



**- de-icing of roads!**

through reliability, innovation, functionality, and service



**epoke®**

*Epoke A/S - your global partner in spraying technology*

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# Constantly on the move

**Epoke is a company constantly on the move. Just like nature that forms the basis for our existence.**

In spite of the global success Epoke is never resting on its laurels. The entire organization is in fact filled with a strong passion for development and optimization. Every single day dedicated employees contribute to creating more intelligent solutions and better products, which will benefit the customers around the world.

## **The foundation of the company**

Concepts such as reliability, innovation, functionality, and service have always been the cornerstone of Epoke.

Since the 1950s an innovative outlook has created solutions for combating slippery roads. Today Epoke holds just the right combination of experience and new thinking to meet an exciting future with new demands and challenges.

The Epoke Development Department works closely with Danish customers in order to develop and test new products. This is the basis of a strong position on the Danish market, which in turn forms the basis of a major global export activity.

Epoke also has a strong service organization. Through subsidiary companies in Germany and Poland along with a strong network of local distributors and service centers we provide both competent advice and premium service on all markets. This is one of the main reasons that we have achieved the strong global position, we have today.

Epoke is the leading manufacturer of liquid spreaders, and in the division in Randers we have gathered all expertise for testing, development, and production of liquid spreaders under one roof. The Epoke range of liquid spreaders is extensive and consists of spreaders with capacities ranging from 100 liters (sidewalk spreaders) up to 17500 liters (motorway spreaders).

## **Firm as a rock**

Times are changing, but Epoke stands solid as a rock. The company is healthy, financially sound, and employs approx. 250 employees, mostly engaged in development, manufacturing, service, and sales from its headquarters in Vejen.

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*"A company driven by equal parts experience and passion"*

*"The development of Epoke products follows an uninterrupted line, and each new product is based on past experiences"*



# 80 years of development

**The urge to develop intelligent and functional solutions has always been a driving force at Epoke.**

## **The beginning**

The founder of Epoke, Alfred Thomsen, did not inherit his ingenuity from strangers. As early as the 1930s his father, Ole Christian Thomsen, invented the sewer-cleaning device "Grab", which became a reality thanks to Alfred's ability to turn ideas into marketable products.

## **Development of the spreading disc**

It was also Ole Christian Thomsen, who started the production of a spreading disc in the mid-1930s. It was hand carved out of wood and mounted underneath a funnel thus constituting a simple spreader. The spreader was attached to the tailgate of a truck, and spreading material was shoveled into the funnel manually. A speed-dependent friction wheel pushing against the rear wheel of the truck was the driving force of the spreading disc. Today this seems to be a simple solution, but it was a revolutionary innovation back then. The spreading disc solution has been widely copied since then; and if we compare a contemporary spreading disc and road wheel with Thomsen's version from the 30s, it's not hard to see the common basic principles. In many ways this invention became significant for Epoke's future, as it led the company to direct its focus on products for winter road maintenance. This venture turned out to be successful and has since resulted in Epoke growing to a size never imaginable for neither father nor son.

## **The Epoke-principle**

In the 1950s Alfred Thomsen invented the Epoke-principle featuring an unloaded conveyor belt and a delivery roller, ensuring problem-free start of spreading. The invention was patented, and today it's considered the most accurate system for delivery of material. After this invention the company grew rapidly and began to find opportunities in the export markets with Norway as the first foreign business venture. In 1955 Alfred Thomsen – as a natural part of development – changed the company name to the current Epoke.

## **Development takes off**

Epoke has always strived to develop its product range, and since the beginning it has attached great importance to development. The first bulk spreaders for trucks were put on the market in the 1960s and have since been subject to further development to include features such as the road-wheel, liquid spreading, high-speed spreading and other advanced features for optimal spreading. In 1981 Epoke was among the first suppliers in the world to introduce machines for spreading of brine, which was used particularly in Southern Europe. At the end of the last millennium other parts of the world, including Denmark, recognized the potential of brine spreading using the new generation of Epoke combination spreaders.

## **The new millennium**

Epoke marked the beginning of year 2000 with the launch of the SIRIUS spreader-series currently keeping

winter roads passable in traditional markets such as Europe, Canada, and the USA – but also in more distant markets such as China, and not least Russia.

With the introduction of EpoSat in 2005 modern information technology became an integrated part of Epoke products. Since then satellite-controlled spreading has improved the working conditions for the drivers and increased traffic safety. The system ensures that the salt is delivered exactly where it's needed, and only there. An important side benefit is also a smaller environmental impact due to reduced salt consumption.

Finally, a new generation of machines such as the CERTUS AST, SIRIUS AST, SIRIUS COMBI AST, and VIRTUS AST were introduced in 2010. The machines form a product family, which shares design components and standard components, and they are characterized by their ability of precision performance and low maintenance costs.

## **Epoke today**

Today the Epoke product program covers most needs and consists of intelligent solutions adapted to various markets around the world. The most important areas of focus of Epoke product development include environmental awareness, reliability, user-friendliness, and the possibility of individual adaptation.





# Environmental awareness and social responsibility

**Epoke is a modern company engaged in both the environment and corporate social responsibility.**

## **Environmental improvements through product development**

When developing new products Epoke concentrates fully on making the products more efficient and better for the environment. We ensure this through continuous improvements of our technology as well as by developing intelligent and innovative solutions for optimal control of the spreading action leaving the salt consumption at a minimum.

Furthermore, over the past years we have invested in green solutions at the factory and implemented a wide range of environmentally protective and energy saving measures, including an energy-efficient compressor, water recycling, and heat recovery in test hall.

## **Regulatory and environmental requirements**

Being up to date on and meeting new regulatory and environmental requirements is quite natural for us. This applies, of course, both internationally and locally in the countries where we are represented. Epoke was, for example, one of the first companies in Denmark to change to lead-free soldering, water-based paint and to allow customers to return used electronic components for recycling.

## **Social responsibility**

Epoke knows that success is due to competent and dedicated employees and that employee satisfaction is very important. We're conscious of our corporate social responsibility and have established active and positive senior and apprenticeship policies.

Epoke makes room for all, and self-management is a key element for each Epoke employee. We call it freedom with responsibility.

*"Each new product launched must be more efficient and more environmentally friendly than the previous."*







# Wide range of innovative products

## **Epoke develops a wide range of machines for efficient winter road maintenance.**

Every year more than 2,000 new machines leave the Epoke factory. The product program ranges from salt spreaders, liquid spreaders, combination-spreaders, airport spreaders, brine-mixing systems to snow plows. In addition, professional grass mowers for tractor mounting are available.

The product range includes machines for winter road maintenance on all types of roads and squares: Bike paths, pedestrian areas, parking areas, airports, highways, freeways, etc. Our extensive list of customers counts private contractors, municipalities, regions, road directorates, and motorway concessionaries.

## **Reliability with long service life**

All products leaving the Epoke factory are made for professional use – year after year. Through continuous development based on solid experience we manufacture machines, which give our customers optimal reliability.

## **Innovative design**

Design is an integrated part of our business strategy. We have a clear approach to product design, and we aim at creating functional machines, which clearly show

their interconnectedness, and include ergonomic solutions for both drivers and maintenance personnel.

## **Demands for efficiency**

In modern day society a well-working infrastructure is crucial. Businesses and citizens won't accept to be put out of action due to non-passable roads, and it's not acceptable that everything in the community stops, when winter weather sets in.

Accessibility and safety must be ensured, and modern slippery roads control must be efficient and as gentle on the environment as possible.

This is where Epoke enters the field as one of the leading global manufacturers of equipment to combat slippery roads. Our reliable and accurate machines ensure an efficient effort, and the Epoke SIRIUS COMBI AST high-speed spreader as well as the VIRTUS AST liquid spreader are the preferred machines used by road directorates, motorway concessionaries, and not least private contractors due to the fact that these machines allow slippery roads control to be performed at high speeds while minimizing the salt consumption.

*"Today it's not acceptable that the entire community is put out of action, when winter weather sets in."*





# Control systems and data collection

## **Intelligent use of IT in winter road maintenance**

When the groundwork of control systems and data collection was established at the end of the 1980s, Epoke was among the pioneers. Today, more than 20 years later we're still at the forefront of innovative, specialized IT-solutions in our line of business.

## **Data collection**

Over the years data collection has proved to be a powerful tool. The aim of data collection is different from customer to customer, but mainly the focus is directed on quality assurance and environmental concerns with the possibility of financial data reporting.

Everybody who has a need to record the material consumption or wants documentation for the work performed may take a closer look at Vinterman Light and Vinterman (products owned by the Danish Road Directorate and Danish municipalities).

## **Flexibility and adaptation**

Our data collection systems are flexible and may be adapted to individual customer needs and requirements. Thus it's possible for the customer to clearly define which and how many data to be collected and analyzed.

## **Satellite-controlled software**

GPS-controlled spreading is a great tool for the drivers and a very important area of interest for Epoke.

EpoSat – the patented GPS-solution – allows fully automatic spreading.

The advantages are obvious, as the spreading sessions become more efficient, faster and gentler on the environment. The system ensures that the salt is delivered exactly where it's needed, and only there. At the same time it provides better working conditions for the driver, who is able to focus exclusively on traffic and thus increase road safety.

*"Both our spreading software as well as data collection systems are extremely flexible and may be adapted to individual customer needs and requirements."*





Epoke dealers: Austria Belgium Canada Great Britain Finland France The Faroe Islands Holland Iceland Italy Iran Japan China Korea Luxembourg Norway ,

# Our strength is network

**One of the secrets behind the success is the strong, global network of Epoke-distributors.**

Epoke attaches great importance to the dealers around the world. We collaborate exclusively with selected, experienced and well-established distributors, who promote our products in a professional manner.

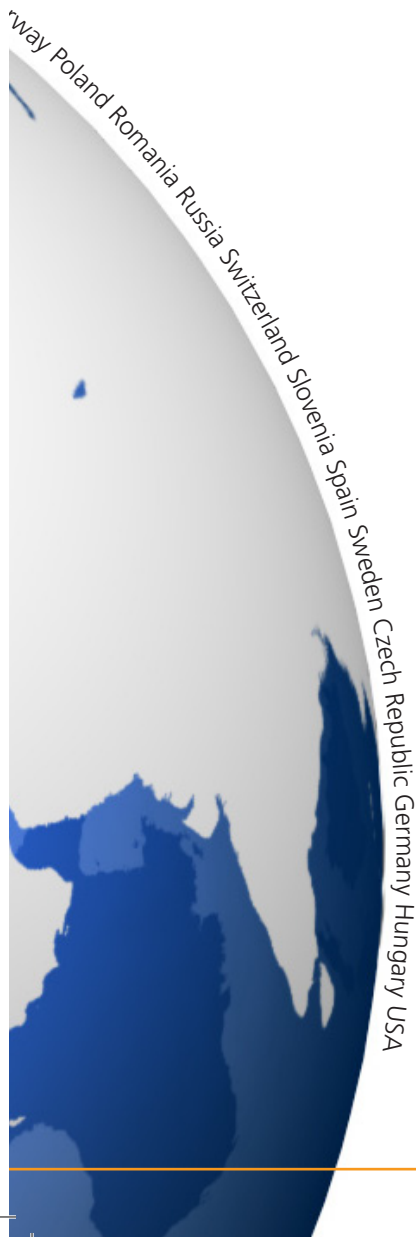
## **Long-term business partners**

We believe in entering into long-term alliances with our distributors, which will benefit the customers. Mutual trust is a keyword in our dealer cooperation, and we have collaborated with several of our dealers for more than 50 years.

## **High-level knowledge and continuous sparring**

Our dealer network is continually trained in our technologies and new concepts, and we prepare each individual dealer to provide competent advice. Our sales and export teams offer our foreign sales reps, dealers and end-customers training and education in our products.

*"With a strong dealer network in 27 countries Epoke is well represented on the global market."*









## Premium customer service

**Our customers must receive the right service – quickly and efficiently.**

In the winter road maintenance business we know that quick – and correctly performed – service is of paramount importance. Therefore, service is an area of priority for us every day.

Our dealers are well educated in servicing Epoke-machines, and in Denmark our own service-team performs all service tasks on-site.

Furthermore, Epoke offers a 15-year spare parts delivery guarantee. All dealers hold a minimum stock of the most common spare parts, which ensures the shortest possible distance to the end-user and thereby faster service repair.



Since 2008 Epoke has been a member of the Winter Maintenance Section of EUnited. The main topics of this branch are to provide input to European standardization and harmonization together with the manufacturers.

## International standards and certificates

**We are constantly updated on international standards and certifications.**

We always work according to current national and international standards in connection with development and production of spreaders, not least according to EN and DIN standards.

In addition, we participate in development work according to CEN, EUnited, Danish Standards Association in order to ensure development of first-class machines.

All our electric and electronical components follow the WEEE and RoHS directives.

### **ISO certificate**

Since 1993 Epoke has been certified according to the recognized ISO 9001 quality management system. Working with this as a management tool ensures a high and consistent quality level in all parts of the company.

*"Find additional information about Epoke's quality management system and other current certificates on [www.epoke.dk](http://www.epoke.dk)"*



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