetangi and Oneroa beaches, in New Zealand, with other Waiheke sites planned for the future.

Suppliers of the Molok system say its generous storage chambers, buried mostly underground, will mean less mess and less smell.

“Safe, hygienic and space saving”

Community board chair **Kate**

Hastings told last weeks meeting of the Waiheke Community Board they were “safe, hygienic, economical and space saving”.

Molok NZ general manager **James Watkinson** said 60 percent of the vertical units were below ground level.

Their 10,000 litre capacity was ten times that of the wheelie bins they were replacing, which would mean far fewer trips along the beachfront by servicing vehicles.

“Odors kept to a minimum”

“The cool, underground temperatures meant odors would be kept

to a minimum”, he said.

“At the end of the day they are clean and tidy and they don’t smell and people like them”.

Over forty thousand Moloks have been installed world-wide, including sites in Kaipara District, Wellington, AUT with further installations planned in Hastings, Palmerston North, Far North and Auckland Regional Council camping grounds.

GREG TREDWELL



Overview of the original, wheelie carbage bins that caused a lot of odour problems and had restricted collecting capacity.



The different waste types are clearly marked at the Waiheke Gulf Molok containers, helping efficient recycling.

Särkänniemi Adventure Park tries out Moloks:

“EXTREMELY POSITIVE IMPRESSION”



Sales Manager Pasi Aaltojärvi (left) and Systems Manager Tuula Salminen are both satisfied that the waste collection point made up of three Molok containers has functioned effectively.

Tampereen Särkänniemi Ltd is a leisure centre in Tampere that is visited by 650 000 – 700 000 people every year. The park-like area by the shore of Lake Näsijärvi contains an aquarium, planetarium, dolphinarium, children’s zoo and an amusement park. It is also home to the Sara Hildén Art Museum and Tampere’s landmark, the 168 metre high Näsinneula observation tower with its à la carte restaurant.

More than half a million visitors also leave massive amounts of rubbish – 125 tonnes of mixed waste a year and 150 tonnes of waste that is recycled. During the past summer Särkänniemi tried out the Molok deep collection system.

“The Moloks have made an extremely positive impression,” says Systems Manager Tuula Salminen, who is responsible for quality and environmental issues at the adventure park.

At the end of last May, a collection

point was set up next to the office building at Särkänniemi, for mixed waste, organic waste and paper.

“Less frequent emptying, minimizing smells”

Tuula Salminen sums up the impressions of the Moloks gained at Särkänniemi during the summer:

“Our experiences have been very encouraging. During the trial period the frequency of emptying the containers has fallen considerably. The above ground containers

used to be emptied twice a week. Now the waste disposal truck comes just twice a month. The organic waste container is emptied once every two weeks, as required by the regulations of the City of Tampere, and the paper container whenever it fills up.”

According to Salminen, the Molok containers with their wooden framing blend in well with the rocky slopes and pine woods in the park area. Being located largely underground, the Moloks save valuable space at the adventure park and do away with the need for large shelters for waste containers.

“Reducing the smell nuisance is a major benefit of the Molok containers. The above ground containers used to be located next to the

office building, and you couldn't imagine opening the windows in the summer. Now the unpleasant smells have gone."

"And, best of all, our workers have been happy using the Moloks," states Tuula Salminen.

Leisure centre that recycles waste

The Särkänniemi Adventure Park has a long tradition of sorting reusable waste. Recycling of paper cups started back in 1991. Today the leisure centre sorts for reuse organic waste (= organic waste, garden waste and manure), small metal items, glass, paper, cardboard, waste electrical and electronic equipment, waste for energy, and hazardous waste. Särkänniemi's environmental management system received ISO 14001 certification in 2001.

"Our biggest challenge is to get our visitors who come to spend



A specially made tool is used at Särkänniemi to concentrate the mixed waste, demonstrated here by Tuula Salminen.

their summer holiday at Särkänniemi also interested in sorting waste. That is always a major

challenge for the adventure park," says Tuula Salminen.



"The frequency of emptying the containers fell and the smell nuisance disappeared during the trial period of Molok deep collection containers," says Systems Manager Tuula Salminen, who is responsible for quality and environmental issues at Särkänniemi Adventure Park.

M-U-T NOMINATED AS MOLOK'S NEW DISTRIBUTOR IN AUSTRIA



Community of Vienna, Waste conditioning with shredding and sieving, capacity about 500.000 t/a.

M-U-T – a competent Austrian environmental company in Stockerau near to Vienna – completes the comprehensive programme for the waste disposal. At once M-U-T is the exclusive contact partner for the new MOLOK big-box collecting systems in Austria

M-U-T is a private company, that was found in the year 1932. Today, there are about 200 employees at the company.

Especially the two product groups "Community Vehicles" and "Environmental Plant Engineering" offer for our customers and their requirements engineering, products and plant solutions in the area of waste collection, conditioning and disposal of household waste and industries. Conveying systems for bulk solids and waste water treatment plants complete the programme.

M-U-T is one of the leading producers of community vehicles in middle Europe and has a comprehensive programme with

- Rotopress drum refuse vehicles



Waste collection vehicle "Rotopress drum"

- Variopress compactor vehicles
- Street sweeping vehicles
- Combined units

M-U-T "Environmental Plant Engineering" offers for the waste conditioning and disposal technical and economical whole in one solutions, as:

- Mechanical separating plant for bulky waste
- Recycling plants for secondary fuel waste
- Mechanical biological waste recovery
- Composting plants system M-U-T Kyberfermâ
- Transfer compactor systems
- Dumping plants for refuse, paper and laundry in buildings

Especially M-U-T presents the developed composting system "M-U-T Kyberfermâ". The main characteristics are the intermittent suction aeration, the quantity control of the humidification of the composting material and the controlled composting process with the heat economy.

The organic degradation performance can be assured at every time of the composting process.

Product news:

NEW, POLYAMIDE BOTTOM EYELET FOR LIFTING BAG



3D diagram of the new bottom eyelet made of polyamide.

The bottom eyelet used to open the lifting bag is now to be made of polyamide instead of metal. Injection moulded, strong plastic offers many advantages over metal.

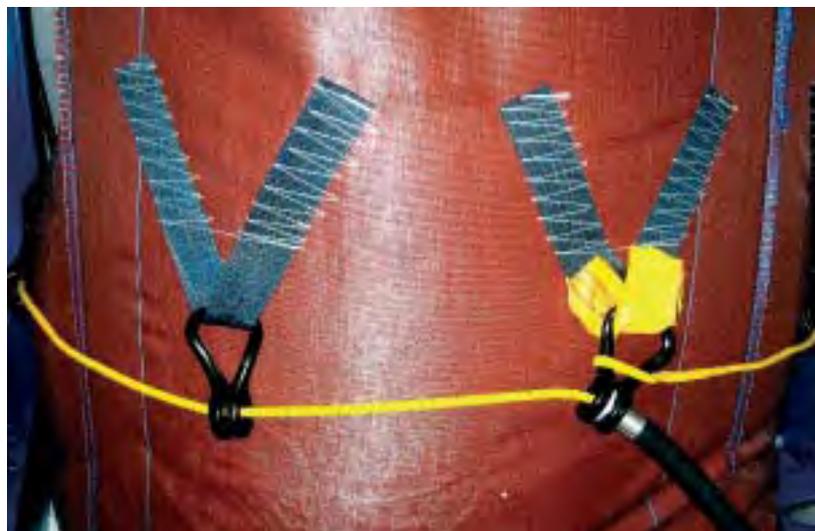
A polyamide plastic eyelet does not rust and is much lighter than metal. The release cord also slides through a plastic eyelet more smoothly, making it easier to open and close the lifting bag.

The plastic bottom eyelet has a larger area in contact with the bag and the release cord, so it spreads the force used when opening the bag over a larger area.

Another benefit is that a bottom eyelet cast of polyamide does not change shape permanently when

it is being pulled, as happens with metal.

PAULI JÄRVENSIVU



The new polyamide plastic bottom eyelets fitted on a lifting bag.

FESTIVE OPENING CEREMONY OF THE NEW FACTORY IN NOKIA

Molok Oy aims to double production at its new factory which had its official opening ceremony on Thursday, April 27th 2004. That means increasing output to 10,000 containers a year.

“This year we aim to run the factory smoothly and steadily and increase production from the current level of just over 5000 to 7000 containers. We have set a goal of ten thousand containers in a couple of years’ time,” says **Jarmo Turtiainen**, President of Molok Oy.

The opening ceremony was the highlight of the first Molok International meeting in Finland, that included a comprehensive information package about new products, co-operation partners and marketing. During the meeting, a distributor of the year was awarded.



During the opening ceremony, a painting of Veikko Sallii, founder and the Chairman of the board of Molok Oy, was unveiled.



The opening ceremony of Molok's new premises gathered a large audience consisting of cooperation partners, distributors and clients.



Mr Bernhard Thibault, France, was awarded as the distributor of the year 2004.



Everybody enjoyed the performance of Valto Laitinen.



Valto Laitinen, Molok's ambassador in Paris, was given a special award as a contribution of his services.