

FLOATEX®

Floatex Magazine n°12 - May 2020

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2019 - 2020

EARTH: A PLANET TO LOVE, PROTECT, SAVE



One of the principal discussion topic in the last years is our planet.

Flames, oxygen, over exploitation of the soil, excessive increase in short time of the inhabitants, carelessness of the delicate ecosystem are just few of the problematics raised all over the world, and for which most of the governments are gathering to find solutions.

All the industries have to act to reduce as much as possible the pollution coming from their daily activities.

Floatex as well is involved in this topic, as manufactures products to be applied in the water, which is one of the most

important resources but nevertheless is not respected as it should.

In relation to the above, Floatex is acting to grant, within its possibilities and work field, products and solutions to neutralize any dangerous impact on the environment.

This process was already implemented within our company, but all the innovations must now be developed to an higher level, to continue to contribute to the safety of the resources on our planet.

The latest technologies help us: our internal laboratory continues to check the properties of the materials involved

in the production process.

New manufacturing technics have been developed and are successfully used in our production system.

This refers to aquaculture, offshore, Aids to Navigation (always in accordance to IALA -Industrial Association Lighthouse Authority- guidelines) and all the other fields where Floatex operates.

The safety of our system cannot be a problem "for the future". Research for a solution for this situation cannot be postponed anymore. Floatex is fully dedicated and complies to the increasing requests of eco-friendly solutions.

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Eco-friendly Solutions

2020 has been a critical year for some of the projects raised years ago (and sponsored by a huge number of countries all around the world) where the intention was to reduce as much as possible the CO₂ emissions, improve the quality of air and water, and reduce as much as possible the general levels of pollution. 2030 will be an important year in the

evaluation of the reached global situation.

Within all this period, following specific directives, most of the industries in the UE have chosen to modify their production processes in order to respect the new regulations: despite the time needed, the efforts are recognized and bring to innovative solutions.

Floatex as well made its best to keep up with the times and looked for the best proposal for its customers, keeping an eye on the respect for the environment.

Steel components treatments and paint and plastic materials are manufactured strictly in accordance to the latest

EU guidelines in respect to environmental issues: within this passage, the use of recyclable materials have been one of the key point in the purchase of specific components rather than others.

Even some small helps to the environment can be a big step towards a better future.



Aids to Navigation

Floatex has been manufacturing Aids to Navigation since many years. As a member of IALA, with historical backgrounds in the developments of the main guidelines, we have always been involved in the supply of suitable solutions to help a proper navigation and signalisation of the different conditions.

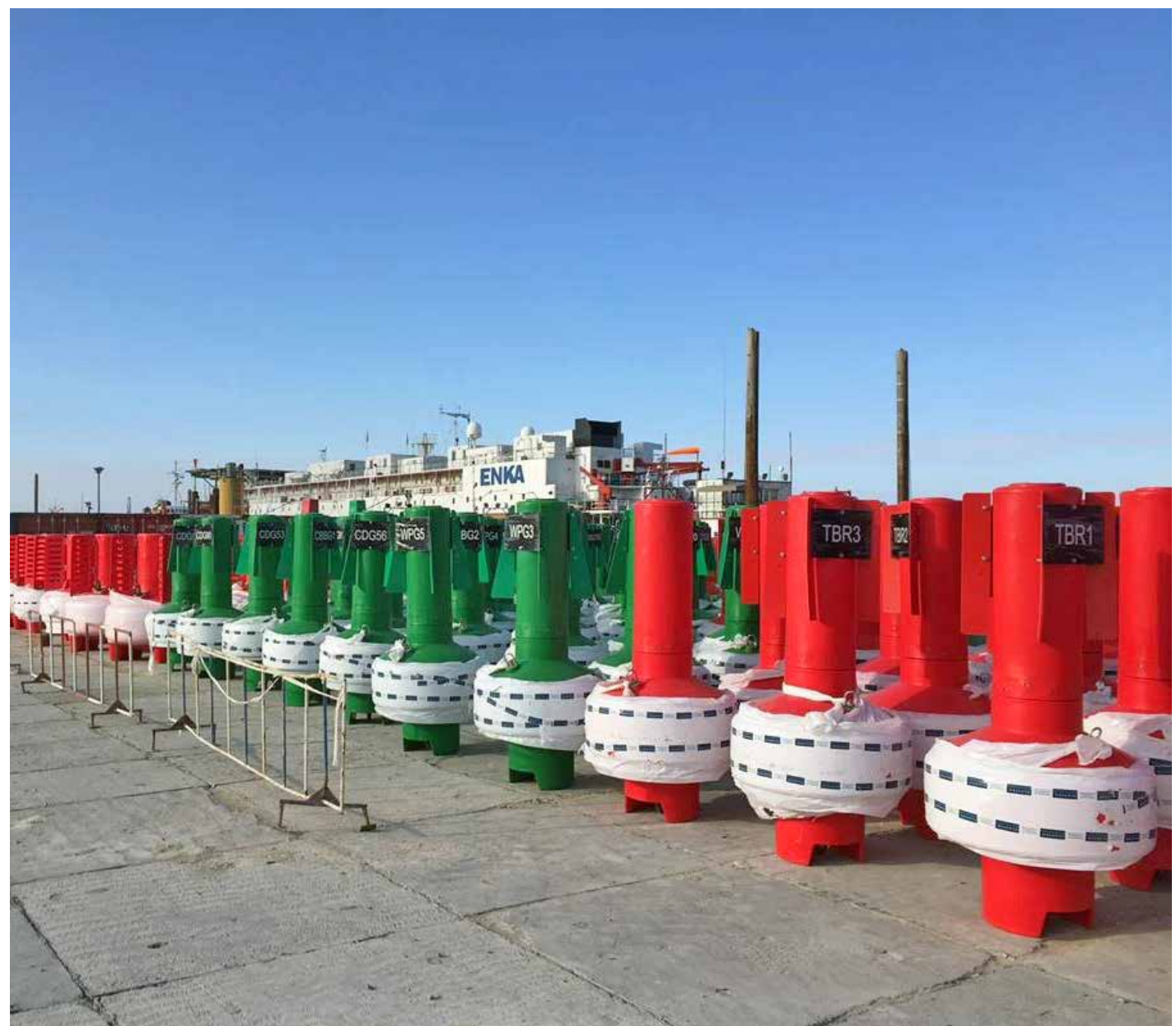
However, the evolution and improvements of some technologies helped in defining a second field where these buoys can be used. Several companies all around the world have been working hardy to find new solutions for the evaluation of specific environmental conditions, such as the level of turbidity in a specific area, sensors for the

calculation of the wind speed in a certain location and so on.

All those sensors have to be installed in the water (some above, some below the water line) and therefore need a special support able to avoid the sensor to move too far from the exact point where it should stay.

In this view, Navigational Buoys have been one of the most adaptable existing possibilities.

Those buoys can be equipped with solar panels and batteries useful to grant the proper working of the sensor, and at the same time to clearly identify its position within the sea, informing all the navigators to not pass through it.



Recyclable



“Recycling is the process of converting waste materials into new materials and objects. It is an alternative to “conventional” waste disposal that can save material and help lower greenhouse gas emissions. Recycling can prevent the waste of potentially useful materials and reduce the consumption of fresh raw materials, thereby reducing: energy usage, air pollution (from incineration), and water pollution (from landfilling).”

This is the first sentence mentioned by Wikipedia under the voice “recycling”. And already gives a good idea of how important a good recycling system can be. Also materials used shall be recyclable, as much as they can be.

Floatex started since many years to move towards eco-friendly materials, as much recyclable as possible. On the same way, the use of specific

materials helped also in obtaining other advantages for manufacturing or final use of the products.

For example, the use of hybrid polyethylene buoys has several advantages compared to steel buoys. When big diameters are involved, steel buoys require special transports: polyethylene buoys, manufactured by sectors, can be disassembled and can be easily loaded on standard containers. Moreover, colour imbedded plastic avoid the use of toxic paint and solvents. Other positive aspects in using plastic can be found in dredging field: the use of empty floats made out of plastic with certain characteristics allows the floats themselves to be recycled after their use, without affecting the environment.

A good product can be granted also helping our planet to “breathe” better. This should not be forgot.



Your Specs, Your Product

Most of the time, guidelines give good indications on which type of product shall be used for the main cases.

So people knows that deep water floats shall be installed on hose collars, which should be of an OD as per indications by GMPHOM 2009 (the former OCIMF). In this way, the main characteristic of a product are well defined and helps the end user to clearly identify their needs.

But what happens when a new accessory is introduced to the market? What are the consequences when this specific accessory requires some supporting floating or outer protection when installed?

In this theoretical cases, Floatex found good opportunities to increase its product portfolio

by preparing tailor made solutions which could satisfy customer necessities.

Thanks to its over 40-year experience, Floatex has the proper acknowledgments and skills to study the various customer needs, discuss with them about their innovative products and technical problems raised, and found the best option to solve these difficulties.

The excellence of the tailor-made product is the elastic/ articulated beacon, which have to be duly studied in base of the environmental conditions where the beacon itself would be installed. But it is only one example.

Further solutions have been studied together with our

customers, listening to their opinions, looking into their real necessities and, following intensive and profitable changes of ideas, creating the product they need, safe and of high quality performances. This process has been possible thanks to an open-mind view of the business, where the customer is not just somebody who gives you money obtaining a product on the other hand. A customer is as well a partner, with whom you can cooperate constantly.

Floatex cooperates with its client and relative R&D's departments to study products in fully respect of the specifications and with high quality standards in accordance to the different regulations.



How many floats you need?



One of the aspects that makes our work various and in some way interesting is the wide different number of necessities that our customers may have. We can easily have requests for one single float, on the other hand a request for thousand pieces of the same product!

This is obviously linked to the different field where Floatex operates, and where the needs are totally different: discussing about dredging operations, for example, a client could need both few floats (when a short line has to be deployed) or even hundreds of them. When talking about light buoys, some customers may need

only two buoys (for entrance of port, for example), while for bigger projects you may look for 40, 70 or 90 buoys, depending on the final scope of work.

We could go ahead with similar examples but the focal point is: when does Floatex feel it worth to follow up a specific project? Is this a choice linked to a minimum quantity?

The answer to this last question is pretty easy: no.

Every single RFQ represents for Floatex a business opportunity, which may open on a further stage even wider possibilities

to assist and support the customer.

Considering all the manufacturing necessities, we always try to give the same importance to all the orders we receive from our esteemed customers.

What does change is only the internal organization to be able to completely satisfy the customer needs.

With "internal organization" Floatex means each and every single shrewdness that has to be taken to grant, even in high workload conditions, the shortest delivery times possible.

The best example came in 2014, when a big order for 6000 floats was raised by an important worldwide oilfield service company. Delivery times were locked into 4 full working months, following the urgent need to deploy a long service line at the soonest.

The production processes has been properly organized in the way that all the other orders have not been affected by this specific PO, as not 100% of machine potentiality have been used during that period, considering all the in-house orders.



On site assistance

One of the service that Floatex grants to its customers is the after-sales assistance. Once a buoy is delivered, it still has to be deployed. Floatex technicians are available for assisting the correct on site installation of the delivered products. Supervision from Floatex technician have been carried out in the past for installation of mooring buoys, elastic/ articulated beacons and GRP towers, just to make some examples.

On another hand, Floatex also

grants after-sales services, where our technician/s can evaluate eventual damages occurred to floats, buoys or lanterns, and study the best option.

Where damages are not excessive, also a local repair can be arranged.

Floatex technicians can reach the place where buoys are located and, in coordination with the end user, carry out needed repair.

Local personnel will be able to follow up proper instructions so to provide self assistance in future.





Thank you

Floatex exists since 1976. In the last 44 years, lots of changes have affected the standard procedures, and Floatex has been able to face these thanks to an open mind view, a good reaction to the market inputs and a good ear to listen to the customer necessities, combined with a

proper flexibility to satisfy all the needs.

This has been possible only thanks to a proper communication with our customers, who are more than welcomed to contact us for any assistance, information or clarification they may need for

whichever type of product we have supplied or could supply in the future.

We want to thank all our customers, who trusted us along this period, and with whom we have had great chance to increase and improve ourselves and our

internal procedures as well. We are proud to serve all of you and hope to have the chance to share also in the future business opportunities, success and quality-wise solutions which will allow all of us to look with a more positive eye to the next years prospective.



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