



UNDERGROUND NETWORKS: **RELIABLE BY DESIGN. PROVEN IN THE FIELD.**

Real regional project lessons and
a live hands-on demonstration.



Dear Partner,

FMC Telco invites you to a regional **hands-on technical workshop** on **Thursday, 19 November 2026** at **Vinarija Josić in Zmajevac, Baranja, Croatia**.

First workshop part will be focused for news in FTTH ground solution. Together with our partners/producers we will introduce current trends.

2nd part of the workshop will present real lessons from Balkan infrastructure projects and live demonstration on the field. Focused for ground solutions.

A tasting of local specialties and select local wines. You'll also take home a little surprise in the form of a delicious wine.

Designed for: telecom operators, utilities, network planners, engineering and construction teams, FTTH contractors, procurement specialists and quality-assurance professionals.

Participation is **free of charge**. The registration in advance is mandatory, places are limited.

We look forward to welcoming you to Baranja.

FMC Telco Team

10.30 - 11.00

REGISTRATION

Welcome coffee with small breakfast

11.00 - 11.10

COMPANY

OPENING - EVENT INTRO

FMC Telco Slovenia

Regional value-added distributor and application partner for linear infrastructure solutions



SPEAKERS

Bostjan Mencigar - CEO

TOPICS OF
PRESENTATION

- *Agenda, partners and hands-on demonstrations info*
- *Why the lowest price is not always the lowest lifecycle cost*

11.10 - 11.50

COMPANY

BETTER FTTx = BETTER LIFE

FCST - Fiber Cable Solution Technology China

Provides integrated underground FTTH solutions, including modular composite chambers, manhole covers, microduct connectors and closures, duct seals and fibre-management components



SPEAKERS

*Tony LI - CEO
Aykut Balkaya - Commercial director
Melody Zhu - Sales Manager*

TOPICS OF
PRESENTATION

- *FCST company and portfolio presentation focused for ground solution*
- *Manholes, covers, frames, microduct accessories, by PPT*
- *Productions videos*
- *Life from testing to keep needed grades*
- *Selecting B125, C250 or D400 ?*
- *Preventing water ingress / correctly designed duct penetrations, sealing and drainage.*
- *Integrating microduct connectors, duct seals and re-enterable distribution closures into a complete FTTH route*

11.55 - 12.15

COMPANY

THE RIGHT DUCT FOR THE RIGHT ROUTE – RELIABLE PULLING, BLOWING

Weltplast BiH , Croatia

Regional polymer-processing manufacturer with production history from 1983



SPEAKERS

*Mladen Sirić - CEO
Marino Paradžik - Sales Manager*

PREMIUM SPONSORS WELTPLAST , FCST

TOPICS OF
PRESENTATION

- *Weltplast company portfolio and news*
- *Duct-installation techniques, illustrated with videos and reference projects from the region.*
- *Selecting the appropriate duct system for access, long-distance and direct-burial routes.*
- *Single-layer PEHD versus two-layer Silicore construction: how the internal surface affects cable-pulling and blowing preparation and performance.*
- *Documentation required for material approval, including certificates*

12.20 - 12.45

MODERN MARKING AND INDENTIFICATION OF
UNDERGROUND NETWORK



COMPANY

Komplex , Slovakia

Slovak developer and manufacturer of radio-frequency systems for marking and locating underground utility networks, with production history from 1994. Its portfolio includes passive electronic markers, RFID Smart markers with a unique ID, the SML 2 locator family and the Marker Database® software. Certified to ISO 9001:2015, with customers in more than 30 countries, among them Orange, CETIN CZ, ČEZ, EdF, GRDF, OXG and Deutsche Telekom

SPEAKERS

Pavol Sivak - CEO

TOPICS OF
PRESENTATION

- *Why plastic ducts and micro ducts stay invisible: the limits of tracer wire and conventional detection on FTTH routes.*
- *Passive electronic markers: no power source, 50-year service life, and the 101.4 kHz frequency dedicated to telecommunication networks.*
- *Marking the points that matter – service drops, joints, branches, direction and depth changes – with the PIN Marker Smart 60/40 fitted directly to a 7/4 mm micro duct.*
- *From marker ID to network documentation: linking GPS coordinates, photos and notes in Marker Database®, and sharing them between contractors and operator teams.*

12.45 -

BARANJA WINE EXPERIENCE AT JOSIC

A brief guided visit to the historic Josić winery in a traditional Baranja surduk, including an introduction to the region’s winemaking heritage and a tasting of selected Josić wines.

- 14.40

LUNCH AND TECHNICAL NETWORKING

Lunch featuring local Baranja gastronomy, with time for informal networking and direct discussions with representatives of FMC Telco.

14.40 - 15.05

**FROM DUCT TO HARSH ENVIRONMENTS –
SELECTING THE RIGHT CABLE FOR THE ROUTE**

COMPANY

APAR INDIA

*A global leader in Conductors, Cables, Speciality Oils,
Polymers & Lubricants – empowering industries*

SPEAKERS

Girish Gupta - CEO

TOPICS OF
PRESENTATION

- *Duct, direct-buried and anti-rodent cable solutions*
- *Hybrid power-and-fibre cables*
- *Railway, tunnel, fire-resistant and river-crossing applications, submarine cables*
- *ribbon and high fibre count cables, tactical cables*



15.10 - 15.30

**PANEL DISCUSSION - CONCRETE, COMPOSITE OR
HYBRID – SELECTING THE RIGHT CHAMBER SYSTEM**

COMPANY

FMC Telco, Elpos, Weltplast, Fcst, Komplex

SPEAKERS

Bostjan Mencigar and panelist
Oliver Uranjek, Ilija Kosovac, representative of Fcst and
Komplex , Weltplast

TOPICS OF
PRESENTATION

- *comparison of concrete, modular composite systems*
- *combining a locally manufactured concrete chamber with an FCST frame and composite cover*
- *selecting the most appropriate solution for rural, urban and railway applications*

15.30 - 16.30

LIFE DEMONSTRATION ON THE FIELD

COMPANY

FMC Telco, Elpos, Weltplast, Fcst, Komplex, Apar

SPEAKERS

Presenters

LIFE ON THE
FIELD

Komplex

- *Locating in the field with SML 2 RTK: GNSS with RTK correction, centimeter accuracy, and the effect on excavation time and third-party damage.*
- *Installation practice and reference projects from FTTH rollouts across Europe.*

FCST

- *life demonstration how fast the manholes are assembled and installed, included the pipes, accessories etc.*

FMC Telco and Elpos

- *Concrete manhole + composite cover + metal frame = how it works easily , good combination*

APAR

- *special cable types life demo demonstration*

CLOSING , COFFEE , Q&A

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