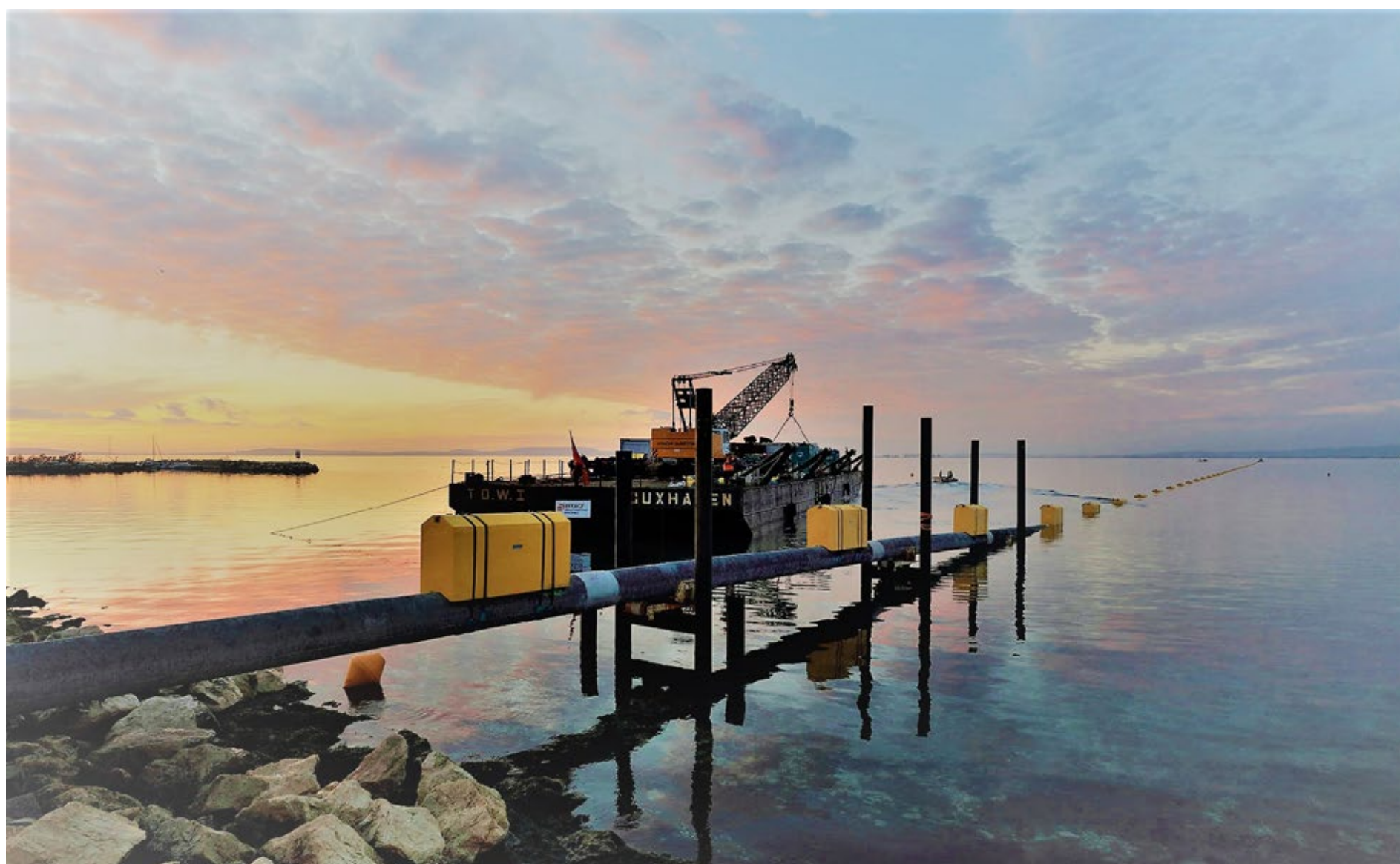


# FLOATEX®

Floatex Magazine n°9 - April 2017

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## 2016 - 2017 KEEP ON FLOATING



Since many years worldwide crisis is affecting the global economy hitting quite all the existing activities and markets.

Of course, also Floatex suffers this delicate situation but so far has been able to find new opportunities and even to improve its services.

First of all, a complete new internal production plan layout has brought a better internal industrial logistic system, reducing as much as possible loss of production time frame.

The new system allows overall faster

production time, reducing inner logistic costs and risks.

All existing machinery received a complete upgrade and overall extra maintenance while moved into the new allocations.

Floatex, in the aim to reduce as much as possible quality problems that may arise by outsourcing policy, is able now to grant the customer a complete line of production including raw materials, pre-mixed components, rotomoulding, elastomer PU spraying and coatings, epoxy resin as well as production of dedicated metal parts

structures.

Despite the effects of the global economy, Floatex has been able to improve the production capacity, confirming the quality of the products and investing in new solutions for the offshore, dredging, aids to navigation, fishery and aquaculture industry.

Another important focus from Floatex is to always carry out its activities fully in compliance with the existing regulations and guidelines, such as ISO, GMPHOM and I.A.L.A.

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## A.to N. – FLOATEX - TIDELAND

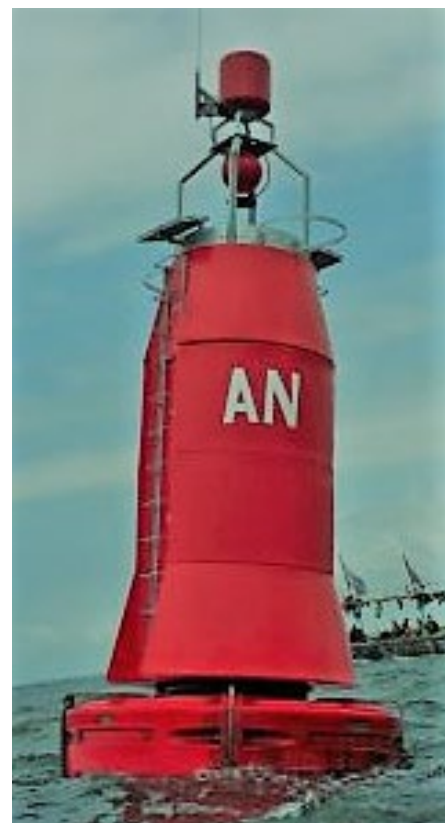
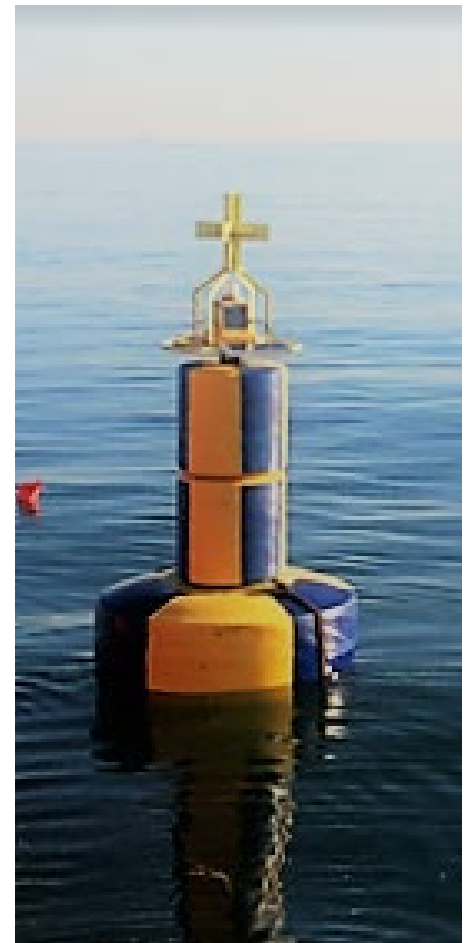
In 2010, Floatex has signed a very important cooperation agreement with Tideland Signal.

Now, entering the 7th years of business relationships, Floatex and Tideland proudly proceed this partnership, which every year more has brought mutual benefits.

The integration between the two companies line of productions has been reinforced by the introduction of the latest technologies and upgrades, and once again, the result is a combination of the top quality solutions for the Aids to Navigation industry.

From small winker lights to 30 miles beacon lights; from small fishing floats to 100T net buoyancy mooring buoys; from small harbour lights to complete explosion proof helideck and offshore platform aids to navigation; and of course all possible floating solutions from surface to deep water.

All above mentioned needs are now available from the combination of Floatex and Tideland signal production integration.





## A.to N. – FLOATEX – TIDELAND & XYLEM

The cooperation between Floatex and Tideland has been influenced in the last year by an important change: Tideland Signal is now entered in the Xylem Inc. group of companies, one of the leading company operating in water technologies.

Xylem efforts are orientated to find possible solutions which could help in solving world's most pressing water challenges Xylem is operating

all over the world and its main products include pumps and accessories as well as Analytical Instrumentations.

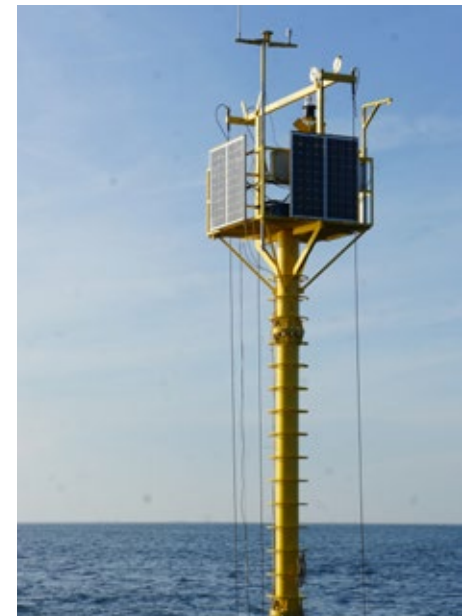
These instrumentations have the purpose to check different water data and also weather conditions in general: Wind speed , Wind direction, Air temperature, Air pressure, Humidity and so on.

Floatex will be able to support Xylem targets by manufacturing and supplying

buoys and articulated/elastic beacons, where the sensors can be installed to collect the required data.

The result is a complete package to be proposed, assuring at the same time an high level of quality, performances and reliability.

The entrance of Xylem in this partnership will surely increase the already interesting potentiality of the previous existing agreement.





## FLOATEX RENEWALS AND UPGRADING

The last years, following the deep crisis, have been difficult for all the companies involved in Oil & Gas activities.

2016 has not been different, but Floatex has been able to find business opportunities even in this bad situation by the so-called "revamping" operations. When new projects are suspended, kept on hold while waiting for better economic conditions, the main issue becomes the maintenance or update of the already existing and working equipment.

In this scenario, Floatex has closed an important contract with Eni Group for the upgrade of the CBM mooring buoy system actually installed in Palermo, in the South of Italy. Thanks to this contract, Eni Group had the opportunity to remove the existing steel buoys, replacing them with

Floatex CBM modular mooring buoys, which will grant to the customer several advantages.

First of all, Floatex mooring buoy is more eco-friendly, being its modules made in rotomoulded polyethylene.

The modules are filled with polyurethane foam, which grants temporally the floatability of the modules even in case of small damages.

Floatex buoys are modular, which means that if only one module is damaged, there is no more need to substitute the whole buoy: only the damaged module can be replaced, with limited expenses rather than in the past. Moreover, the whole maintenance of a plastic buoys is surely limited compared to a steel buoy. The colour is embedded in the plastic, and strictly respects and follows the I.A.L.A. guidelines.

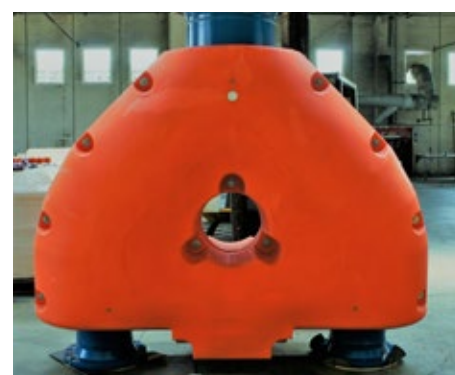


Another important success from Floatex in the innovation field is the rotomoulded "Y" piece reducer. While the steel part is unchanged, the outer cover is composed by two shells made in rotomoulded polyethylene. The floating part is in this way detachable, granting an easier inspection of the metal

structure.

The two shells will be removed, the internal steel structure will be checked with radiographic test, sandblasting, painting and all necessary operations, and then the two shells will be easily refitted to the metal part: the "Y" piece is fully inspected and can start again its work.

After the first piece, installed in 2010, during 2016 other rotomoulded "Y" piece reducers have been delivered in Kuwait, Qatar and Canada, as a proof of an higher interest in this innovating, environmental friendly and high quality proposal.





## DEEP WATER



Since many years one of the main Floatex business is related to the Oil and Gas market and Floatex is a worldwide leader in the manufacturing of deep water floats for the different applications.

Looking at the most important customers, all the most important hoses manufacturer are esteemed customers and are utilising Hinged Bolted Floats or Turnbuckle Floats produced by Floatex.

All products utilised for oil charge and discharge applied on rubber hoses are manufactured fully in accordance with GMPHOM 2009 and cover a

range between the 6" up to 24" diameters of OS&D hoses.

Also midline buoys for use up to 4000mt water depth are part of Floatex range of production, in various dimensions and shapes, depending from buoyancy and characteristics required by the customer.

Floatex manufactures a variety of pipe-laying floats: for an important customer, Floatex has designed and engineered a tailor-made solution, and last year has produced 6000 floats in quite three months, and important thing, this big production has absolutely not affected the daily production.





## DREDGING



In 2016, even in a period of slow business for dredging companies, Floatex has been able to leave a sign in this market by the engineering, production and delivery of a new solution: a dredging float for hoses or pipes with 920mm outer diameter. This has been done in full respect to the needs of the customer, taking care to the quality of

the production, but floats with larger dimensions are also available.

Floatex target is to be always able, alongside its standard production, to meet the customer requirements designing tailor-made solutions, covering a wider range of possibilities in the aim to satisfy the customer needs. Currently, Floatex is

able to propose dredging solutions from 50mm internal diameter (cable floats) up to 920mm internal diameter, but also different dimensions can be analysed, studied and manufactured upon specific valid requests.



## CUSTOMIZED PRODUCTS

Floatex continuously works with an "open mind" view of the market, without missing the several opportunities that can be reached only through a properly new products.

This policy line brought, during last years, to the manufacture of tailor made products such as angular fenders, small mooring

buoys with fender (usually considered for bigger buoys only) or special barriers.

Floatex customized products are sold all around the world and utilised in the Mediterranean Sea as well as along the Iceland coasts or in Madagascar, India, Brazil and Japan.





## INTERNAL DEVELOPMENTS

Floatex target is to improve its range of production.

Technical department, a part from the daily business, is always involved in this process, which brought Floatex to renew a significant part of its line of production.

The result is a range of solutions which combines the latest technologies to the historical know-how on the buoys construction that Floatex has learned during its 40 years life. Moreover, the catalogue has been integrated with the new innovations engineered products manufactured during last years, giving not only a complete overview on actual Floatex proposals but give also an idea of the potentiality that can be used to satisfy customer' needs.

The internal carried out developments have a specific object: give to the customer a final product with high quality, fully in accordance with the rules & regulations

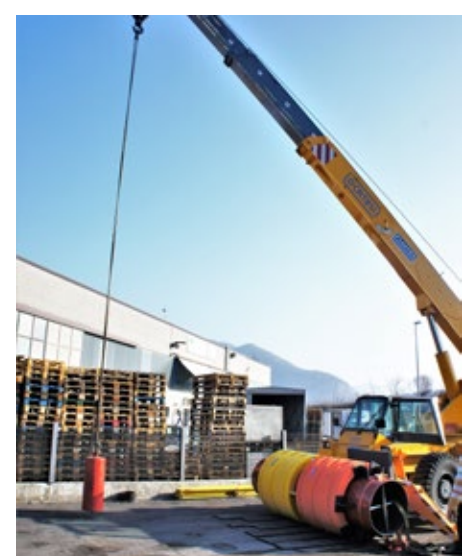
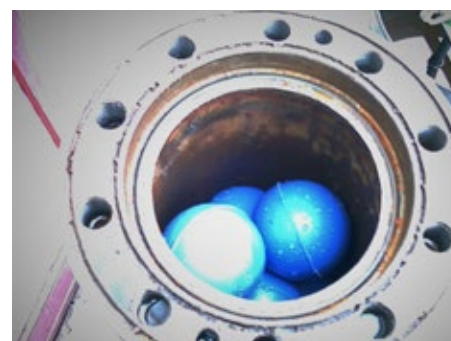
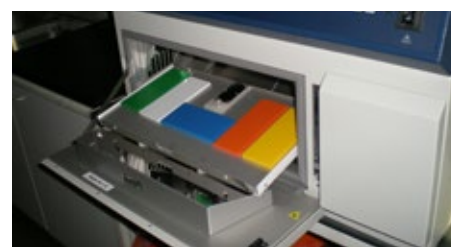
of the specific scope of work (GMPHOM 2009, IALA, ISO9001 for example), capable to grant valuable standards within its lifetime and decrease the environmental impacts.

To reach the above, Floatex has at its premises an internal laboratory where samples from each batch of material are tested. The internal laboratory is equipped with all the tools necessary to check the properties of raw materials before they go into production in order to assure the quality of the same.

A complete after-sales service is granted, with an unique focus:

never leave the customer alone, whatever is the possible problem he could face.

Floatex has always been at customer service for any kind of complain and is able also to locally assist the client whenever possible, avoiding extra-costs to ship back to the factory the damaged piece.





# FLOATEX®



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