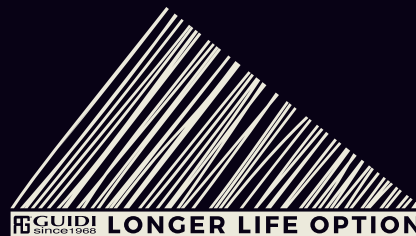


WE ONLY MANUFACTURE WELL DONE PRODUCTS, DESIGNED AND MADE TO LAST OVER TIME





ROCK-HARD PRODUCTS, MADE TO LAST

Sustainability also means creating products made to last over time.

We work *for the sea*, but our products are born in the mountains.

We live surrounded by the mountains, and we are used to their magnificence and their strong, sturdy, powerful presence. There is no better comparison to convey how durable our products are. They are born here, and they are just like the mountains around us: they are **sturdy, robust, and long-lasting**.

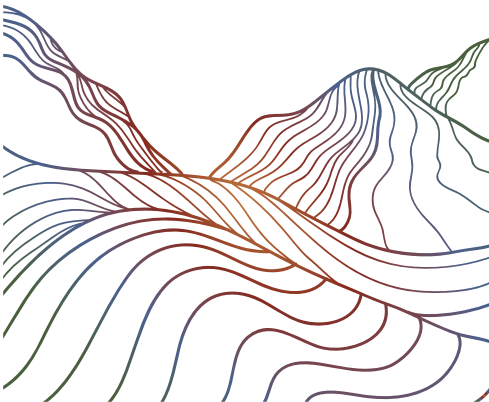
Mountain chains form as a result of geodynamic phenomena, and they undergo a **constant transformation process**. They are shaped by the erosive action of the elements, the flowing of streams and rivers, the power of the sea, or extreme natural events like earthquakes, tsunamis, and volcanic eruptions.

Though in a less extreme - and less powerful - way, our products, too, are the result of **painstaking design, constant research** along their entire life cycle, and **continuous transformations** aimed at improving them, increasing their performances, and constantly extending their life.

The mountains are an ancient and sensitive environment. They teach us how far we are from being able to preserve nature, ecosystems, and the space that we live in. Suffice is to think of glaciers, which are disappearing, or of the once-heavy snowfalls that no longer occur...

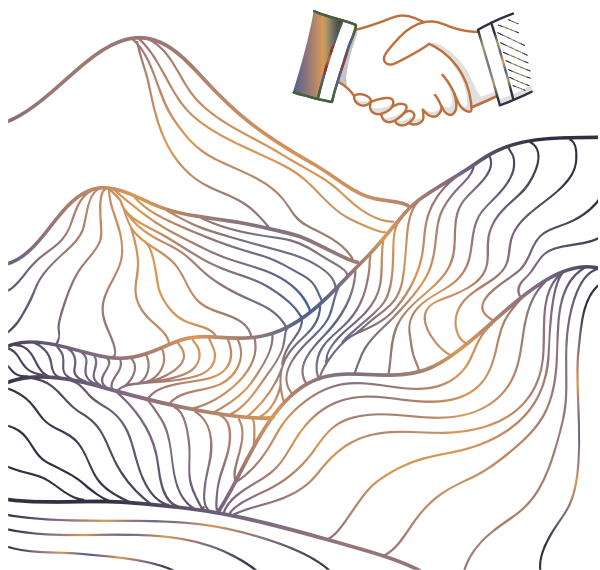
We witness these changes on a daily basis, and this is why we keep changing the way we work, to make it more sustainable: from processes to finished products, from their use to their recycling.

Here is our **longer life option**!



GUIDI'S RECYCLABLE AND LONG-LASTING PRODUCTS

Our longer life option



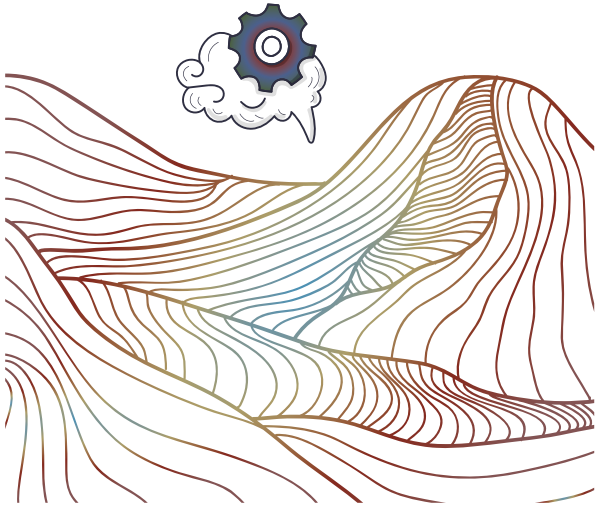
● Reliability

One of our hallmarks is undoubtedly great reliability - one of the core values that, for over half a century of activity, have made our brand one of the best-known and most respected in the Italian boating industry.

Our reliability stems from specific choices consistently made over time: **to design for longevity and to offer long-lasting products** - the longer life option of Guidi products.

WE CHOOSE TO DESIGN FOR LONGEVITY

Our longer life option



Our objective

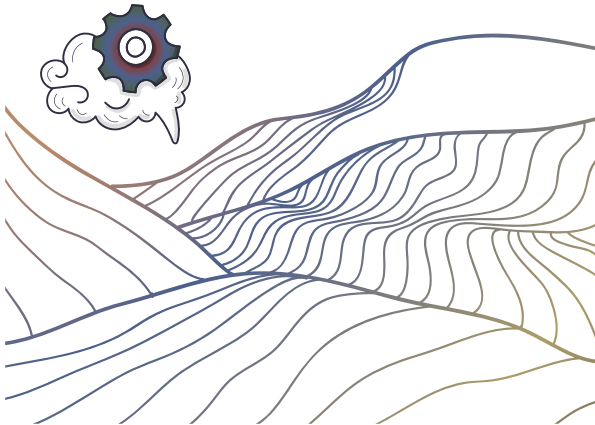
Design takes place by integrating technical, economic and environmental aspects, **aiming to constantly extend product life.**

Studies and choices regarding the product life cycle are crucial for design. We identify the individual stages in the life cycle of a product to assess their environmental impact (e.g., energy and materials, water consumption, emissions into the atmosphere and into the water, and waste).

Research on product life cycle is constant, with the goal of identifying any environmentally critical or problematic stages. The data obtained from these analyses are used to make additional, appropriate improvements at all levels, **from design to sales.**

DESIGN

Our longer life option



The basis

Some of the features that make our products extremely durable include the following:

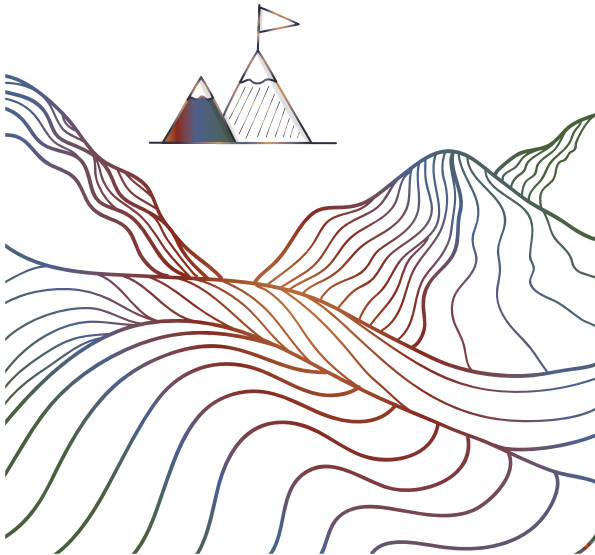
- the use of high-quality raw materials
- the use of constantly-evolving advanced technologies
- the ease of repair of the products

The life of a product is also influenced by how it is taken care of by its owners. We can provide useful information for proper maintenance, although all our products need very **limited ordinary maintenance**.



A LONG-LASTING DECISION

Our longer life option



• We haven't done it for over 50 years

There is one thing we have never been able to do in over fifty years of activity: to design for so-called planned obsolescence.

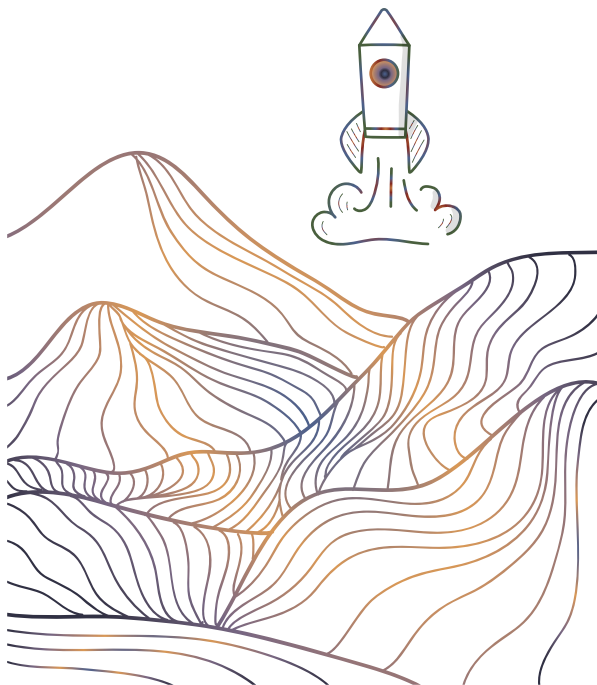
Up until the mid-20th century, durable commodities were generally considered as investments and, within a certain reasonable cost, they were designed to last as long as possible.

Later on, planned obsolescence - the purposeful reduction of a product's life - became the standard, driven, among other things, by the need to curb costs, to ensure easy disposal, and to offer trendy, fashionable products.

This is a must, for us: we have never been able to do so, and we have no intention to learn. A long-lasting decision!

DURABILITY

Our longer life option



● A high-performing life

Durability is a product's ability to perform its functions at best, in the long term, and in its intended usage conditions, without requiring expensive or time-consuming maintenance or repair.

Guidi products have **one core feature**: they last long. Even too long, one is sometimes tempted to say.

Every product is **extremely durable**, supported by quality and operation guarantees, and preserves the physical and mechanical features of the materials it is made of over time.

Very limited ordinary maintenance is required during product usage and management.

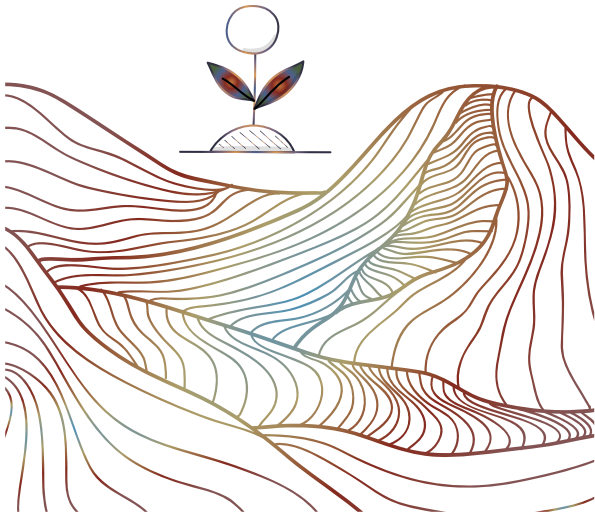
Disassembling the various components is extremely easy, which means that the life of materials can be extended beyond that of individual components.

Indeed, after disposal, thanks to processes that allow to obtain secondary raw materials, every product is almost fully recyclable.



ROCK-HARD, BUT ALSO BEAUTIFUL

Our longer life option



● Durable does not mean ugly

In his *Symposium*, in Diotima's speech, Plato wrote: do not think: *"that anything that is not beautiful is necessarily ugly"*.

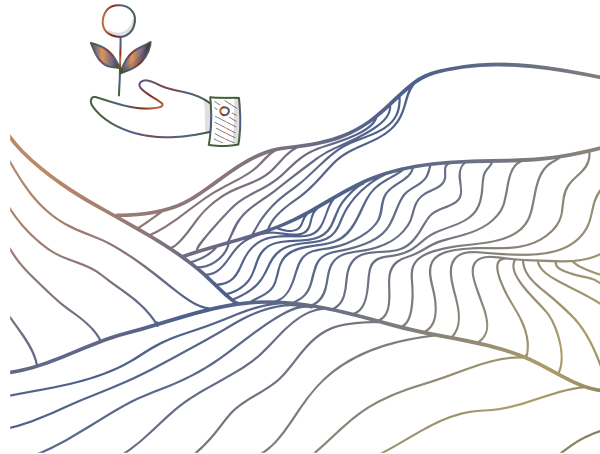
We create products made to last and to be beautiful, highly evocative of our country and its style.

Ours is a technical product, and is thought to be performing and have all the key features mentioned in these pages. But there is more: we also endow it with stylish design, lines, and finishes.

So, beauty itself is no longer ephemeral. Beside a rock, there should also be a flower.

WE PREFER PREVENTION

Our longer life option



● Prevention is better than cure

Our products have a limited environmental impact. Besides being durable, when they no longer work or can no longer be repaired, our products can be dismantled into every single component and recycled.

To us, the fact that our products can be recycled is extremely desirable, but their being extremely durable is far more important.

According to Bernardino Ramazzini, a social physician and a visionary scientist who lived in the second half of the 17th century at the House of Este, *prevention is far better than cure*.

In the hierarchy of waste, **we choose prevention**. Recycling reduces waste, but does not minimize it - this is an important distinction.

The waste hierarchy order suggests that longer-lasting products and improved after-sale services, with the aim of extending product life, should have priority over recycling, which is ranked third.

THE WASTE HIERARCHY

Our longer life option



There are **priorities**

The waste hierarchy is a priority order contained in the Waste Framework Directive (Directive 2008/98/EC), which sets forth provisions and policies for waste disposal in the European Union. It consists of a series of preferred approaches for a management of waste that will minimize environmental impact.

Priorities in waste management (source: economiecircolare.com)

The hierarchy is as follows:

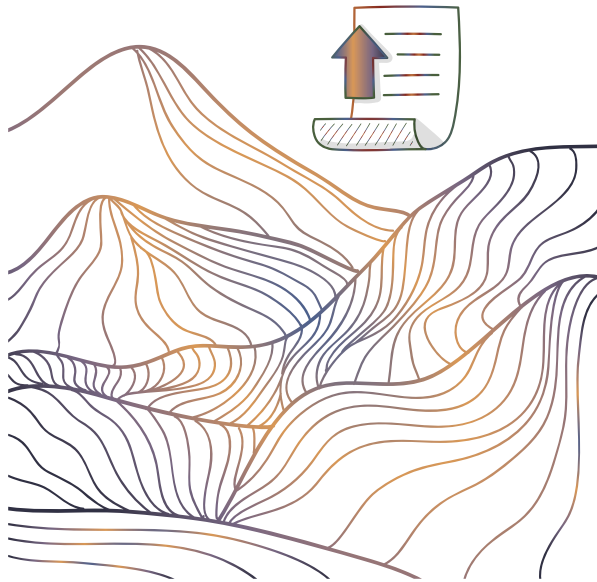
- prevention
- preparation for reuse
- recycling
- different kind of recovery, for example energy recovery
- disposal

This priority scale encourages the adoption of practices and policies that mainly aim at reducing the production of waste, i.e. the design of products made of sustainable materials, capable of avoiding waste and suitable to be separated, reused and routed towards recovery.



ACTIONS ON THE COMPANY LEVEL

Our longer life option



● Certifications

Many manufacturers have reduced water and energy consumption and increased the percentage of recycled materials used for their products, but they have not extended product life.

At Guidi, we have focused on long-lasting products and **embarked upon a path aiming to change**, the positive and constant evolution of processes, consumption, and recycling.

We have set high quality and sustainability standards to implement in our processes. We obtained the ISO 9000 quality management certification in 1996 and the ISO 14000 environmental certification in 1998 - certifications, monitored by external bodies, that are crucial to constantly improve manufacturing processes and company life.

We are now working to also obtain the **ESG Environmental, Social and Governance** certification. It's not just about checking boxes. It's about making the difference, for our business and for our world. And about achieving long-lasting results that will promote value and enhance growth, while also strengthening our environment and our society.

ACTIONS ON THE COMPANY LEVEL

Our longer life option

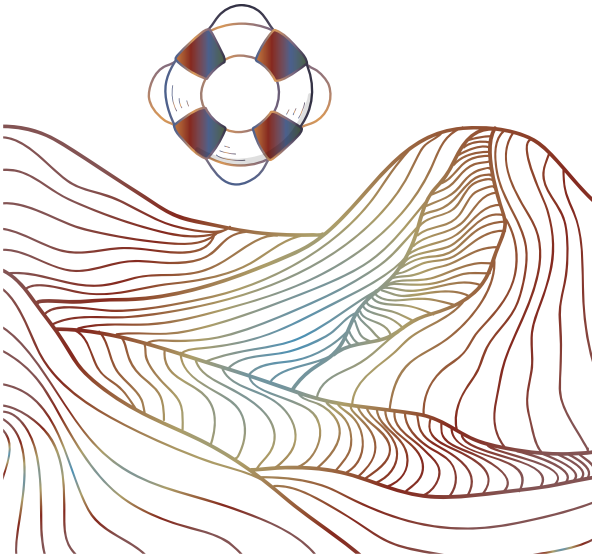
● Applications

Here are the main measures we take to make our products more durable: constant advancement of technologies, raw materials selection, design in cooperation with experienced technicians and the university world, a strong focus on everyone's work conditions, safety, training, commitment to recycling and recovery, internal logistics, constant cooperation with certification and inspection bodies. Some examples...

In 2010 we set up a solar panel park on our company's roof. Today, **the solar energy** it generates covers about 30% of our needs.

We recycle the water produced by compressor condensation. Condensation is converted into water, mixed with oil, and then used to cool down components during manufacturing. A water-oil emulsion lubricates the parts being processed: it captures the chips and, not being pure water, does not cause any corrosion or rust in the machinery. At the end of the process, the emulsion is then appropriately disposed of as hazardous waste.

We have arranged an area with **containers internally equipped** to store exhaust oils ready for disposal - a functional solution that ensures order, cleanliness and safety in our company.



ACTIONS ON THE COMPANY LEVEL

Our longer life option

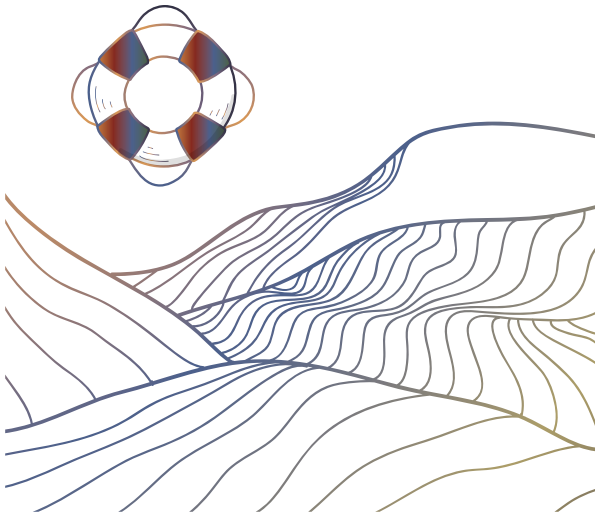
● Applications

We do not purchase filling materials for packing, but **reuse the paper** used in offices. We use document shredders to recover it and we keep it clean, so that it can be recycled after being used.

Safety training is constantly provided within the company, through regular refresher courses. Courses are also held on the use of new equipment. Considerable investments in **new technologies and equipment** have been made over the last few years. We are proud of our average of 1 accident every 5 years.

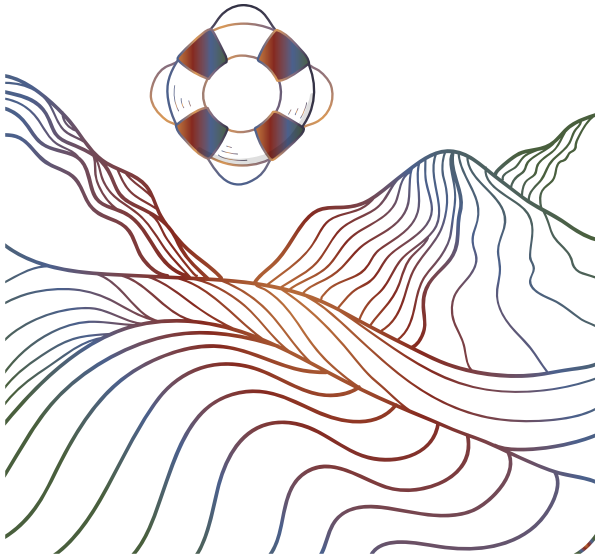
We have started **works to enlarge the company** and improve its internal logistics, so as to have more space available for the installation of new equipment and the implementation of new vertical warehouses.

Enlargement activities include the purchase of a ruin that will be restored into a **multipurpose area** to host exhibitions, meetings, courses, and other activities targeted at our employees and the local community.



ACTIONS ON THE COMPANY LEVEL

Our longer life option



Applications

We have carried out an **internal analysis of our environmental impact, based on the life cycle of our products**, and we keep updating it to make sure it reflects any changes and improvements made within the company and in the supply chain.

This assessment analyses the environmental impact of the products manufactured by the company, from the extraction of the raw materials used for components, to the treatment of materials at the end of their life.

This enables us to assess environmental impact through a more holistic approach, which takes into account all the phases which make up the life cycle of our products, going beyond the activities performed at our manufacturing site to also include all subsequent and connected stages and their respective impacts: the purchasing of raw materials, design, manufacturing, transport, delivery, usage, and end-of-life disposal.





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