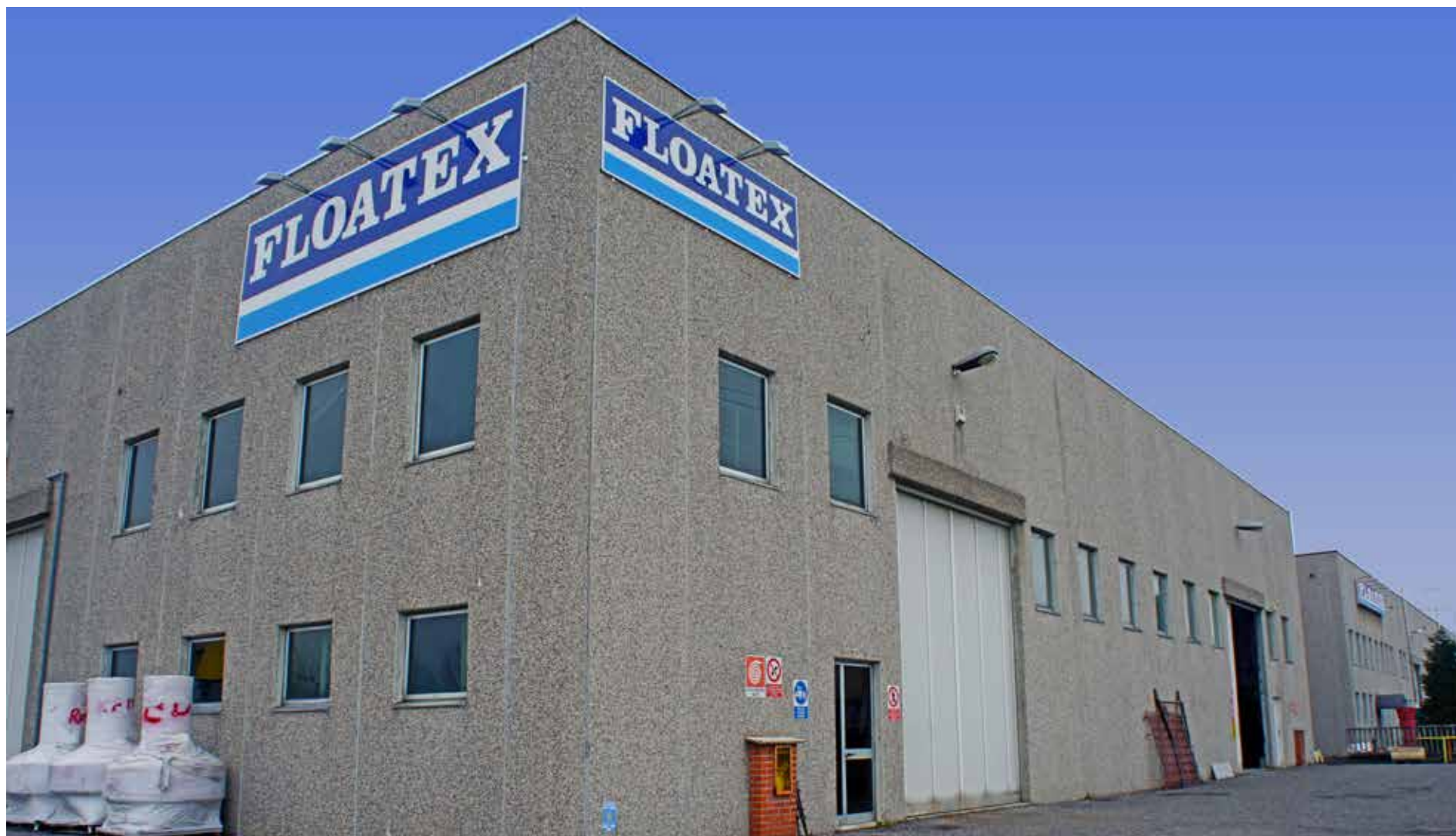


# FLOATEX<sup>®</sup>

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## 2021 - New Challenges

### Facing new challenges in critical scenario



BUREAU  
VERITAS

In 2020, the human being has been facing one of the greatest challenges of the last decades: a pandemic has disrupted our daily routine, forcing us to live between fear, doubts, lack of information and proper acknowledgments to immediately react to this condition.

Once, finally, vaccines were available, and a remote sensation of positive (vibes) was finally ready to spread, other problems raised: we cannot ignore the conflict between Russia and Ukraine, which is not the only one around the world, but it is the closest we Europeans have the displeasure to "see" since many years. In between of the two events, the

global economy changed. Availability of different raw materials dropped down drastically, and the direct consequence was the increase of the prices of the same, with heavy impacts on different companies.

Different sectors were heavily hit by these problems, and many companies suffered from late supplies, reduced cash flow and constant impossibility to duly program over the successive months the works which had to be suspended or cancelled. The effects, obviously, are running throughout the supply chains, creating difficulties in both small factories and global giants from several working

fields, not only those in which Floatex is involved in.

On the other hand, the conflict between Russia and Ukraine also definitely stopped a good number of business opportunities, which turned into reduced revenues and, in some cases, also a temporary closure of activities, with indirect impacts on suppliers or customers not involved with the Russian/Ukraine market.

Last but not least, electricity and gas bills jumped to unforeseeable and unimaginable peaks, with grave effects on the profit margins which brought to a general increase of unit prices of materials and of transport charges.

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## How do you translate quality in true facts?

“Quality”. For sure, one of the most important words when talking about manufacturing procedures. Customers want high-quality solutions, to grant a longer service life with several advantages. During the years, the request for a proven quality has increased, certifications and tests have been defined by the dedicated authorities or the customers themselves issued acceptable criteria guidelines which were shared with the main suppliers.

On the other hand, also manufacturers re-organized, along the years, their internal procedures to duly satisfy

the legitimate requests from the clients. Floatex followed this route and, after years and years of trials, ideas, opportunities and evolutions, reached a recognized top quality standard.

“Not all donuts come with a hole”, but the target is to keep high quality level of productions starting from the small order up to the biggest projects. Time is money, but shortening the time of the production process should not effect the quality of the product: so, how is a real quality (and not only a supposed one shown on papers) reached?

Laboratory:

Floatex has an internal laboratory, where all the raw materials are duly tested. Only if obtained value are exceeding the minimum acceptable levels, then the material is approved for use in production procedures.

Products:

The products have to be manufactured with dedicated attention to the main details, following international standards and guidelines. Optimized stage production line reducing costs and enhancing of the product has been successfully achieved.

Quality Control: The

importance of having a constant control over the quality of the production, as well as proper F.A.T. to confirm the product has been manufactured in accordance with the customer expectations.

Handling:

Floatex has to properly handle the products during the several production phases. This is granted by different equipment directly owned by Floatex, such us a crate from 16T lift force, forklifts and overhead crane, that permits proper handling both during internal movements and also during loading operations.





## Evolution of a product

Floatex production has developed along the year. How? Thanks to a long process which is still in place.

The first trials, the first ideas, developed into some products of satisfactory results: but from that moment ahead, the typical evolution of the concept took place.

So, engineering team and management worked hard to properly increase the quality of the specific item, reducing the eventual risks arisen from an

old-fashioned system and duly developed new designs.

This has been possible also thanks to the customers: during its existence, Floatex has always been involved in profitable discussions with the customers, the end users or the installation companies, in order to receive proper feedback from the operators and highlight the possible difficulties during the several installation & working processes.

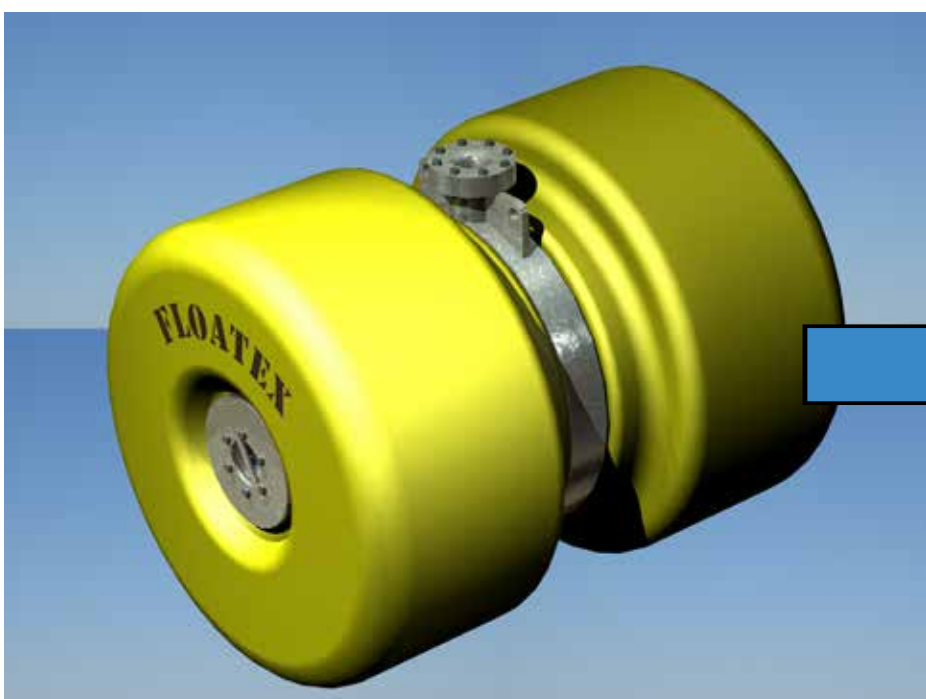
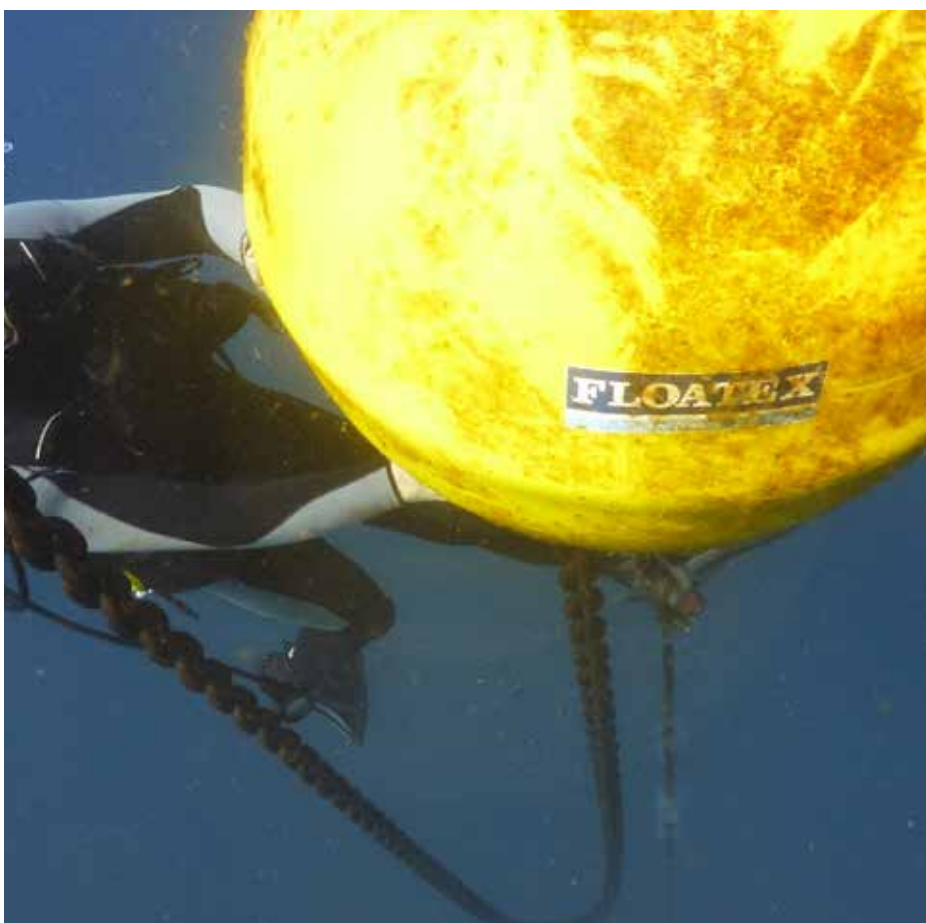
This has represented a golden opportunity to constantly revise the configuration of the products, or to push the search for innovative materials with better mechanical characteristics.

In other cases, it has helped to study totally new concepts, and create consequently new products with peculiar characteristics, properly made for a specific job.

These equipment have turned to be great occasions also

for other customers, which developed similar projects all over the world by using the new engineered products and technologies.

Different tools have been used along the years, from a pen and one paper to the latest computer systems, but the concept behind this work never changed: the evolution of a product, to constantly reach its best performances and match all the existing specifications, to supply a reliable solution.





## Daily working on special projects



One of the most particular (and, in some cases, fascinating) aspects of our work is that each and every request has its own history. Even when the same item is required, the process that brought the customer/end user to chose that specific item. Not rarely, the same product had to be supplied with slight differences compared to standard Floatex range of production: different materials for the connection system in our OS&D floats, small changes in the positioning of batteries or solar panels for special monitoring buoys, additional details on standard design of offshore accessories and so on. Daily work is what keeps a company alive but, in our case, we can never talk about daily work in the sense it should be. Every day, a new request could potentially contain modifications, adaptations, adjustments, revisions, discussions, meetings. Where this could be an obstacle to those companies

working on standard range of solutions, Floatex always saw this extra work as both a grateful experience to be earned for future enquiry and also good market opportunities that could lead to further requirements. The main example of tailor-made solution is an elastic beacon, where water depth, environmental conditions and eventual instrumentations to be connected defines the final configuration: however, the most common way to have the same product different per each request is an Aids to Navigation, where different colours can be required based on the specific signal they have to represent. Years of experience in running after all the small deviations required, keeping the same quality standards, has brought to positive effects on both reliability of Floatex internal working procedures and continuity along the years, for a company existing since 1976.



## IALA - ISO - OCIMF

Quality is one of the most important aspects within Floatex production. Better spend some time and money more, but be able to supply a product that will last

long, grant the customer a safe persecution of its purposes, and give the end user good performances for the scope of work these items have been manufactured.

Many international entities turned to be the official guidelines in the manufacturing procedures, depending on the specific type of material.

In our field, we follow three worldwide known organizations: ISO, IALA and GMPHOM.

### IALA (International Association of Marine Aids to Navigation and Lighthouse Authorities)

Founded in 1957, this intergovernmental organization provides advices and nautical expertise to grant safe sailing. The change from NGO to IGO started several years ago and turned official at the beginning of 2022: this change of status is the completion of a long process and is the peak of years of hard work and

dedication to constantly upgrade and renew the regulations that has allowed a secure and properly defined navigation across water.

Floatex had an active role within IALA and proudly supported the evolution during the years: the efforts in keeping regulations updated and in developing good relationship between all the parties in order to create an high efficiency system was one



of the steps that allowed this important change of status, where IALA indications will have a major importance within the A.to.N.

world and will be mandatory to be followed, avoiding the marketing of not-professional productions.



### ISO (International Organization for Standardization)

Founded in 1947, this organization develops and publishes standardization in all technical and nontechnical fields other than electrical and electronic engineering. In full respect to ISO9001, Floatex follows up all the

guidelines mentioned and is timely checked by approved inspectors to get the certification renewed.

Moreover, Floatex started and bring ahead the necessary procedures to receive ISO14001 certificate, to confirm its efforts in an efficient environmental activity.

### OCIMF (Oil Companies International Marine Forum)

Founded in 1970, this organization was born as a consequence of the increasing public concern about marine pollution, particularly by oil. Within the several OCIMF Publications, one of the most important for Floatex scope of work is the Guide to Manufacturing and Purchasing Hoses for Offshore Moorings (or GMPHOM), published in 2009 and mainly indicated for

hoses manufacturing: however, this book gives important indications that indirectly reflects on our products, i.e. the dimensions of the floats collar where Floatex products can be allocated. Floatex has an entire range of production fully covering the list of float collars diameter and also few dimensions specifically made out of standards for peculiar requests from customers.







## 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.



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