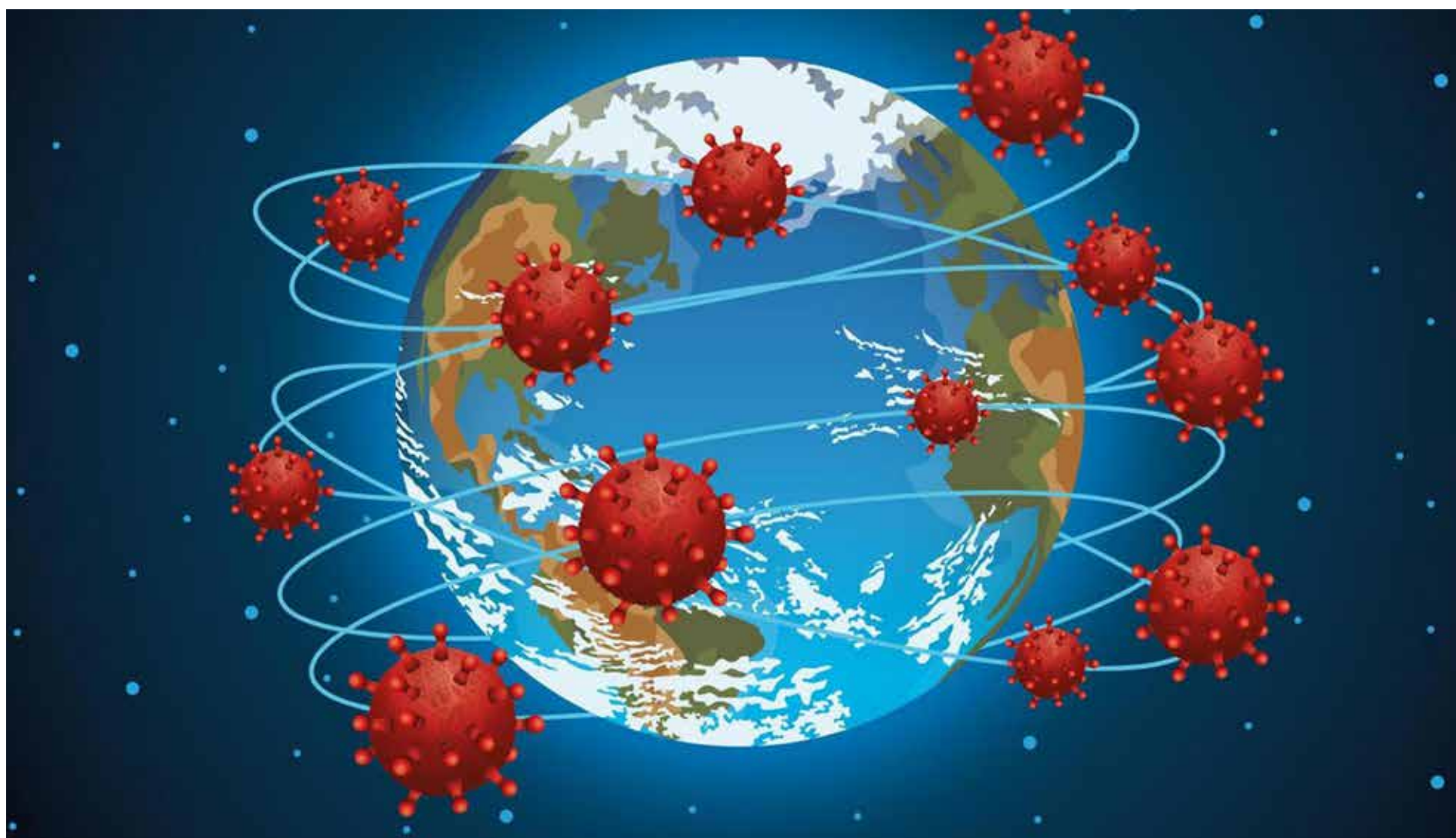


FLOATEX®

Floatex Magazine n°13 - Settembre 2021

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2021 - Year 1



WHAT IS THE WORLD AFTER A PANDEMIC?

BUREAU
VERITAS

World, 2021. Year 1.

Why year 1? In 2020, the world changed drastically. At all levels: economical, social, political, environmental.

The whole world turned into a new era, where all the certainties have been cancelled or, in the worst cases, heavily broken.

The unique culprit of this global shock is a virus: Sars-CoV-2, better known as Covid-19.

Impacts have been impressive: after few weeks from the first cases, quite all the world has stopped its activities. Streets were empty, shops were closed, and all machineries were switched off. Fear was the only predominant force in the world.

Things slowly changed in one year: we had ups & downs (the famous "waves" of virus infection), but we also had important announcements related to the discovery of proper vaccines with the perspective of returning to something similar to "normal" life.

However, too many people passed away due to this pandemic, and we are still under heavy pressures due to the economical consequences.

Raw materials, in the first months of 2021 (especially starting from March), have been increasing their costs significantly, due to a drastic reduction of their availability on the market, another complication to be added to these hard times.

Floatex will cooperate with its customers in order to find the best solutions to avoid that these increasing difficulties will affect excessively the already proven conditions of the market.

On the other hand, we cannot ignore the worldwide scenario, and we shall cooperate to overcome the difficulties, by developing new ideas to sustain the market and to be able, in the future, to breathe above the water line and get back to float properly when this storm will come to an end.

Meanwhile, look after our health: it is, together with our planet, the only irreplaceable luck we have.

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An eye to the past...

Covid19 changed drastically our life, we know that. What we do not have to forget is which was the path that brought us to these days. The human race already faced several problems in the past, and has been able to overcome them, or to cohabit with them. In the same way, we do not forget projects we have been involved in the past,

as sometimes they forced us to look after solutions never thought before, or to obtain results which would cancel all the doubts against "impossible requests". For example, we have been requesting light buoys suitable for few meter water depth, but with important focal planes (between 3 and 4 mt, while water depth did not reach 5mt). In respect to the

IALA regulations, Floatex manufactured a tailor-made solution, thanks to which the focal plane was reached and the low water depth did not represent an obstacle to the stability of the buoy. Other special solutions have been studied to carry on sensors for data collection and have been sold to Universities, National Research Council and many other companies acting

in the environmental and research field. One of these projects included a special buoy, which had to be manufactured to resist to harsh conditions in open sea. Results have been extremely satisfactory and even exceeded the best expectations, confirmed by a report issued by the end user on the complete system.



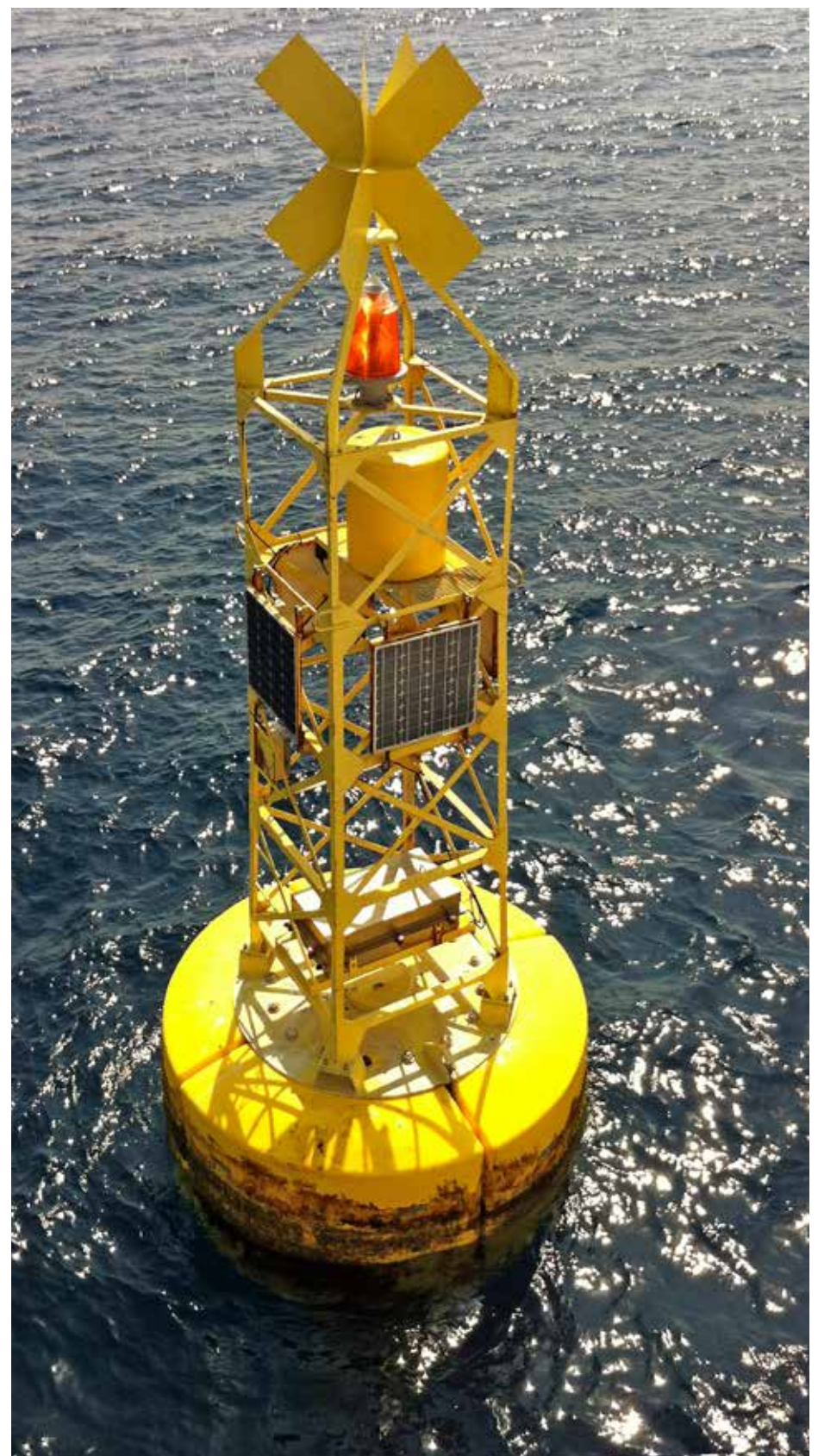
... a vision to the future

But, as far as we are proud for our past projects, the same have to be treated as nothing else but experience for the future.

Despite the dark shadows that are covering the present, we must keep working with a vision to the future. New projects, new opportunities, new cooperation, new developments, new ideas. With new customers and with our historical ones, as it is thanks to their trust in our production and in our quality that Floatex

has been able to exist for more than 45 years.

What the future is asking us is to increase our efforts towards a more eco-friendly production, thanks to solutions with less impact on the planet, but also with new production processes solvent free, no air pollution, less wastes. Floatex is already improving since years its internal procedures, following the related European regulations and reducing the use of inappropriate materials.



Right or...left?



IALA stands for International Association of Lighthouse Authorities. Its base is in France and is active since 1957. Why is IALA so important, and is so important to be part of IALA? For a manufacturer of Aids to Navigation, IALA is the Commander of the Navigation. Its guidelines and recommendation gives a clear indication on the importance of a proper communication while sailing in the sea. Daily visibility is granted by the colour of the buoy and the shape of its accessories, such as top mark or day mark, while the navigation during night is supported by proper lanterns with specific colours and peculiar flash codes. However, IALA is much more: it gives also proper recommendations on the

mooring systems to be adopted, and is constantly working to keep updated its acknowledgment on the latest technologies, in order to define the best accessories to grant a quick and full-detailed communication between vessels, vessels and buoys, vessels and ports, ports and buoys. Being industrial member of IALA means to be member of a big group of recognised companies, but also means to focus the respecting production towards an unique, well identified communication system. This grants safety to people in sea. The importance of being member of IALA is the importance of the IALA itself: emphasizing the scope of safety at sea.



Offshore World

Floatex grants a wide range of production, which covers a good part of the necessary floating accessories for offshore activities. Floatex levelled up its standards during the years to be able to assist properly customer requirements for solutions cost-effective, easy to handle and with high performances. The different requests have been a challenge for the company, which increased its experience and allowed review the production range to higher

standards, or to different possibilities to grant more advantages. In all cases, Floatex followed up the evolution of the market, and turned its internal processes so to obtain the innovations that customers were looking for. As a matter of fact, Floatex supplies its products all around the world, obtaining positive feedbacks on the goods supplied or acting immediately when some problems raise as a consequence of bad environmental conditions or unforeseeable damages.



One request, more opportunities



The variety range of Floatex products has always been seen as a force point when talking to a customer. You can assist a client more than what he expect.

Based on the request of the customer, Floatex is able to propose different solutions to help the client to chose the more qualified option for that specific use.

When looking at the floats for OS&D hoses, also winkerlight might be required.

Small marker buoys may be needed, as well as heavier chain supporting buoys.

If a light buoy for entrance of port is what the customer is looking for, he might also be interested in fenders, both "standard" and angular.

Smaller buoys for internal use can be a support, or even fixed beacons, made in steel, polyethylene or GRP. In some cases, even barriers for anti-pollution could become an additional advantage, as well as floats for dock finger.

A light buoy might be required for dredging operations, where also dredging floats could be of support.

Buoys to hold sensors for the evaluation of specific sea conditions would turn into a new possibility of integration. Several cases where a single request may develop in further requirements, which would brought to major completeness of available tools for the foreseen operations.

The whole package will permit better chance for a great work, granted by high quality solutions suitable for the specific needs.



On site assistance



One of the services 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 technicians 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 40+ 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.



FLOATEX®

FLOATEX SRL ITALY

Via Cave 12 - 25050 - Provaglio d'Iseo (Bs) - Italy
Phone +39 030 98 23 255 - Fax + 39 030 98 23 599
Email: info@floatex.com - Website: www.floatex.com

FLOATEX®

NEDERLAND BV

FLOATEX NEDERLAND B.V

Phone +31 (0)78 - 76 000 96
Fax +31 (0)78 - 76 000 98
Email: richard@floatex.nl - Website: www.floatex.nl