



PRESS RELEASE

Growing success for Wave International

Wave International is a UK-based manufacturer and supplier of innovative technical filtration products. The company's focus is on marine conservation with its bilge and grey water filters designed to reduce oil and microplastic pollution created by commercial and leisure craft.

Wave's products are supplied worldwide through a network of global distributors, and over 80% of its business is international.

Just prior to the Covid-19 pandemic, Wave had appointed Genoa-based Stelio Bardi Srl as its new distributor for Italy, Monaco and Malta for Wave's MiniBOSS oil water separators into Italian shipyards, mega-yacht builders, ship owners and consultants. Approved by the International Maritime Organisation, the MiniBoss oil water separator ensures that bilge water to the required legal limits is discharged overboard from vessels that range in size from leisure craft, to superyachts and commercial vessels, workboats and ships.

"The pandemic hit just as we signed the distributorship appointment," said Wave's managing director Paul Gullett, "so we weren't expecting any business for the foreseeable future. However, with lockdown restrictions lifting in Italy, we're delighted to have just received the first order from Stelio Bardi for a MiniBOSS system for a superyacht."

This order has already been shipped and the company says it has a number of potential orders in the pipeline for more superyacht customers.

In the last week, Wave has also seen business coming in from Penguin Shipyard in Singapore, with an order for stainless steel filtration systems for wind farm support vessels.

"Closer to home we have also had forward orders for a number of small luxury cruise liners through a shipyard in the Netherlands," says Paul. "A significant contributor to our success is ongoing development of new products, as well as managing and motivating distributors based throughout the world. This has enabled Wave to spread our supply capabilities across a wide range of leisure craft, superyachts, small commercial vessels and big ships."

Established in 2000, Wave has increased its sales significantly over the past two years, doubling it in year 2018-19 through its ongoing work managing and motivating internationally-based distributors. Paul says, "Wave's success is due to our international partnerships, and having a UK-based filter manufacturing facility with an experienced

development team which gives us the ability to go through the product development process, swiftly bringing new products to market to meet our varied customer's needs and to protect the marine environment."

More information about Wave International products, this press release and high res images can be found at www.waveinternational.co.uk For more information contact Alice Driscoll, Consulting Partners, Tel +44 (0) 7971 019377 or email alice@consultingpartners.co.uk or Paul Gullett, Wave International, info@waveinternational.co.uk

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