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FILMOP IN THE WORLD AND THE STRENGTH OF AN INTERNATIONAL NETWORK

Filmop's global dimension is rooted in a solid and structured industrial model. Starting from the main facility in Villa del Conte, a state-of-the-art production plant, the company has grown to export its solutions to over 80 countries worldwide, establishing itself as a leading supplier in major international markets.... **pag 4**



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CONSCIOUS CHOICES
CERTIFIED EFFICIENCY
THE FUTURE OF CLEANING

In this interview, Francesca Zorzo, Sales Director of Filmop International, explains why third-party guarantees represent the true competitive advantage of the professional cleaning sector.

The professional cleaning sector is undergoing a transformation. The keywords are quality and responsibility. Verifiable data is the key to success.

Today, compared to the past, our industry poses extremely conscious and transparent choices. Performance equipment designed to ensure maximum efficiency and save resources during daily work. Rather than chasing the latest trends, professionals with solid, hygienic, and safe systems are cleaning the environments being cleaned.

How do you navigate a market that increasingly demands verifiable data and guarantees on supplies?

The only serious and credible path is relying on independent bodies that are widely recognized at the European level. Contractors and clients need reliable data. At Filmop International, we have verified market certifications: EU Ecolabel for textile cleaning, Plastic (P) for polypropylene, and certification for multi-purpose cleaning. The American market, for the safety of manual cleaning, responds with absolute precision to the requirements of the Environmental Criteria (M).



THE EVOLUTION OF CLEANING: BETWEEN CERTIFIED SAFETY AND GLOBAL PRESENCE

Welcome to this new issue of FilmopTalk.

In this edition, we have chosen to highlight our **international dimension** and our **ongoing commitment** to concrete and measurable **transparency**.

In the following pages, we will take you to discover our **overseas network**, delving into the solutions that have driven our growth worldwide: from the Equodose mechanical dispenser, a key strength for the American market with FilmopUSA, to the Uni-Connect coupling system, which earned the French subsidiary DME the prestigious award at the Europropre exhibition in Paris.

Then, space for current events with an analysis of the entry into force of the new **European anti-greenwashing regulations**, a fundamental step that rewards those who have always invested in reliable and verifiable data. Closing this issue is an interview with **Francesca Zorzo**, focusing on the importance of guiding the industry toward **real efficiency, material quality, and long-term durability**.

Enjoy reading.

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FILMOP IN THE WORLD AND THE STRENGTH OF AN INTERNATIONAL NETWORK

Filmop's global dimension is rooted in a solid and structured industrial model. Starting from the main facility in Villa del Conte, a state-of-the-art production plant, the company has grown to export its solutions to over 80 countries worldwide, establishing itself as a leading supplier in major international markets.

What makes the difference in this global growth journey is the decision to maintain a direct presence in the most strategic geographical areas through its overseas subsidiaries. The direct presence of "FilmopUSA" in the United States and "DME" in France makes it possible to combine the excellence and engineering quality of Made in Italy with a deep knowledge of local regulations, dynamics, and operational needs.

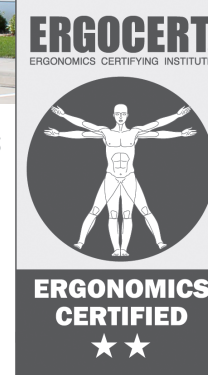


FILMOPUSA AND THE MILESTONE OF CERTIFIED ERGONOMICS IN THE UNITED STATES

Headquartered in Texas, the "FilmopUSA" subsidiary serves as the operational and logistical hub for distributing Filmop solutions throughout North America. The US market is showing increasing attention to safety, operational efficiency, and operator well-being in the workplace. In this scenario, recently obtaining the **ErgoCert ergonomic certification** for the Alpha and Morgan multi-purpose trolley lines represents a **strategic lever** of extraordinary commercial value.

The recognition granted by ErgoCert holds full legal validity in the US market as well, providing FilmopUSA with an objective and scientifically tested argument. For American companies and facilities using **Filmop trolleys equipped with 250 mm wheels**, this achievement translates into the guarantee of using equipment designed to **reduce biomechanical overload and prevent musculoskeletal disorders**.

Thanks to the extensive coverage provided by the Texas hub, FilmopUSA continues to consolidate the brand's reputation as a synonym for innovation, ergonomics, and reliability in the American professional cleaning landscape.



DME AND RISK PREVENTION AT THE HEART OF THE FRENCH MARKET

In Europe, the direct subsidiary "DME" forms Filmop's operational arm for the entire **French territory**. Through a highly specialized distribution and sales network, DME supports cleaning companies, healthcare facilities, and local partners on a daily basis, spreading a culture of cleaning focused on sustainability, safety, and health protection.

The strength of this direct presence received recent and prestigious confirmation during the 18th edition of the "Euro-propre exhibition in Paris". During the event, the *Fédération des Entreprises de Propreté, d'Hygiène et Services Associés* (FEP), in collaboration with *AG2R La Mondiale*, awarded the **"Occupational Risk Prevention Award"** (*Prix Prévention des risques professionnels*) to Filmop and its subsidiary DME.

The award was bestowed upon the innovative Uni-Connect system, the universal coupling that allows instant and completely safe connection of all tools required for surface cleaning. This solution enables operators to use a single handle to switch from windows to floors, significantly easing operations, preventing muscle fatigue, and drastically reducing the risk of workplace injuries. An award that demonstrates how **DME's presence in France is a guarantee of value and safety for the entire industry**.



EQUODOSE: THE MECHANICAL DISPENSER THAT WON OVER THE AMERICAN MARKET

In the landscape of on-demand soaking solutions, **Equodose** confirms itself as one of **FilmopUSA's workhorses**, recording steady success in healthcare and commercial facilities throughout North America.

The secret to this appreciation lies in its ability to address two of the US market's most pressing challenges: **strict cross-contamination control** and the **reduction of water and detergent waste**.



Equodose is a **"fully mechanical" dispenser** designed to allow on-demand, on-site soaking of mops, integrating seamlessly onto the Alpha trolley line. Via a practical graduated ring nut, operators can adjust the amount of detergent solution with absolute precision "from 50 to 350 ml" based on the floor type and soil level.

Unlike traditional methods, Equodose soaks only the bottom part of the mop intended to come into contact with the surface, avoiding unnecessary chemical dispersion and ensuring that every area is treated with a fresh, perfectly dosed mop every time.

To ensure maximum safety in high-risk environments such as hospitals and nursing homes, both the dosing ring and the graduated tank are equipped with a **removable safety key**, preventing tampering or improper use by unauthorized personnel.

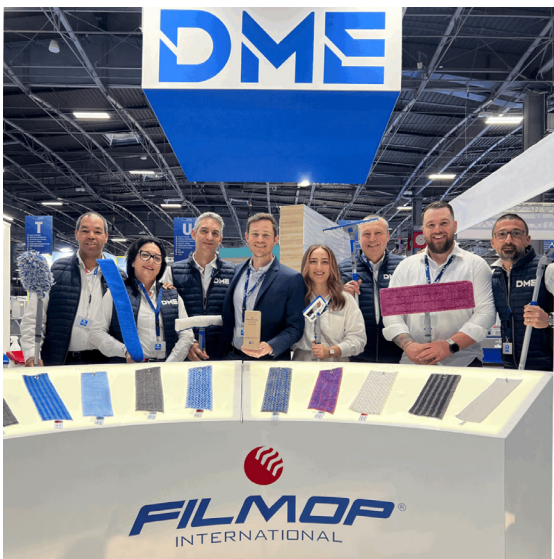
Available in **single or dual-tank versions**, Equodose requires no electrical power supply or batteries to dispose of, proving to be a 100% eco-friendly, recyclable technology essential for optimizing cleaning companies' operational costs.



UNI-CONNECT WINS DME THE PRESTIGIOUS EUROPROPRE AWARD IN PARIS



The Uni-Connect universal coupling system achieved a major international milestone, winning our French subsidiary DME the prestigious "Prix Prévention des risques professionnels" (Occupational Risk Prevention Award) at the 18th edition of the Europropre exhibition in Paris. The award, presented by the *Fédération des Entreprises de Propreté, d'Hygiène et Services Associés (FEP)* in collaboration with AG2R La Mondiale, recognized **Uni-Connect** as an **outstanding solution for protecting operator health and safety in the workplace**.



The strength of Uni-Connect lies in its ability to instantly and **safely connect the entire range of window, surface, and floor cleaning tools** to a single telescopic handle or pole.

Thanks to the special terminal cone equipped with a locking clip, operators can switch in seconds from a floor frame to a dusting tool, all the way to window squeegees and scrapers for high-level glazing, without ever risking accidental tool release, even under heavy stress.



In addition to speeding up operations, Uni-Connect revolutionizes trolley ergonomics: working in synergy with the dedicated holders for Alpha and OneFred trolleys, it enables attaching and detaching frames touchlessly and without bending down. Simply insert the connector into the trolley holder and tilt the handle to remove the tool in a flash, keeping the workstation neat and eliminating the risk of injury and muscle fatigue for operators.



THE ANTI-GREENWASHING TURNING POINT HIGHLIGHTS GENUINE AND TRANSPARENT CERTIFICATIONS

The entry into force of the new **European anti-greenwashing regulation** marks a fundamental turning point for the professional cleaning market and the entire sustainable industry.

At Filmop, we welcome this regulatory milestone with great satisfaction: indeed, **our corporate philosophy has always rejected the shortcuts of vague self-certifications, self-assigned marks, or generic environmental claims lacking verification.**

From the very beginning, our choice has been to demonstrate the ecological value of our products through official, rigorous certifications issued exclusively by third-party and independent bodies.



A historical journey of concrete and measurable commitments bears witness to this. Filmop was the first Italian company in the sector to achieve the **Second Life Plastic (PSV)** certification, which was followed over time by the **EU Ecolabel** mark of environmental excellence for textile lines and trolleys, the **UNI EN ISO 14001** corporate environmental certification, the certified system for **calculating the Product Carbon Footprint** (UNI EN ISO 14067), and prestigious corporate sustainability awards such as the **EcoVadis** medal. These are objective guarantees, achieved after strict audits and based on scientific analysis throughout the entire product lifecycle.



Product certification valid for a range of plastic products



Product certification valid for a range of textile products



Product certification valid for a selection of wheeled cabinets



Product certification valid for a selection of wheeled cabinets



Naturally, the entry into force of the new directives will also require precise work on our part: corporate communication and marketing materials will be carefully reviewed and refined to ensure full compliance with the new legal parameters. However, we consider this adaptation to be a thoroughly positive step. **Bringing clarity** and eliminating the confusion created by ambiguous or unverified eco-claims **protects buyers** and **rewards those who genuinely invest.**

Providing maximum transparency and reliable data can only benefit the market, laying the foundation for a truly and responsibly sustainable economy.



OUR EXPERTS

CONSCIOUS CHOICES AND CERTIFIED EFFICIENCY FOR THE FUTURE OF CLEANING

In this interview, Francesca Zorzo, Sales Director of Filmop International, analyzes the evolution of the professional cleaning sector, explaining why material quality, performance measurability, and third-party guarantees represent the true compass for the market.

The professional cleaning sector is undergoing a profound evolution, where the keywords are quality and responsibility. What is Filmop's vision regarding this change?

Today, compared to the past, our industry possesses the knowledge and technical tools to make extremely conscious and transparent choices. For Filmop, the priority lies in offering high-performance equipment designed to ensure maximum durability over time and to minimize the waste of resources during daily work. Rather than chasing superficial claims, the real challenge is to provide professionals with solid, hygienic, and safe systems capable of protecting both the operator and the environments being cleaned.

How do you navigate a market that increasingly demands objective verification and guarantees on supplies?

The only serious and credible path is relying on official certifications issued by third-party, independent bodies that are widely recognized at the European level. Contractors and clients need reliable data. At Filmop, we have indeed invested in authoritative and verified marks: the EU Ecolabel mark for textile lines and selected Alpha trolleys, the Second Life Plastic (PSV) certification for recycled polypropylene trolleys and buckets, the ErgoCert ergonomic certification for multi-purpose trolleys in the Alpha and Morgan lines, and the OEKO-TEX standard for the safety of manual cloth microfibers. This transparent approach enables our partners to respond with absolute precision to the requirements of tender specifications and Minimum Environmental Criteria (CAM).

Which solutions in your range best embody this pursuit of efficiency and consumption rationalization?

All Filmop innovation is designed to combine hygiene, effective performance, operator health protection, and reduced water, detergent, and time consumption. For instance, I am thinking of our mechanical dosing and on-demand soaking systems like Equodose, which allow detergent solution to be dosed directly on-site with extreme accuracy, eliminating waste. Or our range of modular trolleys manufactured with PSV-certified recycled plastic components, which deliver the same sturdiness, lightness, and reliability as virgin material products, while also ensuring complete recycling of the equipment at the end of its lifecycle.

What is needed today to guide the market toward purchasing decisions based on real value and durability rather than just the initial price?

A long-term vision is required, along with an evaluation culture based on the total cost of ownership ("Total Cost of Ownership"), rather than solely on the initial purchase price. When considering an equipment's entire lifecycle, build quality, modularity, and material resistance prove to be the real cost-saving factors. A sturdy, ergonomic, and easy-to-use cleaning system reduces the need for frequent replacements, cuts training time, limits resource waste, and protects operator health. When companies and clients evaluate overall process efficiency and return on investment over time, choosing equipment stops being a mere cost and becomes a genuine value investment.

Francesca Zorzo
Sales Director
FILMOP INTERNATIONAL

A close-up photograph of a FILMOP machine, which is a specialized tool for creating decorative fringes on fabrics. The machine is primarily grey with blue accents. A gloved hand is shown operating a blue lever that controls a mechanism with a circular scale marked from 50 to 350 ml. The machine is processing a blue fabric with a white fringe. The background is dark and out of focus.

FILMOPTALK

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