



Dear business partners and customers,

you are now looking at another issue of the quarterly Fortenews. The hot news today from our products is the new, unique Fortelock DECOR, which we will go into detail about. You have certainly noticed that in each issue we take a look behind the scenes of our company and this one will be no different. Today I would like to invite you to where I work, to the marketing department. We will gain insight into the projects that use Fortedur screeds.



Romana Holečková
Marketing specialist

**NEW**

1. THE SPECIAL FORTELOCK DECOR DESIGNER TILES ARE HERE!

This unique collection of Fortelock floor tiles is finally here. The long days of development and testing have finally yielded their fruit. And this in the form of the three product lines HOME, BUSINESS, and SOLID. Each of them is characterized by their features, design and usage. Are you curious about how it works, the obstacles that had to be overcome in producing it, and the benefits this product will bring you? Read more about DECOR.

How does it work?

Very simply. All you have to do is put it down and it works. There is no need to modify the original surface in any special way. Fortelock DECOR tiles are good for firm substrates of various qualities just like any other Fortelock tiles. The specially designed system of hidden locks prevents dirt from getting in between the gaps and therefore extends the life of the floor. It's

possible to combine any parts. We always recommend that before you actually begin the installation, you lay out the individual tiles to get an overall view of what will be. The clear advantage is that you can combine the various pieces to your satisfaction and convenience. If you need more information regarding the installation, just read the technical data sheet.

How are the tiles made?

The Fortelock PVC floor tile DECOR perfectly combines the sophisticated design of a PVC top layer to the normal Fortelock floor tile. Welding these two materials together not only increases the toughness of the entire floor and the perfect coherence of both materials, but also prevents any significant expansion of the

materials during temperature fluctuations. The PVC top layer is created with an homogeneous material (SOLID) or heterogeneous one (BUSINESS, HOME).

This product has allowed us to create a successful symbiosis between the products Fatra and Tarkett and Fortelock.

Types of product lines

Fortelock DECOR tiles are available in three product lines. Let's break them down.

Home DECOR

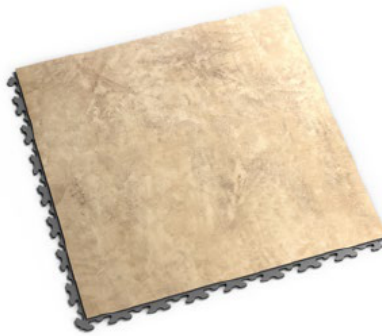


The Home DECOR line was designed specially according to the requirements of our customers and with the motif of wooden boards. Wood was, is and will always be an integral part of our homes. But because there are places where real wood cannot be used, or if so, would be damaged, it has been replaced by other imitation material. The Home DECOR line is recommended for any place in the home, e.g. corridors, halls, cloakroom, pantry.

Technical specifications of the tiles:

- Weight: 1.9 kg
- Size: 472 x 472 mm
- Anti-slip: R10
- Reaction to fire: B_{fl} – s1
- Abrasion resistance: T
- Top layer: Fatra DOMO

Business DECOR



The Business DECOR line is a universal floor for all commercial and non-commercial places, or for light industry. The surface of this tile is called Stone because it perfectly imitates a stone surface. The shade of beige bars with slight shading allows for easier maintenance, because impurities cannot be seen immediately and so will disappear at first glance. This type of tile is recommended for offices, schools, restaurants, reception areas and other public spaces.

Technical specifications of the tiles:

- Weight: 2.1 kg
- Size: 472 x 472 mm
- Anti-slip: R10
- Reaction to fire: B_{fl} – s1
- Abrasion resistance: T
- Top layer: Fatra NFE

Solid DECOR



Fortelock Solid DECOR is a highly durable type of tile designed for areas with high loads and frequency of movement. The homogenous material of the upper layer means it can be safely put down in shopping malls, schools, offices and sports centers without destroying the surface.

Technical specifications of the tiles:

- Weight: 2.6 kg
- Size: 472 x 472 mm
- Anti-slip: R9
- Reaction to fire: B_{fl} – s1
- Abrasion resistance: T
- Top layer: Tarkett Primo Premium

For more information, read the technical data sheet or maintenance sheet, both of which are located on the website www.fortelock.eu.

How to finish off the floor?

We have prepared special transitions and corners that allow you to perfectly finish off your installed tiles for ease of moving across them and protecting the edges of your floor and therefore extending its life. Corners and transitions have been

prepared for each surface in several designs.

We do not produce skirting boards for around walls, but all the ones normally available for other floorings can be used.

Where can I buy these tiles?

For orders and business collaboration, please contact our traders, who will be happy to explain everything in detail

and complete your order with you.



For your information

On 1. 10. the technical data sheet for Fortelock Industry and Light tiles was updated. We would therefore like to ask our business

partners to update this document on their websites. The current version can be found on our official website www.fortelock.eu

2. LET'S HAVE A LOOK INTO THE MARKETING OFFICE

As you know, products from Fortemix are sold practically throughout Europe and this year they began entering the US, which brings loads of valuable experience, knowledge and self-fulfillment in the field of international marketing. We have therefore decided to offer this opportunity to active students from these countries. Read the interview with trainees Marcin and Eszter and other news from marketing.

This is the year of France and Poland. Two students moved to the Czech Republic for a time to see how things work in a small manufacturing company with international reach, how marketing works in the B2B market, and whether their experience accords with the theoretical knowledge they learned in school. How well they liked it and what they got from it you can read about below.

ESZTER – student at the French Institute of Political Sciences, majoring in Marketing.

MARCIN – university student in Krakow - Krakowska Akademia im. Andrzeja Frycza, majoring in management and business psychology

Why did you choose an internship with Fortemix?

E: I chose Fortemix for several reasons. The first of them was the attraction of the projects which I could participate in, the opportunity to try working with new territories and be there when new products reach the market. I was motivated not only by the international aspect, but also the B2B market platform.

M: I'm part of Global Entrepreneur and would like to gain experience in a small emerging company. Because in small companies you have the chance to try a little of everything. From contact and negotiations with agencies, communication with customers, development of social networking up to writing articles for the newspaper. And in Fortemix I have had the opportunity to experience all of this and much more.

What was surprising to you?

E: Since it was my first internship in the real world of marketing, just about everything was a surprise to me. But it was great to be a part of so many things and I'm very glad to have had the opportunity to peek under the hood of so many different aspects of marketing.

M: No room for preparation, just immediate "throw him into deep water". I appreciate the excellent professional leadership that has helped me out. I also positively appreciate the free hand in creativity and the freedom in making decisions and accomplishing tasks. Openness and trust go hand in hand with high professionalism, standards and expectations.

Did your internship help you to appreciate your next direction in work and self-fulfillment?

E: Sure, I have really enjoyed working with Romana, who taught me a lot of things. Working in the company has given me a more complete view of what I want to do in the future and how marketing works in real life.

M: To a large extent. In the near future I'm planning a start-up project, where my new knowledge and experience will be very useful and valuable. I gained confidence in myself and the ability to communicate in the B2B market and handle multiple projects at the same time.

Have you tried some typically Czech cuisine?

E: Yes, and I am very fond of it. I would love to come back to the Czech Republic again for some good sirloin and dumplings.

M: Dumplings and beer 😊, those are two wonderful things. I would like to come back to the Czech Republic, not only for the great food, but time here goes more slowly and the people are nicer.

Students will always find an door open with us. I'm already looking forward to the 2018 season, when the next group arrives. Oh yeah, and I really didn't tell them what they should write for their answers. 😊 I'm very glad that they were happy as much as I was.



Another thing that pleased me this summer was the installation of a new Fortelock floor in a garage as part of a contest in the Czech magazine Handyman (Český Kutil).

The contest, which we announced at the end of spring, generated a lot of interested applicants. The winner of the new floor was a family in Olomouc.



And so I don't forget, don't forget to follow us on our official Facebook profile, where we regularly contribute news, highlights and references. <https://www.facebook.com/fortelockofficial/>



3. IN NOVEMBER, WE WILL MEET UP AT THE BATIMAT FAIR

Once again the season of trade fairs and other gatherings is approaching. For the first one, we will be able to brush up our knowledge of French at the BATIMAT trade fair in Paris. Visit us at our booth, we're looking forward to seeing you.

J'expose sur le salon Batimat

I am exhibiting at Batimat

6 - 10 NOV. 2017 / PARC DES EXPOSITIONS - PARIS NORD VILLEPINTE

HALL 4 – STAND N° E33

BATIMAT

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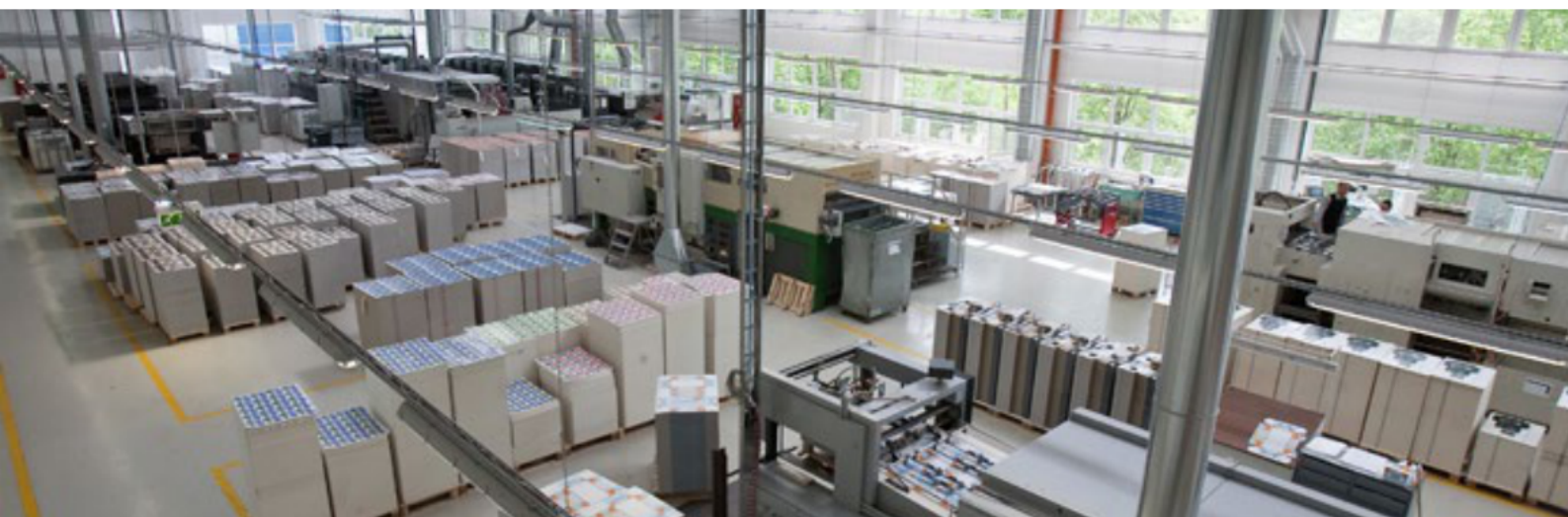


4. PRINTED MATERIALS AND SPARE PARTS ARE MANUFACTURED ON SEVERAL THOUSAND FEET OF FORTEMIX FLOOR

Quality requires quality. That would characterize the contracts for Slovak and Polish companies, which have decided to expand their production capacities in Lithuania and Poland. And we're glad to have been a part of it. These and other references already in the article.

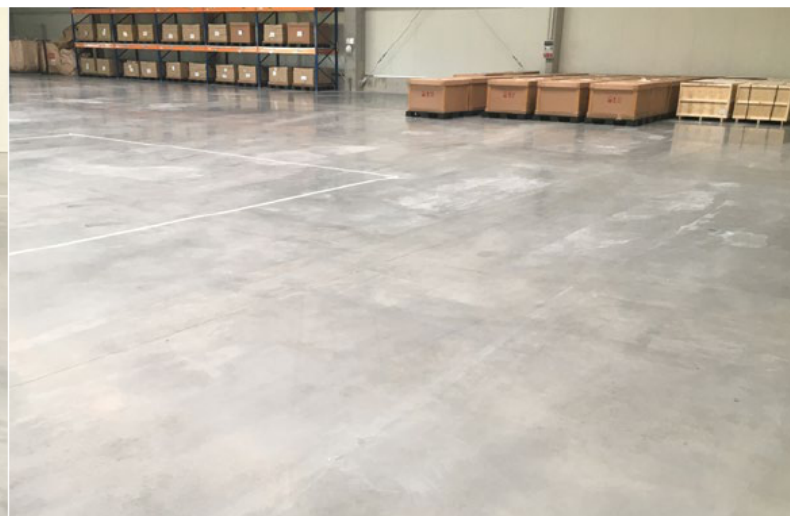
Because more than 80% of the contracts of Grafobal consist of foreign cooperation, their investment in a new plant has been more than effective. The new plant in Lithuania meets the standards laid down for production quality, safety and hygiene

requirements. More than 1,800 m² of Fortedur 1020 was therefore poured to create the final layer of a concrete floor in this printing plant of one of the largest manufacturers of printed packaging in the Baltics.



ILP, a manufacturer of automotive spare parts, poured Fortedur 1020 on the 5000 m² floor in its new manufacturing plant in the town of Żarów. During construction, it was poured on the fresh concrete to add maximum hardening. The results of the tests

for abrasion resistance made after the application showed the need and usefulness of the product in the context of concrete surfaces.



The Matador industry group expanded its production facilities in the Slovak city of Nitra. The floor of the new plant for pressing and joining aluminum alloys for the automotive industry was

made with Fortedur 1021 and a layer of Fortecoat 1425. The total area is 3000 m².



The Fortedur 1020 system consists of a powder mixture containing special types of cements, sintered-oxide fillers, chemical ingredients, including ASA additives, and is intended for preparing the wear layer of industrial concrete floors with high operational loads. Whenever superior abrasion-resistance, impact-resistance or higher resistance to the seepage of liquids (oils, solvents and others) is required, Fortedur screed is there.

The poured floor here consists of a load-bearing concrete slab with an integrated abrasion-resistant topcoat. The dry cement-based mix is poured on the surface of the concrete slab during solidification. The surface of the floor is then processed with a polishing machine.

