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## **PRESS CLIPPING**

Print and web

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**January -  
February  
2018**

**SCULATI & PARTNERS**  
ENGAGING MEDIA RELATIONS

# BOAT

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Country: Great Britain Date: 2018/02/01  
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Web source:

February 2018 www.boatinternational.com

# Semi-custom showcase

# BOAT

International



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# Superyachting redefined

**ON BOARD**  
Heesen's  
50m Home

**EDDIE JORDAN'S**  
golfing guide  
- by boat

**BOLDLY GO:**  
New adventure  
destinations



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## Markets & Regions

### EQUIPMENT 8ITALY

# Strength in depth

THE SUPERYACHT SECTOR CONTINUES TO OFFER RICH PICKINGS FOR ITALY'S LEGION OF EQUIPMENT MAKERS, BUT IT IS THE RESURGENCE OF THE MEDIUM-SIZE MARKET THAT IS PROVIDING MUCH NEEDED VOLUME

WORDS: BELINDA SNELL



► Opacmare's SAFE high-low stern platform turned heads on its launch at METSTRADE 2017

**W**ith Italian boat yards in recovery mode, the country's suppliers of marine equipment and accessories appear to be doing well. The latest UCINA figures show that overall turnover from the sector was close to €1bn in 2016 – over €710m generated in national production and €280m from exports. There has been a big improvement over the last two years – not only on the domestic market, but globally too. The OEMs are back, and the 'Made In Italy' mark of style, quality and professionalism has never been stronger.

Best known for its passerelles, gangways and boarding systems, Besenzoni has branched out over the years and now offers everything from pilot seats and biminis to electric side and patio doors, hydraulic tender lifts and more. The company claims to offer the widest selection of products on the market, with more than 60 patents and over 170 items in its portfolio.

"Customers are increasingly asking for product customisation, so we've become more flexible to their requests and have become proactive in terms of available options," says Fiorella Besenzoni at the family-run firm.

Those efforts were rewarded last year when Besenzoni picked up a DAME Award for its P400 Matrix helm seat suitable for long-range cruising. Equipped with adjustable arm, head and footrests, the P400's lumbar cushion ensures maximum comfort. It is available in three different versions (Prestige,

Comfort and Deluxe), each one characterised by a unique feature that can be further customised.

"We noticed a slight improvement in turnover last year, with demand coming mostly from OEMs focused on yachts from 20m-80m," says Besenzoni.

#### ITALIAN STYLE AND INNOVATION

Also turning heads last year was Opacmare's SAFE high-low stern platform for outboard-powered boats. Suitable for monohulls and catamarans of up to 50ft, the SAFE system was developed by Slovenia's J&J Design to create a full-beam private island on the aft end of a boat, allowing safe and easy access to the water. A patented electro-hydraulic lifting mechanism, developed by Opacmare, means the platform can be adjusted to three different levels – Low, Ride and High. In the Low position, which is used when the boat is at anchor, the upper face of the platform is around 10cm beneath the water. In this position, the engines can't be started. Likewise, the platform can't be lowered when the engines are running. When in the Ride position, the platform is level with the cockpit to allow for sailing. The engines can be trimmed when the platform is in the High position.

Sales and marketing executive Cristina Moisa told IBI that the company grew turnover by 30% last year to €31m. Italy alone accounted for €12m of that total, almost double the €8m generated in 2016. "We increased turnover by signing new contracts with clients," Moisa says, adding that 98% of demand came from builders of new boats.

"After many dark years, the situation in Italy has become very positive," says Matteo Belletti, export manager at TREM. The Bologna-based company has a wide range of marine accessories in its portfolio, including sail and mooring ropes, LED navigation lights, gangways and more. "We're still far from the levels seen between 2004 and 2008, but domestic sales are growing much faster than exports," he claims.

Caterina Cammaroto at deck hardware manufacturer Bamar agrees. "Our sales in Italy are increasing exponentially," she says. "This is mainly due to a rise in orders from yards like Solaris, Mylius and Grand Soleil, which are expanding their markets and are looking for reliable and open-minded suppliers."

**“Our sales in Italy are growing exponentially. This is mainly due to a rise in orders from yards like Solaris, Mylius and Grand Soleil”**



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Bamar makes manual, hydraulic and electric furling systems for sailing yachts, along with mechanical stay adjusters, boom vang, hydraulic cylinders, captive winches and a range of deck equipment. "Business increased a lot in 2017," Cammaroto confides. "Our sales to the leisure marine market were up by around 14% and there has been a boom in orders for sailing yacht refits and new-builds up to 80ft to 100ft. I think boat owners have regained trust and are feeling more confident."

At TREM, 2017 was the group's second consecutive year of strong growth in Italy, with total sales up by around 10%. And while demand is mostly from shops, the aftermarket and refit yards, sales to OEMs have been increasing for the last five years. "Our market is small/medium boats up to 45ft," says Matteo Belletti.

TREM launched several new products in 2017, including the T-Rack, an anodised aluminium support designed to carry an inflatable SUP onboard a sail or powerboat; T-Tape, a double-sided, UV-resistant, multi-purpose Velcro tape made from high-quality polyester; and a T-Brite bag that can carry up to 12 items from its T-Brite range of cleaning tools. "We are also presenting new sizes of LED underwater lights from our Aqualine range, new gangways, LED spotlights, search lights and diving lights," Belletti adds. "Customers are always looking for better prices, good quality and smart products that are easy to sell and easy to use. In order to make them happy, we are constantly searching for new materials, new production methods, etc. We now have a 3D printer to make prototypes in different materials which we can test in order to ensure the best results in final production."

At Bamar, Caterina Cammaroto notes a trend towards push-button mechanisms – either electric or hydraulically-driven motorised devices – to control sails, sheets and halyards for onboard manoeuvres.

#### LATEST DESIGN TRENDS

"They have to be safer, lighter, more reliable, powerful and long-lasting," she says. "Of course, clients also care more and more about design. Therefore, we are specialising in motorised systems equipped with stronger and more reliable motors that also have a neat look and straight lines. We're also studying materials and finishes in order to find the ones that will last the longest in a marine environment."

At Mavimare & Mancini, the group's mechanical and hydraulic steering systems and related accessories for outboard, sterndrive and inboard engines continue to sell well on the Italian market. The company also produces roll bars and ladders in 316 stainless steel, along with brackets, seat pedestals and other items. "Our domestic economy is recovering step by step,

## NEW TOUCHSCREEN CONTROL FROM SCHENKER

IN 2017, SCHENKER teamed up with Raymarine to cooperate on a new touchscreen control. The result? All Schenker watermakers can now be managed directly from the latest Raymarine navigation devices – including Axiom, Raymarine's powerful new multifunction navigation system.

"This partnership meets the specific demands of yachtsmen looking for integration and 'ease of use' of all onboard equipment, including watermakers," says managing director Riccardo Verde.

As IBI went to press, Schenker was preparing to launch a new 500lt/hr watermaker suitable for superyachts and professional vessels. Speaking ahead of the launch, Verde said the large capacity unit would be fitted with a main pump based on the latest multistage centrifugal technology, without any sliding parts, and a next generation volumetric energy recovery system. "The unit will be controlled from an inverter that will provide a soft start/stop and stabilised functioning in all possible working conditions," Verde explained. "This technological combination provides high efficiency and reliability. As a matter of fact, the unit produces 500lt/h of pure fresh water with an electric consumption of 3.5kW only."

Verde says demand for Schenker watermakers grew by 15% in Italy last year – a slightly higher rate than in other countries. Schenker supplies most of the country's shipyards, including Solaris Yachts and Persico Marine, builder of Wally performance cruising yachts and Volvo Ocean Race racing boats.



▲ The Schenker/Raymarine partnership ensures ease of use of all onboard equipment, including watermakers

so we're facing greater demand from the internal aftermarket," CEO Antonio Mancini told IBI. "We're also seeing greater demand from Italian boatbuilders."

In 2017, Mavimare unveiled a new tilt mechanism for its mechanical helm and hydraulic helm pump, featuring a compact design for easy installation. "Year after year, hydraulic steering systems are becoming more sought-after than their mechanical counterparts. Consumers today are more informed about the significant benefits of hydraulic steering systems in terms of safety and performance, so more and more people are asking for hydraulic steering for small engines like 40hp, 50hp and 60hp. We have a complete range of products that cover all possible requests, from small engines of 40hp up to triple and quad application of 350hp engines."

At Gianneschi Pumps and Blowers, 2017 was spent renovating and upgrading several products for ➡



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## Markets & Regions

### EQUIPMENT 8ITALY

superyachts, including its BMA self-priming centrifugal pumps which are now available in different versions. The three models – BMA-S, BMA-M and BMA-G – are suitable for a large range of applications.

BMA-S provides a large water flow with limited power needed. Its applications are bilge, firefighting, ballast, fresh water washing, air-conditioning and circulation systems.

The BMA-M, with macerator, has a centrifugal impeller combined with a cutting unit, making the pump ideal for discharged water with fibrous material. This pump can be used in handling and treatment plants for waste and sewage water also with suspended solid parts.

The BMA-G, with anti-clogging system, is designed for discharge water handling and is suitable for slightly loaded grey water and waste and sewage water. All models are made in bronze and AISI-630 stainless steel for added resistance to corrosion and general wear.

Alessandro Gianneschi described 2017 as a “very strong year” for the company, with sales up by almost 10% in both Italy and abroad. “Our forecasts for 2018 are also positive,” he says. “We expect an increase of 5-10%, with 55% of demand coming from Italy.”

According to Lorenzo Cesari, area sales manager at Quick SpA, the entire industry is undergoing a “remarkable” recovery. “Demand in Italy as well as abroad is constantly growing,” he says.

Quick designs, manufactures and distributes nautical equipment and LED lighting for the marine, civil building and automotive markets. Its nautical range includes windlasses, water heaters, bow and stern thrusters, battery chargers and inverters, as well



▲ Quick's XR7 vertical windlass with AISI 316 stainless steel base

as the recently introduced MC-X series of anti-roll gyro stabilisers designed for greater safety, more comfort and much higher performance.

“We closed 2017 on a very positive note with a 12% increase in sales to €29.5m,” says Cesari. “Demand is mainly from OEMs. Around 70% of our production is for new boats of up to 150ft.” Customer requests, he adds, are increasingly geared towards custom products. “At Quick, responding to this type of need is very frequent.”

Taking ship stabilisation another step further is Gyro Marine, a producer of large-capacity gyroscopes suited

for vessels over 35m in length. “Until Gyro Marine entered the market, gyroscopes were confined to the recreational end of the leisure market. Now Gyro Marine offers the industry a solution specifically developed for larger projects,” says technical manager Tony Elms, an Australian naval architect by trade.

#### COMFORT CONSIDERATIONS

“We had a spectacular 2017,” he adds. “On the back of initial deliveries during 2016 and 2017, our sales inquiry level has significantly risen year-on-year and we are pleased with the number and particularly the quality of the projects we are working with.”

Elms says the company is witnessing an upward trend in the size of projects, with the bulk of inquiries for yachts over 60m in length. “Comfort is a continuous requirement 24/7 but has, to date, not received the same level of analytical rigour as other design considerations. It is no longer acceptable to simply tick the box that a yacht is stabilised. Clients want to know what the overall motion levels are and how they relate to comfort. Once a client becomes aware that solutions technically exist to potentially eliminate certain motion, then the focus on stabilisation increases.”

Keeping with the theme of onboard comfort is Frigomar, a producer of marine air-conditioning and refrigeration systems for boats. According to export manager Bernardo Cerrai, the “exclusive technology” found in Frigomar's variable capacity air-conditioning units ensured that sales were up by 20% last year, with demand coming mostly from new-build yards. “Domestic sales were very satisfactory in 2017, especially in the superyacht segment,” he says. “Customers today pay much more attention to the electric consumption of their systems. They want to keep the energy balance on board. This trend,

## MARCO SPA: INNOVATION ALL THE WAY



▲ Marco's UP14/E has a flow rate of 46lt per minute

**THE UP14/E ELECTRONIC** water pressure pump from Marco SpA is a truly innovative product that boasts one of the highest flow rates (46 litres per minute) for its size. The self-priming, automatic electric pump with helical PTFE gears, integrated check valve and electronic control has a nickel-plated brass body and stainless steel shaft. An integrated control panel allows users to remotely check the pump's status. “We're a very flexible company that responds quickly to the needs of the market,” says Michele Bergamaschi, Marco's MD of sales. “Our turnover grew by around 10% last year and we expect the same amount again in 2018.”

Marco pumps are already used by some of the world's top yards, including Ferretti and Solaris.





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## Markets & Regions

### EQUIPMENT 8 ITALY



▲ Frigomar's variable capacity inverter

which in the past was more related to sailing boats, is now becoming increasingly important for motoryachts. We've also noticed an increasing demand for product customisation to optimise system installations on board. For such reasons, it is necessary to be very flexible in order to respond quickly to customer requirements."

Meanwhile, Frigomar has been hard at work on the development of a hybrid climate control system for the

automotive sector that should provide energy savings of up to 30%. This hybrid control system, says Cerrai, will present great opportunities for marine applications over the next two to three years.

#### SUPERYACHT STRENGTH

Another climate control specialist is Veco, whose Climma air-conditioning systems and Frigoboat refrigerators can be found on yachts of all sizes – from small sailing boats up to the largest superyachts. "2017 was a great year," says Veco sales director Giulia Formenti. "We experienced overall double-digit growth, with positive results both in Italy and foreign markets. The medium-sized motoryacht builders are in recovery; they're coming back with more requests and very good numbers. However, we received very strong demand from superyachts builders in 2017, particularly for yachts from 30m-70m."

Veco launched several new products in 2017, including the latest addition to the Climma DC series of variable speed chillers, the DC120. The new air-conditioning system is programmed to operate at optimum speed depending on power requirements. The frequency of the compressor varies according to the requested power of 35,000 to 120,000 Btu. "In terms of features, the DC120 also has a unique water-cooled inverter," says Formenti. "This means minimal space required for installation (and we all know how importance space is on boats), no additional ventilation required, higher engine room temperature and lower energy consumption due to water cooling."

2017 was also a great year for Thetford Marine,

whose Tecma brand of macerating toilets are a global leader in marine sanitation. Turnover was up by almost 10% last year, with sales to North America representing half of the business. "Growth and market share expansion are the result of continuous commitment to quality and innovation," says Gianluca Silvestri, business unit manager at Thetford Marine. "When we think of quality at Tecma we do not focus only on our products but also on our service."

Silvestri says demand from shipyards varies depending on their production methods and type of market. "Small boats with some volume, for example, require a competitive product that is reliable in terms of quality and performance. That's because of the possible intensive use of Tecma sanitation equipment in markets such as charter, for example. Yachts and superyachts require more design and extra features."

Tecma added a new range of carbon fibre textures to its X-light toilet last year that are extremely light and elegant, featuring exclusive Italian design. The company also developed a custom-built, wall-mounted toilet – the Tecma Evolution – for an important superyacht builder in the Middle East, and added a taller version to its smaller Compass toilet range.

"What is common to all shipyards is the need to reduce their warehouse value and have on-time delivery," Silvestri maintains. "For that reason, Tecma works very closely with all major OEMs to receive their forecast and to plan production accordingly."

#### POWER-DRIVEN TECHNOLOGY

Italy is a key market for stabilisation specialist CMC Marine, which counts Sanlorenzo, Azimut-Benetti, Rossinavi and Cantieri delle Marche among its long and trusted clients. Exports, while growing, account for just 10% of turnover.

"During the autumn European boat shows, as well as the Fort Lauderdale International Boat Show, we had the chance to observe how the demand for power-driven technology, especially in the field of stabilisation, is increasing progressively," says CMC's Lorenzo Bonelli, adding that 2017 was an exciting year for the company with a 10% jump in sales.

CMC makes stern and bow thrusters for yachts over 16m, but is best known for its DAME Award-winning Stabilis Electra range of electric fin stabilisers. At last year's Cannes Yachting Festival, the company extended the range with three new products – the SR (Short Range) system for boats under 20m, the HS (High Speed) system for planing boats that can reach speeds of over 24kt, and the LR (Long Range) system for

**“The medium-sized motoryacht builders are in recovery; they’re coming back with more requests and very good numbers”**

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## Markets & Regions

### EQUIPMENT 8 ITALY

displacement or semi-displacement vessels.

"CMC Marine focuses mainly on new constructions, with a prevalence for yachts between 30m-50m, but the goal for the next few years is to raise the average LOA of the yachts that install our systems," Bonelli explains.

At Osculati, total group turnover reached €63m in 2017 – a 5% jump over the previous period. Sales were up in accordance with the general positive trend of the leisure marine market, says the company.

Osculati is one of Europe's leading nautical accessories firms with more than 20,000 items in its catalogue. The company is also a manufacturer, producing over 7,000 items that were developed by its in-house Design & Engineering team.

#### PRICE-SPECIFIC TARGETS

"Our main target is boats in the 8m-20m range, where we are able to offer lots of nice solutions normally available only on larger yachts but at a price aimed at this specific market," Alberto Osculati explains. One product of particular interest, he says, is the Adriana recessed deck shower designed in collaboration with a big Italian shipyard last year. It stands out for its style and practicality. Also of note is a new pop-out LED navigation light, Borea, that is compact, making it ideal for yachts of up to 20m. It also launched last year.

Osculati counts all of Italy's main producers of large serial yachts as customers, with domestic sales accounting for 50% of the business.

"We are constantly doing our best to enlarge our range of products in order to meet our customers' requirements," adds Andrea Corradi, managing director of marine pumps and blowers specialist CEM. "We're also customising products on request. The marine pumps and blowers market is constantly asking for improvements in quality, energy savings and technical assistance. We make every effort and financial investment in research and skilled staff to satisfy our customers' needs."

CEM grew turnover by more than 15% last year by acquiring new customers and consolidating its existing business relationships. Its marine products are typically installed on yachts from 40ft-175ft in length.

Corradi told *IBI* that while domestic sales account for just 20% of turnover, there is still strong demand for CEM's growing line of pumps and blowers in Italy. "It's mainly for new-builds but also for the aftermarket



▲ Italy is a key market for stabilisation specialist CMC Marine

for refit," he says. "Around 80% of our leisure marine business comes from export. We have recently signed new agreements with customers and dealers in South East Asia, strengthening our business in that area."

Other companies, like paint and coatings specialist Boero, are targeting professional and DIY users with the same product. Marco Zanzanaini from the group's Yacht Business Unit told *IBI* that professionals are increasingly asking for high-quality protective yacht coatings that can be applied quickly, whereas DIY enthusiasts are more concerned with environmental factors. Picking up on this trend, Boero launched a new antifouling range in January whose formulations are compliant with the EU's new Biocidal Products Regulation (BPR). There are 10 different products in the range (each available in four sizes and five different colours) and each formula, says Zanzanaini, has been designed for a particular use. Altura 619 Extra, for instance, is a top-quality hard matrix antifouling for professionals, while Altura 619 Plus is geared towards DIY enthusiasts and the aftermarket. In this way, Boero can offer a high-performance range that meets the needs of both small sailing enthusiasts and of yacht and superyacht shipyards.

And while exports represent a good percentage of the business, Zanzanaini says the Boero Yacht Coatings and Veneziani Yachting brands are performing well in Italy at the moment and that demand is expected to continue growing. **IBI**

## MZ ELECTRONIC: GROWTH THROUGH ACQUISITION

**MZ ELECTRONIC, OWNER** of the Italwinch brand of anchor windlasses, expanded its range last year when it acquired Officina Navale Nanni (ONN), a Viareggio-based maker of vertical and horizontal windlasses, chain stoppers, capstans and deck equipment for boats of up to 90m. With the acquisition came ONN's clients – among them, Codecasa, Azimut-Benetti, CBI Navi, Viareggio SuperYacht, Rossi Navi and Perini Navi. "The ONN takeover was part of our strategy for the superyacht market," MZ sales manager Alessandro Fossati told *IBI*. "Thanks to ONN, we now have a complete range of products and experience dating back to the 1950s. We've also gained a branch in Viareggio, enabling us to support Tuscan shipyards in all phases of production." Speaking to *IBI* in December, Fossati said the company was about to close 2017 with a 22% jump in turnover, thanks to increased demand from OEMs with boats from 24m-80m.



▲ MZ launched the Milos-T range of capstans for superyachts in 2017



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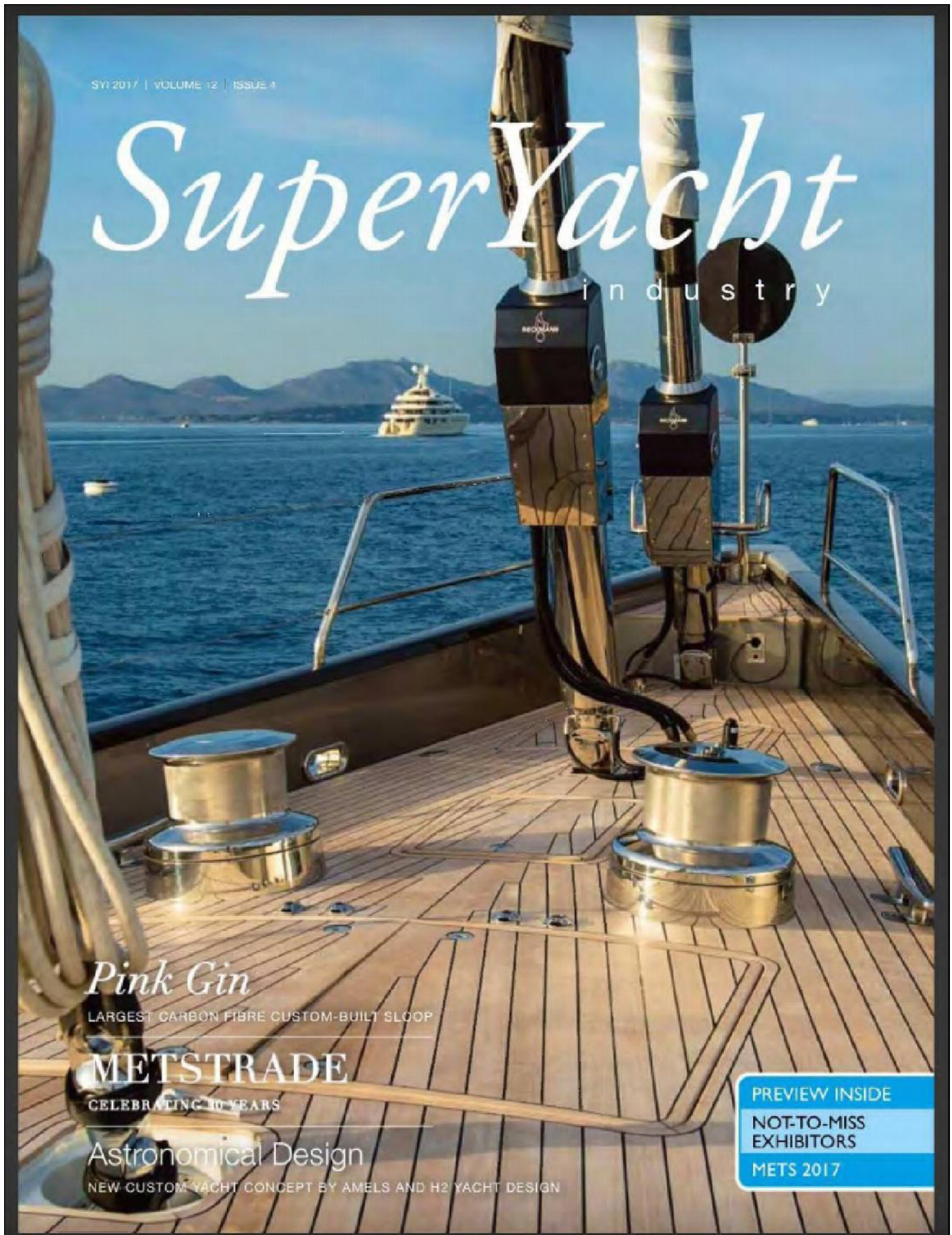
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*Editor's*  
note

## Plane Sailing in Boat Show Season

My feet have not long landed on home soil since returning from the whirlwind Monaco Yacht Show, where new concepts, exciting launches and innovations were unveiled, but I've hit the ground running, and am keeping my sights firmly ahead as we launch straight into the upcoming METSTRIDE show in Amsterdam (page 12), celebrating its 30<sup>th</sup> anniversary this year, and the Fort Lauderdale Boat Show (page 30) taking place in October. I extend my condolences to those who have been affected by the devastating hurricanes in recent months, and congratulate you all on what has been an inspiring show of bravery and camaraderie in people's best efforts to get back on their feet. The opening of FLIBS in the face of adversity is something to be commended.

And our admiration continues, in this issue, with two remarkable yachts being highlighted. The simply stunning and unmistakable Pink Gin VI (page 42), the largest carbon fibre custom-built sloop in the world, and the show-stopping 85m motor yacht Areti (page 24), the fourth yacht to be delivered by German shipyard Lürssen in 2017. I had the pleasure to step aboard both vessels at the Monaco Yacht Show, and though they are very different boats, they both share an extraordinary level of design detail, innovation, and passion from their owners. Areti's interior volume totals 2,850GT, giving her an enormous beam of almost 15m, and an extremely spacious interior, while Pink Gin's two topsides openings requiring specialist engineering that form a balcony in the Owner's suite and side entry to the main lobby are among many of her stand-out features.

This issue, we spotlight two understated but highly necessary categories of the marine industry, the first of which is paint and coatings systems. With many of today's iconic superyachts choosing Jotun Megalimperial antifouling for underwater protection, it is the company's proven performance, growing reputation of reliability and dry dockings that is making its name (page 56). Meanwhile, it's the Awlgrip Superyacht brand reputation for seamless high quality results, along with the unparalleled professional capability of its teams, that ensures AkzoNobel continues to be in demand from superyacht builders across the globe (page 59).

And within our second category, stabilisers, Seakeeper is 'making waves' with its patented cooling system and active control technology (page 35), while CMC Marine, the Pisa-based industrial manufacturer of stabilisation systems, and stern and bow thrusters for yachts and passenger ships over 16m, launched a raft of new international debuts at the Cannes Yachting Festival in September 2017 (page 32).

Our selection of special features includes homing in on BCE's complex glass products with optical quality and innovative solutions (page 38), investigating Gianneschi's globally recognised pumps and ventilation systems (page 62), taking a look at a new custom yacht concept by Amels and H2 Yacht Design (page 52), and a casual discussion with Oculus Technologies on its new smart infotainment solution, Nautiq (page 48).

That pretty much wraps up the fourth issue of SuperYacht Industry in 2017, apart from our regular installments of People Pages, News in Brief and Outfitters.

JULIA ZALTZMAN



JULIA ZALTZMAN | EDITOR  
EDITORS@YIPUBLISHERS.COM

SUPERYACHT  
INDUSTRY  
BOOTH NO  
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METS 2017



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STABILISERS

CMC MARINE  
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# New Generation

**CMC MARINE**, THE PISA-BASED INDUSTRIAL MANUFACTURER OF STABILISATION SYSTEMS, AND STERN AND BOW THRUSTERS FOR YACHTS AND PASSENGER SHIPS OVER 16M, LAUNCHED A RAFT OF NEW INTERNATIONAL DEBUTS AT THE CANNES YACHTING FESTIVAL IN SEPTEMBER 2017.

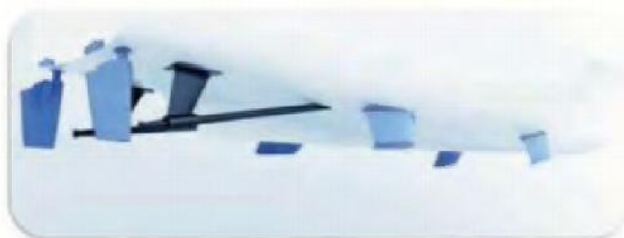


The HS High Speed system designed for planing yachts with speeds over 24kn.

Built on experience gained over the years, and advancing the development process that began with the launch of the **Stabilis Electra** system, its three latest innovations are stabilising systems for three specific yachts, designed to extend the range of installations. They consist of the SR Short Range system, the HS High Speed system and the LR Long Range systems.

## Three Systems

Developed to transfer **Stabilis Electra** technology to boats under 20m in length, the SR Short Range System joins the state-of-the-art electric engine Brushless Torque (available in three sizes) to a gear box. Characterised by a unique design, the new system ensures maximum compactness, reduced weight, a low energy consumption and simplified installation. This system can also be powered at 24V DC.



**CMC Marine's LR Long Range system** devised for displacement or semi-displacement hulls.

The HS High Speed and LR Long Range systems have been designed for planing yachts with speeds over 24kn, and for displacement or semi-displacement hulls, respectively. The HS system is born from an evolution of the SE **Stabilis Electra** System, and proposes several novelties compared to the previous range, which consist of: an optimised profile of the blades (guaranteeing better performance and further reducing resistance), the use of new electronics for reduced encumbrance and higher performance (which allows the control of different surfaces, such as helm or intruder), together with the stabilising fins. The new LR system, meanwhile, is designed to be installed on board displacement or semi-displacement boats. This new product presents remarkable benefits, including more compact actuators with the same power of the equivalent SE system, higher performances, a new blade geometry designed for displacement boats, the ability to install blades up to 5sqm, and new electronics with the option to integrate – and control – eight control surfaces (two pairs of blades, helms, etc.). CMC Marine has also included the addition of inertial detectors that enable the analysis of roll, pitch and yaw movements, to better control the platforms.

## User Input

The product of radical innovation, the three systems are in response to feedback and input from owners and shipyards, who have highlighted a need for a specific type of stabilisation that has, until now, remained unsatisfactory. Drawing on the latest technology to deliver an enhanced performance, together with further weight reductions, low energy consumption and even simpler installation, the HS High Speed and LR Long Range systems also provide the option of integrating and controlling different support surfaces (rudder or intruder) in conjunction with the stabilising fins. The profile of the blades has also been upgraded and they are now available in a range of new sizes, up to 5sqm. The aim, as always, is to improve performance, which is guaranteed by a new design that significantly reduces resistance.

1. [www.cmcmarine.com](http://www.cmcmarine.com)



74m Cloud 9, featuring CMC Marine's technology.



**Newspaper metadata:**

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Country: Spain                      Date: 2018/03/01  
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MONTHLY YACHTING NEWS & INFORMATION ACROSS THE WESTERN MEDITERRANEAN

# THE ISLANDER

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*Aschanti IV in STP  
by Anne Beaugé*

BEA ALONSO      CAMINO DE SANTIAGO      OCEANSCAPE YACHTS  
CAPTAIN OF INDUSTRY      BY A YACHTIE      CHARTER WITH A DIFFERENCE



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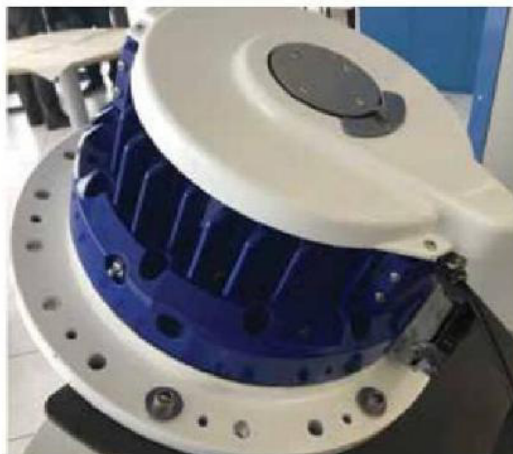


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## MALLORCA YACHTING INDUSTRY NEWS



CEO Alessandro Capiello and Steve Worrall at last year's Monaco Yacht Show



The new lightweight Stabilis Electra™ SR Stabilizer pictured below with the new low profile drive unit, will feature on the Horizon Marine Electronics stand at this year's Palma Superyacht show.

### Clients

Yacht builders including Admiral/Technomar, ApreMare, Azimut, Baglietto, Benetti, Bugari, Cantiere delle Marche, Cerri, Conrad, Dreamline, Dynamiq, FIPA/Maiora, ISA/Columbus/Palumbo, Mangusta, Mondomarine, Montecarlo Yachts, Moonen, Numarine, Rossinavi, Sanlorenzo, Sunseeker and Tansu install CMC Marine products.

To find out whether your vessel qualifies for a free software update or system health check, contact [info@horizonme.eu](mailto:info@horizonme.eu) or call +34 673 549 200. For product information visit [www.cmcmarine.com](http://www.cmcmarine.com)

### Two Local Specialist Companies Collaborate to Ensure Stability and Comfort On-board

Last month saw representatives from Palma based Horizon Marine Electronics and Port Adriano based Marlin Marine Services attend CMC Marine's 2018 Service Convention at their headquarters in Pisa Italy.

Since launching the first electrically actuated fin stabilizer in 2008 and being awarded the European Patent in 2011, CMC Marine has grown year on year and supplied systems to 65% of the superyachts built in Italy in 2017.

"Given that there are more than 600 yachts between 27m and 62m fitted with CMC Marine products, we at Horizon Marine Electronics started discussions with the company's CEO Alessandro

Capiello at last year's Monaco Yacht Show to explore the opportunities of representation here in the Balearics and Barcelona. Whilst we have the required skills for the electrical and electronic content, we decided that the mechanical engineering element needed for new installations and fin servicing would require the expertise of a specialist mechanical company. Having successfully worked together on a number of projects, Marlin Marine Services in Port Adriano were the ideal partners for us" explains Steve Worrall, Operations Manager at Horizon Marine Electronics.

### Why is Electric Better?

The benefits over a conventional hydraulic system are numerous with the obvious being, no risk of hydraulic leaks from the extensive network of pipes and no requirement

for a constantly running pressurised system thus, saving energy. The Stabilis Electra™ is more responsive, virtually vibration free and very quiet in comparison at less than 45db. This along with the fact that the system requires minimal maintenance with bearings only needing to be changed every six years makes for a reliable and economical solution.



## Newspaper metadata:

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## CMC MARINE

Continua la crescita dell'azienda toscana specializzata nel settore delle pinne stabilizzatrici per yacht. **Alessandro Gallifuoco** è il sales and after sales manager. **Pietro Capiello** è il new strategy implementation manager.

## CMC MARINE

The growth of the Tuscan company, specialized in stabilizing fins for yacht, is going on. **Alessandro Gallifuoco** is the sales and after sales manager. **Pietro Capiello** is the new strategy implementation manager.





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## CMC Marine, looking to the future

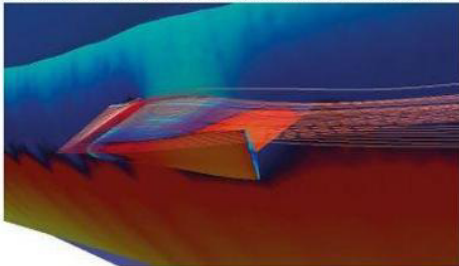
[Sanlorenzo](#)
[SX 88](#)
[Short Range](#)
[Stabilis Electra](#)
[Stabilis Electra HS60](#)

**CMC Marine is an industrial entity specialised in designing and producing stabilising systems, steering gears and bow thrusters for yachts and passenger ships longer than 16 metres**

*by Francesco Popia - photo by Andrea Muscatello*

In 2008, the engineer **Alessandro Cappiello**, with remarkable insight, decided to pull the rudder and turn towards a new market in which he had great faith, as opposed to the prevailing sceptics who were expecting aftershocks of the financial crisis.

The captain in charge of the new course lead **CMC** towards electrically-controlled stabilisation with fins and thrusters which he presented the same year at the Genoa boat show: this "change of route" marked a turning point for the company, perhaps its effective birth. The first shipyard to adopt them was **Sanlorenzo** with a 82', followed by **Benetti** with a 32 meters and immediately afterwards also **Azimut Yachts** with the first applications: the move from oil hydraulic stabilisers and thrusters to an electrical system was lightning-fast, to the extent that in 2011 the production of oil hydraulic systems was limited to one single unit.



In the heart of the financial crisis, instead of opening its emergency parachute, **CMC** Marine unfolded its wings and soared to new heights.

The SE system (**Stabilis Electra**, protected by patent no. 2172394 in 2012) uses brushless engine technology which allows excellent regulation and saves space. The power of the systems increases from 7 to 40 kW soon to be installed. For some time the 55 metre Admiral has sailed with each blade measuring 4.5 m<sup>2</sup>, 22 kW power, and most importantly, torque of up to 50.000 Nm that provides the necessary impulse to guarantee an effective straightening force even if the boat is at anchor.

**When the boat is sailing, lift to the fin is provided by the flow deriving from the boat's speed; when the boat is moored, with no speed, flow must be created by the rapid movement of the fin and this action requires great torque.**

The components of the system are high quality and optimised for the specific use: Bitterstein reducers have a different configuration from the one generally available on sale as they are optimised to increase torque. The quality of materials is a crucial aspect, especially if one considers the use of these systems both on moving boats and on moored boats.



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Bitterstein reducers have a different configuration from the one generally available on sale as they are optimised to increase torque. The quality of materials is a crucial aspect, especially if one considers the use of these systems both on moving boats and on moored boats.



Contradicting elements have to coexist, in other words the velocity of the blade and the need to suddenly move large volumes of water: one has to combine the kinetic component, with speeds that can reach up to 80° per second, and inertia, with the need to move large volumes of water and thus adopt blades with little compensation.

**Cmc Marine approach is to find a balanced result that is necessarily a compromise between both characteristics**

But the process of optimisation of the Cmc Marine company goes well beyond, reaching the heart of the system: the control software, the mind, or the algorithm that on the basis of the input, the inertia data of the boat's movement, produces as output the movements,

speed and acceleration the fins must have. The software they have developed, protected by industrial patent no 266917 in 2013, is called Dia-log, and was designed to be simple and robust.

**Optimisation of the components, management and control by means of proprietary software with its philosophy of use, has led to systems whose volume is 1/3 of their predecessors, characterised by the simplicity of their installation, ease of management thanks to immediate integration and virtually no need for maintenance.**

Looking at data from last February, a system installed 5 years ago has clocked up 10,200 hours of functioning at anchor, 4,800 sailing and 800 idling with the following result: no instances of malfunctioning, no maintenance. The development of systems aimed at planing hulls is also interesting, generally with shorter periods of rolling compared to displacement hulls.

So they have different requirements, different characteristics: this leads to modified actuators, different profiles for the fins, and electronics capable of different controls. In order to meet different requirements, Cmc Marine has various systems to offer: **the HS (High Speed), the LR (Long Range) and the SH (Short Range) according to the type of boat on which the systems will be installed.**

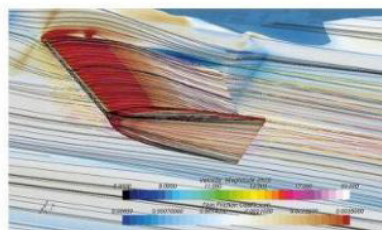


**The HS** is aimed at planing boats. It has longer blades with little compensation to optimise their functioning at zero speed.

**The LR and HS** systems are fitted with Mitsubishi engines with servo drive sourced from industrial automation, so their components have been run in by thousands and thousands of hours of use.

**The SR** is aimed at boats between 50 and 80 feet long, and is fitted with a customised engines with a more commercial inverter and components in order to keep costs down to a level more fitting to the size of the boat. Furthermore, this system uses a single actuator with the possibility of fitting different types of blade.

The HS, owing to the greater breadth of the range, has SE (Stabilis Electra) stabilisers of types 40, 60, 80, 120, 160, 200 and, in future, 250.



The LR system uses the same motor as the HS but uses different, smaller, actuators with planetary gearing, even though their diameter is larger in order to deliver greater torque, their height is significantly smaller with thinner blades because of the lower stress of bending movements. The two

lengthwise sides are interesting, as well as being a clear delimitation of the upper and under sides of the blade, they form a sort of mechanical spoon that moves a greater volume of water, a very useful feature when the boat is moored.



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movements. The two lengthwise sides are interesting: as well as being a clear delimitation of the upper and under sides of the blade, they form a sort of mechanical *spoon* that moves a greater volume of water, a very useful feature when the boat is moored.

**Comfort also means silence and Cmc Marine has added transformers to its systems so that the blades can function both at 220 V and 24 V, so that they can work even when the generators are not in operation, using accumulators that are on board, even though only for limited periods of time.**

The visit to the company was very interesting, and we were able to experience for ourselves how the systems are designed and made.

Starting from the brains, the technical office, with 8 mechanical and electronic specialists, 3 of which focussing on customer service for a direct contact with the client. When needed, other consultants are called upon, especially for analysis using CFD software during the design phase. The warehouse is supremely functional, in part thanks to automated shelving that supplies the required component simply by inserting the relevant part number.

Everything is made internally, except for the laminating of the fins which is entrusted to a third party working to Cmc Marine specifications.

The testing bench of the fins and the thrusters is an important part of the workshop, with braking systems to check torque and power: about 150 complete stabilisation units a year are produced each year. It doesn't stop here. Cmc is indeed looking to the future working on the integration of several stabilisation systems such as the combined use of fins and intruders managed by the same control platform or the use of blades whose shafts are not vertical but inclined as required, making use of the vertical component of the blade's lift.

**In this case, the management of the control of the movement of the blades becomes much more complicated, and it is here that Mr Cappiello's eyes light up... the allure of challenges.**





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## CMC, proiettati (ma sempre molto stabili) nel futuro

ACCESSORI AZIENDA

Admiral 55 1 Alessandro Cappiello 1 Azimut Yachts 20 Benetti 21 MITSUBISHI 2

Sanlorenzo SX 88 2 Short Range 1 Stabilis Electra 2 Stabilis Electra HS60 1

**Cmc Marine è una realtà industriale specializzata nella progettazione e produzione di sistemi di stabilizzazione, di timonerie e di bow thrusters per yacht e navi passeggeri sopra i 16 metri di lunghezza, ce la descrive Alessandro Cappiello**

di Francesco Popia – photo Andrea Muscatello

L'embrione **Cmc** si sviluppa nel mondo degli impianti idraulici nel **2005** intorno ad una nautica in forte ascesa. L'ingegner **Alessandro Cappiello**, con un proverbiale intuito, nel 2008 decide di dare un bel colpo al timone e vira verso un mercato nuovo in cui credere fermamente a fronte dello scetticismo generale anticipando i contraccolpi della crisi.



Al comando della virata, il capitano porta la **Cmc** verso la stabilizzazione con **pinne e thruster ad attuazione elettrica** e la presenta nello stesso anno al Salone di Genova: questo "cambio di rotta" sancisce il vero punto di svolta dell'azienda, forse la vera nascita.

Il primo cantiere a seguirli è **Sanlorenzo** con un 82', poi **Benetti** con un 32 metri e subito dopo anche **Azimut Yachts** con le prime applicazioni: il passaggio da stabilizzazione e thruster oleodinamici a sistema elettrico è fulmineo, tant'è che nel 2011 la produzione di impianti oleodinamici si limita ad una singola unità. Nel pieno della crisi **Cmc**, al posto di aprire il paracadute di emergenza, spiega le ali e inizia a guadagnare quota.

Il sistema SE (**Stabilis Electra**, coperto da brevetto 2172394 nel 2012) – ci ha spiegato Alessandro Cappiello – adotta la tecnologia dei motori brushless che consentono una eccellente regolazione e risparmio di spazi. Le potenze degli impianti passano da 7 a 40 kW di prossima installazione. Già navigante da tempo è l'**Admiral 55 metri** con ogni pala da 4,5 m², una potenza da 22 kW e, ciò che più importa, una coppia fino a 50000 Nm che garantisce i necessari impulsi per garantire un momento raddrizzante efficace anche con nave non in movimento.

Con barca navigante la portanza alla pinna è garantita dal flusso derivante dalla velocità della barca; a barca ferma, con velocità nulla, il flusso deve essere creato dallo spostamento veloce della pinna e questa azione necessita di grande coppia.

**I componenti del sistema** sono di alta qualità e ottimizzati per l'impiego specifico: i riduttori Bitterstein hanno una configurazione differente da quella della normale commercializzazione in quanto sono ottimizzati per incrementare la coppia. La qualità del materiale è un aspetto fondamentale, in particolare se si considera l'impiego di questi impianti sia con imbarcazione in movimento sia alla fonda.



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commercializzazione in quanto sono ottimizzati per incrementare la coppia. La qualità del materiale è un aspetto fondamentale, in particolare se si considera l'impiego di questi impianti sia con imbarcazione in movimento sia alla fonda.

Devono coesistere elementi in contraddizione fra di loro cioè velocità di movimento della pala con necessità di spostare improvvisamente grossi volumi di acqua: **si deve far convivere la componente cinetica, con velocità che devono raggiungere anche gli 80' al secondo, con quella inerziale, con la necessità di spostare elevati volumi di acqua e quindi adottando pale poco compensate.** L'attitudine di Cmc è quella di centrare un risultato che deve essere necessariamente un compromesso fra le due caratteristiche.

Ma il processo di ottimizzazione della ditta di Alessandro Cappiello va ben oltre, raggiungendo il cuore del sistema: il software di controllo, la mente, cioè l'algoritmo che, ricevendo come input i dati inerziali del movimento della barca, induce, come output, i movimenti, velocità e accelerazioni che le pinne devono avere. Il software da loro sviluppato, coperto da brevetto industriale 266917 del 2013, si chiama Dia-log, ed è stato progettato con caratteristiche di semplicità e robustezza.



L'ottimizzazione in termini di componentistica, gestione e controllo tramite software ad hoc con la relativa filosofia di impiego ha portato ad avere **sistemi con un volume pari a 1/3 dei precedenti**, caratterizzati da semplicità di installazione, facilità di gestione grazie ad una integrazione immediata e manutenzione praticamente nulla.

**Infatti, facendo riferimento a dati dello scorso febbraio, un impianto installato 5 anni fa ha totalizzato 10200 ore di funzionamento all'ancora, 4800 ore in navigazione e 800 in idle con il seguente risultato: zero malfunzionamenti, zero manutenzioni.**

Interessante anche lo sviluppo di sistemi indirizzati a carene plananti, di massima con periodi di rollio inferiori rispetto alle dislocanti: quindi esigenze diverse, caratteristiche diverse: ergo attuatori modificati, diversi profili di pinne ed elettronica con capacità di controllo differenti.

In base alle varie esigenze, Cmc, ci racconta Alessandro Cappiello, presenta diversi sistemi: **L'HS (High Speed), L'LR (Long Range) e L'SH (Short Range)** secondo la tipologia di imbarcazione su cui dovranno essere installati gli impianti.

**L'HS** è indirizzato verso gli scafi plananti, ha pale più lunghe e comunque poco compensate per ottimizzare il funzionamento a zero speed.

I sistemi LR e HS sono dotati di motori **Mitsubishi** con servo drive proveniente dall'automazione industriale, per cui usufruiscono di componentistica roduta da migliaia e migliaia di ore di utilizzo.

**L'SR** è indirizzato verso barche da 50 a 80 piedi ed è dotato di motore customizzato con inverter e componentistica più commerciale al fine di rientrare in costi più consoni alle misure citate. Inoltre questo sistema utilizza un unico attuatore con possibilità di installazione di diverse tipologie di pale.



**L'HS**, per la maggior ampiezza di gamma, ha stabilizzatori SE (Stabilis Electra) di tipo 40, 60, 80, 120, 160, 200 e, in futuro, 250.

Il sistema LR sfrutta lo stesso motore dell'HS, ma ricorre a diversi attuatori, con riduttore epicicloidale, di dimensioni più compatte: sebbene il diametro sia superiore per garantire maggior coppia, l'altezza è decisamente inferiore con assi delle pale più sottili per via dei minori carichi di momento flettente. Interessanti i due bordi longitudinali che, oltre a delimitare marcatamente le facce superiore e inferiore della pala, costituiscono una sorta di **cucchiaio meccanico** che muove un volume maggiore di acqua, una caratteristica utilissima con nave alla fonda.

Il comfort passa anche dal silenzio e Cmc ha dotato i propri sistemi di trasformatori per consentire il **funzionamento delle pale sia a 220 sia a 24V**. Così, anche senza generatori in moto, si possono utilizzare, seppur per periodi limitati, gli accumulatori presenti a bordo.



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**Molto interessante si è rivelata la visita presso l'azienda, dove si è potuto toccare con mano le modalità di progettazione e realizzazione dei sistemi.**



Partiamo dalla mente, l'ufficio tecnico come ci racconta sempre Alessandro Cappiello – è composto da 8 specialisti ad indirizzo meccanico ed elettronico, di cui 3 dedicati al service per mantenere un contatto diretto con il cliente. Quando necessario intervengono altri consulenti, in particolare per lo studio con software Cfd in fase di progettazione. Il magazzino risponde ai massimi criteri di funzionalità grazie anche ad una scaffalatura automatizzata che fornisce il componente richiesto semplicemente inserendo il relativo part number. **Tutto è realizzato internamente**, tranne la laminazione delle pinne che è affidata a terzi con specifica Cmc.

Parte integrante dell'officina è il banco di collaudo delle pinne e dei thruster con sistemi di frenatura per il controllo della coppia e potenza: gli impianti di stabilizzazione completi prodotti all'anno **si attestano intorno ai 150**.

Non ci si ferma qui. Cmc è infatti proiettata verso il futuro lavorando all'integrazione di più sistemi di stabilizzazione come l'utilizzo combinato di **pinne e intruder gestiti dalla stessa piattaforma** di controllo o l'utilizzo di **pale dei timoni non verticali**, ma opportunamente inclinate, sfruttando la componente verticale della portanza della pala.

**In questo caso, la gestione di controllo dei movimenti delle pale assume sembianze molto più avanzate ed è qui che gli occhi dell'ingegner Alessandro Cappiello si illuminano... il fascino delle sfide.**



# CMC MARINE SERVICE CONVENTION

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Print and web



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## Prima convention Cmc Marine Service

29 GENNAIO 2018 COMMENTS (0) NEWS, ULTIMA ORA



**Cmc Marine** ha riunito tutti i *service point* dell'azienda nella nuova sede di Cascina (Pisa), inaugurata l'estate scorsa, per la prima **Cmc Marine Service Convention**, un'importante occasione di confronto e di crescita per tutti i

**Cmc Marine** ha riunito tutti i *service point* dell'azienda nella nuova sede di Cascina (Pisa), inaugurata l'estate scorsa, per la prima **Cmc Marine Service Convention**, un'importante occasione di confronto e di crescita per tutti i *service point* del marchio arrivati da diverse parti del mondo (Croazia, Turchia, Francia, Grecia, Malta, Spagna, Emirati Arabi Uniti e Hong Kong). I partner di **Cmc Marine** hanno assistito a incontri di training, formazione tecnica e di vendita.

Un momento di confronto, si diceva, in cui i rappresentanti dei centri di assistenza **Cmc Marine Service** hanno potuto richiedere un approfondimento su determinate tematiche legate ai nuovi prodotti, allineare le strategie di vendita, esporre eventuali problematiche ai tecnici e ai manager dell'azienda e al tempo stesso confrontarsi con le altre realtà internazionali e discutere dei punti di forza e delle strategie vincenti con gli altri *service point*.

Il primo giorno è stato dedicato ai prodotti dell'azienda e in particolare al post vendita. Si è quindi discusso di refit, servizi di manutenzione e ricambi. I giorni successivi, invece, è stato organizzato un training tecnico su tutti i prodotti firmati **Cmc Marine** (Stabilis Electra, Dualis e Directa), per poi approfondire nel dettaglio l'installazione, la risoluzione di problemi e, infine, l'avviamento stesso dei prodotti.

"Fornire un servizio di assistenza ai nostri clienti è una delle massime priorità per **Cmc Marine** - ha detto **Alessandro Gallifuoco**, sales and aftersales manager - Con i nostri sistemi installati a bordo di più di 600 yacht distribuiti in tutto il mondo, è importantissimo che la nostra rete Service possa garantire a ognuno di essi, all'occorrenza, gli stessi standard di servizio. Siamo estremamente soddisfatti sia della partecipazione sia della professionalità dimostrata dai nostri partner e siamo certi che con tutti loro porteremo avanti una collaborazione proficua e duratura. La convention è stato il primo evento del 2018 e sicuramente ne organizzeremo di altri nel prossimo futuro".



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ALESSANDRO GALLIFUOCO, CMC MARINE, DIRECTA, DUALIS, STABILIS ELECTRA

> NEWS, ULTIMA ORA > PRIMA CONVENTION CMC MARINE SERVICE

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**NAUTICA**

## CMC Marine: soddisfazione per la prima Service Convention dell'azienda



redazione

La prima CMC Marine Service Convention è stata un'importante occasione di confronto e crescita per tutti i service point dell'azienda, che hanno trascorso tre giorni presso la sede di Cascina. Arrivati da diverse parti del mondo (Croazia, Turchia, Francia, Grecia, Malta, Spagna, Emirati Arabi Uniti e Hong Kong), i partner di CMC Marine hanno assistito a incontri di training, formazione tecnica e di vendita.

È stato un importante momento di confronto, in cui i rappresentanti dei centri di assistenza hanno potuto richiedere un approfondimento su determinate tematiche legate ai nuovi prodotti, allineare le strategie di vendita, esporre eventuali problematiche ai tecnici e ai manager dell'azienda e al tempo stesso confrontarsi con le altre realtà internazionali e discutere dei punti di forza e delle strategie vincenti con gli altri service point.

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Molto soddisfatto Alessandro Gallifuoco, Sales and Aftersales manager CMC Manager, che ha detto: «Fornire un servizio di assistenza ai nostri clienti è una delle massime priorità per CMC Marine e con i nostri sistemi installati a bordo di più di 600 yacht distribuiti in tutto il mondo è importantissimo che la nostra rete di Service possa garantire ad ognuno di essi, all'occorrenza, gli stessi standard di servizio.

Siamo estremamente soddisfatti sia della partecipazione che della professionalità dimostrata dai nostri partner e siamo certi che con tutti loro porteremo avanti una collaborazione proficua e duratura.

La convention è stato il primo evento del 2018 e sicuramente ne organizzeremo altri nel prossimo futuro.»

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News / **CMC** Marine: successo per la prima Service Convention dell'azienda



### **CMC** Marine: successo per la prima Service Convention dell'azienda

La nuova sede di Cascina - inaugurata la scorsa estate - dal 22 al 24 gennaio ha ospitato la prima **CMC** Marine Service Convention, che ha riunito tutti i service point dell'azienda, provenienti da ogni parte del mondo. È stato un momento di informazione e confronto, ma anche di training e formazione su tecnica che legata alla vendita.

La prima **CMC** Marine Service Convention è stata un'importante occasione di confronto e crescita per tutti i service point dell'azienda, che hanno trascorso tre giorni presso la sede di Cascina. Arrivati da diverse parti del mondo (Croazia, Turchia, Francia, Grecia, Malta, Spagna, Emirati Arabi Uniti e Hong Kong), i partner di **CMC** Marine hanno assistito a incontri di training, formazione tecnica e di vendita.



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Il primo giorno è stato dedicato ai prodotti dell'azienda e in particolare al pos vendita. Si è quindi discusso di refit, servizi di manutenzione e ricambi. I giorni successivi, invece, è stato organizzato un training tecnico su tutti i prodotti firmati **CMC** Marine (Stabilis Electra, Dualis e Directa), per poi approfondire nel dettaglio l'installazione, la risoluzione di problemi e, infine, l'avviamento stesso dei prodotti.

Molto soddisfatto Alessandro Gallifuoco, Sales and Aftersales manager **CMC** Manager, che ha detto: «Fornire un servizio di assistenza ai nostri clienti è una delle massime priorità per **CMC** Marine e con i nostri sistemi installati a bordo di più di 600 yacht distribuiti in tutto il mondo è importantissimo che la nostra rete di Service possa garantire ad ognuno di essi, all'occorrenza, gli stessi standard di servizio. Siamo estremamente soddisfatti sia della partecipazione che della professionalità dimostrata dai nostri partner e siamo certi che con tutti loro porteremo avanti una collaborazione proficua e duratura. La convention è stato il primo evento del 2018 e sicuramente ne organizzeremo di altri nel prossimo futuro.»

UFFICIO STAMPA  
Sculati & Partner

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Fonte: **CMC** Marine Press Office - Sculati & Partners  
Titolo del: 26/01/2018 15:25

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Web source: <https://www.pressmare.it/it/accessori/cmc-marine/2018-01-26/cmc-marine-soddisfazione-per-la-prima-service-convention-11989>

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Articoli correlati: [ACCESSORIO](#) [CMC MARINE](#)

CMC Marine



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Web source: <https://www.pressmare.it/en/accessories/cmc-marine/2018-01-26/cmc-marine-huge-success-for-its-first-service-convention-11990>

Home > Accessories > CMC Marine > CMC Marine, huge success for its first service convention

Featured tags: ACCESSORIES

Service

## CMC Marine, huge success for its first service convention

Friday, January 26, 2018 2:57 PM

Print article e-mail



The new Cascina headquarter – where the Company recently relocated – hosted the first ‘CMC Marine Service Convention’. Held from January 22nd to January 24th the convention gathered together all the Company’ Service Points, coming from all over the world.

The program offered Q&A moments, technical and sales training, as well as team building activities.

The first CMC Marine Service Convention was an important opportunity for comparison and growth for all the Company’s Service Centers, which spent three days at the Cascina headquarters. Arriving from different parts of the world (Croatia, Turkey, France, Greece, Malta, Spain, United Arab Emirates and Hong Kong), CMC Marine partners attended meetings, technical training and sales meetings.

It was an important moment of comparison, in which the representatives of the Assistance Centers were able to request an in-depth analysis on specific subjects related to new products, align sales strategies, present potential problems to CMC Marine’s technicians and managers, while at the same time compare their experiences with those of their foreign colleagues, discussing strengths and winning strategies.

The first day was dedicated to the Company’s products and to the after-sales service. The trainings moved then to refit, maintenance services and spare parts. The following days the participants were involved in technical trainings on all the CMC Marine products (Stabilis Electra, Dualis and Directa), analysing into detail the installations, troubleshooting and finally the first starts.

Extremely satisfied Alessandro Gallifuoco, CMC Marine Sales and Aftersales Manager, who commented:

*«Providing outstanding client service to our clients is a top priority for CMC Marine and with our systems installed on over 600 superyachts distributed around the world, it is paramount that our Service Center can assist every one of them with the same exceptional level of service. We are extremely satisfied with the level of participation and professionalism that our partners have demonstrated and look forward to a long-term and successful collaboration with all of them. This was the first event in our 2018 agenda and we look forward to hosting more of these as we move forward.»*



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Related: [ACCESSORIES](#) [CMC MARINE](#)

CMC Marine



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## SUCCESSO PER LA PRIMA SERVICE CONVENTION CMC MARINE

26 gennaio 2018



Scritto da Nautica Editrice

La nuova sede di Cascina – inaugurata la scorsa estate – dal 22 al 24 gennaio ha ospitato la prima **'CMC Marine Service Convention'**, che ha riunito tutti i service point dell'azienda, provenienti da ogni parte del mondo. È stato un momento di informazione e confronto, ma anche di training e formazione sia tecnica che legata alla vendita.

La prima **CMC Marine Service Convention** è stata un'importante occasione di confronto e crescita per tutti i **service point dell'azienda**, che hanno trascorso **tre giorni** presso la sede di Cascina. **Arrivati** da diverse parti del mondo (Croazia, Turchia, Francia, Grecia, Malta, Spagna, Emirati Arabi Uniti e Hong Kong), i partner di **CMC Marine** hanno assistito a incontri di **training, formazione tecnica e di vendita**.

È stato un importante **momento di confronto**, in cui i rappresentanti dei centri di assistenza hanno potuto richiedere un approfondimento su determinate tematiche legate ai nuovi prodotti, allineare le strategie di vendita, esporre eventuali problematiche ai tecnici e ai manager dell'azienda e al tempo stesso confrontarsi con le altre realtà internazionali e discutere dei punti di forza e delle strategie vincenti con gli altri service point.

Il primo giorno è stato dedicato ai prodotti dell'azienda e in particolare al **post vendita**. Si è quindi discusso di **refit, servizi di manutenzione e ricambi**. I giorni successivi, invece, è stato organizzato un **training tecnico** su tutti i prodotti firmati **CMC Marine** (Stabilis Electra, Dualis e Directa), per poi approfondire nel dettaglio l'installazione, la risoluzione di problemi e, infine, l'avviamento stesso dei prodotti.

Molto soddisfatto **Alessandro Gallifuoco**, Sales and Aftersales manager **CMC Manager**, che ha detto: «Fornire un servizio di assistenza ai nostri clienti è una delle massime priorità per **CMC Marine** e con i nostri sistemi installati a bordo di più di 600 yacht distribuiti in tutto il mondo è importantissimo che la nostra rete di Service possa garantire ad ognuno di essi, all'occorrenza, gli stessi standard di servizio. Siamo estremamente soddisfatti sia della partecipazione che della professionalità dimostrata dai nostri partner e siamo certi che con tutti loro porteremo avanti una collaborazione proficua e duratura.

La convention è stato il primo evento del 2018 e sicuramente ne organizzeremo di altri nel prossimo futuro.»



**Newspaper metadata:**

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Web source: <http://www.nautechnews.it/2018/02/22/the-first-cmc-marine-service-convention/>

Company

## The first CMC Marine Service Convention

silviomondello



The first CMC Marine Service Convention was held at the new Cascina Headquarter, where the company has recently relocated, from January 22<sup>nd</sup> to 24<sup>th</sup>.

The event was an important opportunity for comparison and growth for all the Company's Service Centres. CMC Marine partners coming from abroad (Croatia, Turkey, France, Greece, Malta, Spain, United Arab Emirates and Hong

Kong) attended meetings, technical training and sales meetings. The program offered Q&A moments, technical and sales training, as well as team building activities.

It was an important moment of comparison, in which the representatives of the Assistance Centers were able to request an in-depth analysis on specific subjects related to new products, align sales strategies, present potential problems to CMC Marine's technicians and managers, while at the same time compare their experiences with those of their foreign colleagues, discussing strengths and winning strategies.

The first day was dedicated to the Company's products and to the after-sales service. The training moved then to refit, maintenance services and spare parts. The following days the participants were involved in technical training on all the CMC Marine products (Stabilis Electra, Dualis and Directa), analysing into detail the installations, troubleshooting and finally the first starts.

Alessandro Gallifuoco, CMC Marine Sales and Aftersales Manager, commented with satisfaction: «Providing outstanding client service to our clients is a top priority for CMC Marine and with our systems installed on over 600 superyachts distributed around the world, it is paramount that our Service Centre can assist every one of them with the same exceptional level of service. We are extremely satisfied with the level of participation and professionalism that our partners have demonstrated and look forward to a long-term and successful collaboration with all of them. This was the first event in our 2018 agenda and we look forward to hosting more of these as we move forward».

TAGS CMC Marine CMC Marine Service Convention

# EURASIA BOAT SHOW

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Web



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ANSA > Mare > Nautica e Sport > Nautica: CMC Marine all'Eurasia Boat Show di Istanbul

## Nautica: CMC Marine all'Eurasia Boat Show di Istanbul

Mercato nautico in espansione in Turchia

13 febbraio, 18:55



Indietro Stampa Invia Scrivi alla redazione Suggestisci ()



(ANSA) - MILANO, 13 FEB - La pisana CMC Marine, tra i marchi più avanzati al mondo nello sviluppo e nella produzione di sistemi di stabilizzazione per yacht, rinnova la sua presenza all'Eurasia Boat Show, appuntamento fondamentale per il mercato nautico in Turchia, giunto quest'anno alla sua 13/ma edizione.

Gli espositori sono circa 600, attesi 200 mila visitatori. La Turchia è un mercato molto attivo per CMC Marine, sia per la nuova costruzione sia per il refit. In linea con la strategia commerciale di espansione verso nuovi mercati, l'azienda pisana ha aumentato i suoi investimenti nel Paese, anche grazie alla collaborazione iniziata nel 2014 con BTS Marin, società con sede a Tusla (Istanbul), che si occupa di promozione e assistenza.

Il salone è l'occasione per CMC Marine di illustrare ai visitatori l'ampliamento della gamma di stabilizzatori elettrici, con l'introduzione di nuovi modelli. Il mercato turco ormai da qualche anno esprime livelli qualitativi molto elevati ed è in forte crescita. Alessandro Gallifuoco - Sales Manager CMC Marine - ha detto: "La Turchia rappresenta un punto di riferimento fondamentale per noi, oltre che un mercato in grande sviluppo. Sono proprio gli armatori turchi ad averci dato alcuni dei feedback più positivi. Siamo molto soddisfatti della collaborazione con BTS Marin, che promuove i nostri prodotti sul mercato turco e nel vicino Medio Oriente".

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NAUTICA

## CMC Marine: ottimi feedback dal mercato turco



redazione

CMC Marine rinnova la sua presenza all'Eurasia Boat Show, appuntamento sempre più seguito, giunto quest'anno alla sua tredicesima edizione. Gli espositori sono circa 600 e sono attesi almeno 200 mila visitatori. La Turchia è un mercato molto attivo per CMC Marine, sia per la nuova costruzione sia per il refit. In linea con la strategia commerciale di espansione verso nuovi mercati, inoltre, l'azienda pisana ha aumentato i suoi investimenti nel Paese.

Due dei nuovi modelli di CMC Marine

Riscontri e interessi da parte di questa zona sono anche il risultato della proficua collaborazione, iniziata nel 2014 e sempre più forte, con BTS Marin, società con sede a Tuzla (Istanbul), che si occupa di promozione e assistenza.

Il salone è l'occasione perfetta per CMC Marine di illustrare ai visitatori i numerosi vantaggi portati dall'ampliamento della gamma di stabilizzatori elettrici, con l'introduzione di nuovi modelli che tanto successo hanno riscosso alle manifestazioni internazionali dello scorso autunno.

Il mercato turco, ormai da qualche anno, esprime livelli qualitativi molto elevati ed è in forte crescita, grazie a spiccate capacità imprenditoriali dei proprietari dei cantieri clienti di CMC Marine (tra cui Tansu, Numarine e Yildiz, per nominarne alcuni).

Alessandro Gallifuoco - Sales Manager CMC Marine - ha detto: "La partecipazione a questo Salone è un'ulteriore conferma della nostra volontà di rafforzare ulteriormente il posizionamento di CMC Marine in diverse parti del mondo. La Turchia rappresenta un punto di riferimento fondamentale per noi, oltre che un mercato in grande sviluppo, tanto è vero che sono proprio gli armatori turchi ad averci dato alcuni dei feedback più positivi che abbiamo ricevuto in merito ai sistemi Stabilis Electra. Siamo inoltre molto soddisfatti della collaborazione con BTS Marin, che, oltre a promuovere con grande efficacia i nostri prodotti sul mercato turco e del vicino Medio Oriente, garantisce ai nostri clienti una continua e adeguata assistenza tecnica".

13/02/2018 19:53:00

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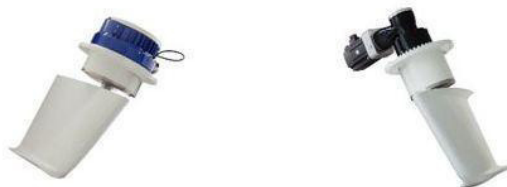
Tecnologia a bordo / CMC Marine: ottimi feedback dal mercato turco



### CMC Marine: ottimi feedback dal mercato turco

Si sta svolgendo in questi giorni l'Eurasia Boat Show di Istanbul a cui partecipa anche quest'anno CMC Marine per illustrare, per la prima volta in Turchia, i vantaggi derivanti dall'ampliamento della sua gamma. La Turchia rappresenta per CMC Marine ormai da diversi anni un mercato di riferimento, anche grazie alla partnership con il dealer locale BTS Marin.

CMC Marine rinnova la sua presenza all'Eurasia Boat Show, appuntamento sempre più seguito, giunto quest'anno alla sua tredicesima edizione. Gli espositori sono circa 600 e sono attesi almeno 200 mila visitatori. La Turchia è un mercato molto attivo per CMC Marine, sia per la nuova costruzione sia per il refit. In linea con la strategia commerciale di espansione verso nuovi mercati, inoltre, l'azienda pisana ha aumentato i suoi investimenti nel Paese.



Due dei nuovi modelli di CMC Marine

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**CMC Marine partecipa all'Eurasia Boat Show, Hall 6 - Stand G15**

UFFICIO STAMPA  
Sculati & Partner

In copertina Alessandro Gallifuoco, CMC Marine Sales and After-sales Manager

#### Newspaper metadata:

Source: Pressmare.it Author:  
Country: Italy Date: 2018/02/13  
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#### Media Evaluation:

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Web source: <https://www.pressmare.it/it/accessori/cmc-marine/2018-02-13/cmc-marine-eurasia-boat-show-illustrare-vantaggi-gamma-12287>

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Home > Accessori > CMC Marine > CMC marine all'Eurasia Boat Show 2018 per illustrare i vantaggi derivanti dalla sua gamma

Servizio

## CMC marine all'Eurasia Boat Show 2018 per illustrare i vantaggi derivanti della sua gamma

martedì 13 febbraio 2018 16.33

Stampa articolo e-mail



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**Newspaper metadata:**

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Media: Internet

Author:

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**Media Evaluation:**

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Ave

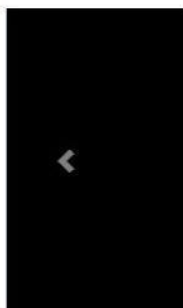
€ 500.1

Pages Occuped

1.0

Web source: <https://www.pressmare.it/it/accessori/cmc-marine/2018-02-13/cmc-marine-eurasia-boat-show-illustrare-vantaggi-gamma-12287>

Articoli correlati: **CMC** MARINE



**CMC** Marine

#### Newspaper metadata:

Source: Themarinenews.com - Author: themarinenews  
 Usa Date: 2018/02/13  
 Country: United States Pages: -  
 Media: Internet

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Featured News

## CMC Marine at the Eurasia Boat Show 2018

13/02/2018 themarinenews Alessandro Gallifuoco, BTS Marin, CMC Marine, Istanbul, Numarine, Tansu, The Eurasia Boat Show

Spread the love



The Eurasia Boat Show in Istanbul is taking place in these days, with CMC Marine taking part this year to illustrate, for the first time in Turkey, the advantages deriving from the expansion of its range. For several years now, Turkey has been representing a reference market for CMC Marine, also thanks to the partnership with the local dealer BTS Marin.

CMC Marine renews its presence at the Eurasia Boat Show, an increasingly popular event, now in its thirteenth edition. There are about 600 exhibitors and at least 200 thousand visitors are expected. Turkey is a very active market for CMC Marine, both for the new construction and for the refit. Furthermore, in line with the commercial strategy of expanding into new markets, the Pisan company has increased its investments in the country.

Feedback and interest from this area are also the result of the fruitful collaboration, started in 2014 and increasingly stronger, with BTS Marin, a company based in Tuzla (Istanbul), which deals with promotion and assistance.

The show is the perfect opportunity for CMC Marine to show visitors the many advantages brought by the expansion of the range of electric stabilizers, with the introduction of new models that have been so successful at international events last fall.

The Turkish market, for some years now, has very high levels of quality and is growing rapidly, thanks to the strong entrepreneurial skills of the owners of CMC Marine shipyards (including Tansu, Numarine and Yildiz, to name a few).

Alessandro Gallifuoco – Sales Manager CMC Marine – said: “Participation in this show is further confirmation of our desire to further strengthen the positioning of CMC Marine in different parts of the world. Turkey is a fundamental point of reference for us, as well as a market in great development, so much so that it is the Turkish ship owners who have given us some of the most positive feedback we have received regarding the Stabilis Electra systems. We are also very satisfied with the collaboration with BTS Marin, which, in addition to promoting our products on the Turkish market and the near Middle East very effectively, guarantees our customers a continuous and adequate technical assistance”.



**Newspaper metadata:**

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Web source: <http://www.gentedimareonline.it/2018/ultima-ora/cmc-marine-superstar-eurasia-istanbul/>

## Cmc Marine superstar a Eurasia Istanbul

14 FEBBRAIO 2018

COMMENTS (0)

NEWS, SALONI, ULTIMA ORA



**Cmc Marine** superstar a **Eurasia Boat Show di Istanbul** (10-18 febbraio). L'azienda pisana rinnova e consolida la sua presenza sul mercato euro-asiatico partecipando ancora una volta alla rassegna che quest'anno conta circa 600 espositori e prevede oltre 200mila visitatori.

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La Turchia è un mercato molto attivo per **Cmc Marine**, sia per la nuova costruzione sia per il refit. In linea con la strategia commerciale di espansione verso nuovi mercati, inoltre, l'azienda pisana ha aumentato i suoi investimenti in quel Paese. Ricontri e interessi in tutta l'area sono anche il risultato della proficua collaborazione, iniziata nel 2014 e sempre più forte, con **Bts Marin**, società con sede a Tusla (Istanbul), che si occupa di promozione e assistenza.

Il salone è l'occasione perfetta per di illustrare ai visitatori i numerosi vantaggi portati dall'ampliamento della gamma di stabilizzatori elettrici **Cmc Marine**, con l'introduzione di nuovi modelli che tanto successo hanno riscosso alle manifestazioni internazionali dello scorso autunno. Il mercato turco, ormai da qualche anno, esprime livelli qualitativi molto elevati ed è in forte crescita, grazie a spiccate capacità imprenditoriali dei proprietari dei cantieri clienti di **Cmc Marine** (tra cui Tansu, Numarine e Yildiz, per citarne alcuni).

"La partecipazione a questo salone è un'ulteriore conferma della nostra volontà di rafforzare ulteriormente il posizionamento di **Cmc Marine** in diverse parti del mondo - spiega **Alessandro Gallifuoco** (nella foto), sales manager dell'azienda pisana - La Turchia rappresenta un punto di riferimento fondamentale per noi, oltre che un mercato in grande sviluppo, tanto è vero che sono proprio gli armatori turchi ad averci dato alcuni dei feedback più positivi che abbiamo ricevuto in merito ai sistemi **Stabilis Electra**. Siamo inoltre molto soddisfatti della collaborazione con **Bts Marin**, che, oltre a promuovere con grande efficacia i nostri prodotti sul mercato turco e del vicino Medio Oriente, garantisce ai nostri clienti una continua e adeguata assistenza tecnica".



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**Media Evaluation:**

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Web source: <http://www.nautechnews.it/2018/02/14/cmc-marine-at-the-eurasia-boat-show-2018/>

Home » News » **CMC** Marine at the Eurasia Boat Show 2018

News

## CMC Marine at the Eurasia Boat Show 2018

silviomondello



The Eurasia Boat Show is in full swing and **CMC** Marine is there in Istanbul to illustrate, for the first time in Turkey, the advantages of its product range's expansion. Turkey has increasingly become a key market for **CMC** Marine, thanks also to the partnership with local dealer BTS Marin.

**CMC** Marine reconfirms its presence at Eurasia Boat Show, which is now at its 13th edition and is attracting more visitors every year. More than 600 Companies are exhibiting and at least 200 thousand visitors are expected. Turkey is a very active market for **CMC** Marine, both for new construction and refit. The Tuscan Company recently increased its investment in the Country, in line with the commercial strategy aimed towards new markets expansion.

The increasing interest and validation from this area are also the result of the valuable collaboration with BTS Marin, the Turkish dealer in charge of the promotion and assistance in the area. The collaboration started in 2014 and has become progressively stronger.

The boat show is the perfect occasion for **CMC** Marine to illustrate visitors all the advantages of the new electrical stabilizers' models recently introduced, a novelty that was already welcomed with great interest during the international events last fall. In the last few years, the Turkish market has very much increased its production and is developing at a fast pace, thanks to the strong entrepreneurial skills of the shipyards partnered with **CMC** Marine (such as Tunsu, Numarine and Yildiz).

Alessandro Gallifuoco – **CMC** Marine Sales Manager – stated: "Attending this boat show affirms our intention to strengthen the positioning of **CMC** Marine in different parts of the world. Turkey represents a key sector for us, other than a fast-developing market, in fact, the most positive feedback we received for our Stabilis Electra systems came from Turkish owners. We are also very satisfied with our collaboration with BTS Marin, which not only efficiently promotes our products on the Turkish market and the Middle East but also guarantees an excellent technical assistance service"

**CMC** Marine is attending the Eurasia Boat Show, Hall 6 – Stand G15.

TAGS **CMC** Marine Eurasia Boat Show 2018

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**Newspaper metadata:**

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Country: Italy      Date: 2018/02/14  
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**Media Evaluation:**

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Pages Occuped 1.0

Web source: <https://www.nautica.it/accessori-strumenti-navigazione/cmc-marine-alleurasia-boat-show-2018/>

## CMC MARINE ALL'EURASIA BOAT SHOW 2018

14 febbraio 2018



Scritto da Nautica Editrice

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#### Newspaper metadata:

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Uae Shabnam in Life on  
Country: Water  
Media: Internet Date: 2018/02/18  
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Web source: <https://vipmarinelife.com/2018/02/18/cmc-marine-at-the-eurasia-boat-show-2018/>

18  
Sunday  
FEB 2018

## CMC MARINE AT THE EURASIA BOAT SHOW 2018

POSTED BY SHEREEN SHABNAM IN LIFE ON WATER

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### Tags

boat, Boating, Fijian, Life  
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Shereen Shabnam,  
Superyachts, UAE, VIP  
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Yachts



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# **YACHT EQUIPPED WITH CMC MARINE SYSTEMS**

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**Print and web**

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## Azimut Grande 27 M, inventarsi lo spazio

PROVE SUPERYACHTS

Achille Salvagni 8 Azimut Yachts 19 CMC 4 Interceptor 3 Man 20 NAVICO 12  
Naviop 4 Stefano Righini 15

**Azimut Grande 27 M** dovrebbe essere "la piccola" di famiglia, ma questo 27 metri fa concorrenza alle sorelle più grandi. Prima volta della coppia Salvagni e Righini per il design di interni ed esterni

di Luca Sordelli

Partiamo da prua. Dal luogo che più mi ha stupito, dalla cabina a tutto baglio, sul ponte principale. E quella pensata per gli armatori del **Grande 27** di **Azimut Yachts**. Non è solo la dimensione a colpire, non solo i suoi sei metri e mezzo di larghezza, ma anche **le infinite vetrate laterali, quasi vertiginose, sull'acqua**

**Qui sei "dentro", ma sei allo stesso tempo "fuori", nel paesaggio marino.** Sei anche avvolto dal silenzio più assoluto e cammini su una alta e morbidissima moquette di seta, bianca. Una nave da diporto di **27 metri, 93 tonnellate, 9.500 litri di gasolio con 3.800 cavalli** in sala macchine.



Il merito di questo bel risultato è anche del lavoro realizzato nell'arredo e design d'interni da **Achille Salvagni** e da **Stefano Righini** che ha firmato le linee esterne.

Sono tratti fluidi, equilibrati, che portano una bella e inedita contaminazione tra il mondo del design metropolitano e quello della nautica. **È un design materico, ma anche molto funzionale** con una sorprendente valorizzazione di ogni centimetro a disposizione.



La stessa atmosfera si vive nel grande salone centrale di Grande 27, anche qui si galleggia in una **"bolla" di vetro** che fluttua in mezzo al mare, e nelle cabine del ponte inferiore, tre o quattro, a scelta degli armatori. Nota di merito per **la bellissima scala**, piccolo capolavoro che unisce i due livelli di questo yacht. Bene anche gli spazi dedicati all'equipaggio, con una crew

mess, due cabine e due bagni, con volumetrie più che adeguate.

L'altro luogo che di più ho apprezzato a bordo è **la postazione di pilotaggio**, proprio perché timonare il **Grande 27** è un vero piacere. Prima di tutto ha una notevole agilità e un raggio di virata da barca di 18 metri ma, soprattutto, ha un assetto che rimane sempre costante: le sue 95 tonnellate restano ben piatte sull'acqua.

Questo perché le due pinne stabilizzatrici **CMC** lavorano bene, così come gli **Interceptor 100**. Ma anche perché il notevole dislocamento è distribuito in maniera intelligente, grazie alla laminazione in Vtr e fibra di carbonio per tutta la sovrastruttura e la coperta, e all'uso del **"full carbon"** per specchio di poppa, rollbar e hardtop.



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Altri due elementi da evidenziare a bordo del *Grande 27* sono la **timoneria elettronica Eps** dove l'armatore può configurare la reattività regolando i giri della ruota timone e lo sforzo, in base alla velocità di crociera, nessuna cablatura idraulica, tutto elettrico e molto "leggero" al volante.



E poi è il **sistema avanzato di monitoraggio e controllo** sviluppato insieme a **Naviop** e **Navico**, dove tutto, dalla visualizzazione dei dati dei motori e dei relativi consumi, al controllo dei generatori, gestione trim e interceptor, luci, batterie ed aria condizionata, può essere gestito da un solo schermo touch-screen e a filo con la **plancia**.



Ottimi anche i numeri del *Grande 27* spinto da due **MAN** nella recente versione da **1.900 cavalli** e con trasmissione V-Drive abbiamo superato i **28 nodi**, mentre quella di crociera economica si attesta sui 19 nodi, con un consumo complessivo di **394 litri/ora**, con un buon **20,3 litri consumati per ogni miglio percorso**. Il ritmo di crociera veloce fa invece arrivare il log a 24 nodi, qui i due Man chiedono 22 litri/miglio.

**Non abbiamo detto nulla del fly di Grande 27? Beh, in estrema sintesi: "Grande". E qui il gioiello è il lungo, affilato ed elegante bancone bar sulla sinistra. Voglia di festa, ma sempre molto chic.**

### AZIMUT GRANDE 27 M

**PROGETTO** Design Interni Achille Salvagni • Design esterni **Stefano Righini** • Architettura navale Pierluigi Ausonio

**SCAFO** lunghezza ft. 26,78 m • lunghezza scafo 23,95 m • larghezza massima 6,59 m • immersione 1,93 m • dislocamento pieno carico 92,96 ton • Capacità serbatoio carburante • 9.500 litri • Capacità serbatoio acqua 2.000 litri

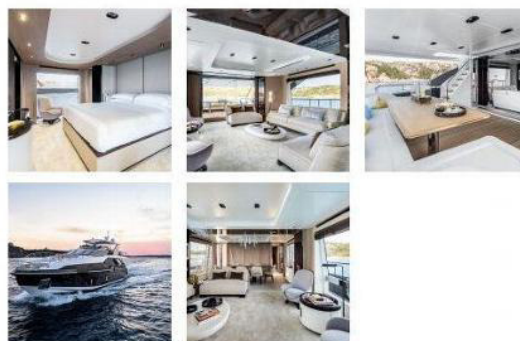
**MOTORE** 2 MAN V12 • Potenza 1.397 kW • Numero di cilindri 12 • Alesaggio per corsa 128mm x157mm • Cilindrata 24 24 l • Regime di rotazione massimo 2.300 giri/min • Peso 2.380 kg

**CERTIFICAZIONE** CE Categoria A

### AZIMUT YACHTS

Via M. L. King, 9/11  
Avigliana  
Torino (Italy)  
Tel. +39 011 93 161  
customer@azimutbenettigroup.com  
[www.azimutyachts.com](http://www.azimutyachts.com)

(Gennaio 2018)



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## Azimut Grande 27 M, creating the space


Naviop 1 Stefano Righini 2

It should be the "smallest" of the family, but this Azimut Grande 27 M is competing with its bigger sisters. It's the first time where Salvagni and Righini work together for interior and exterior design

by Luca Sordelli


**Let's start from the bow.** From the part that surprised me the most, the full beam cabin on the main deck. It was designed for the owner of Azimut Yachts' Grande 27. It isn't only its size that is striking, not only its width of six and a half metres, but also the endless side windows with their vertiginous view of the water.

**Here you are both "inside" and "out", immersed in the maritime landscape.** You are also bathed in total silence as your feet sink into a soft, white, silk carpet. A 27-meter pleasure yacht, 93 tonnes, 9,500 litres of fuel with 3,000 horsepower in the engine room.



Credit for this excellent product also lies with the interiors and furnishings designed by Achille Salvagni and Stefano Righini who was responsible for the external lines. The lines are fluid, balanced and express a beautiful and novel interaction between the world of chic home design and nautical design.

**It is a material design that is also very functional and surprisingly spacious,** maximising every available square inch. The same atmosphere imbues the cabins on the lower deck – either three or four depending on the owner's choice – and the spacious central saloon. Here too we find ourselves in a glass "bubble" floating in the middle of the sea.



We must mention the **spectacular staircase** a beautiful design linking the yacht's two levels. We also liked the crew areas, with a crew mess, two cabins and two heads of more than adequate sizes. The other part of the boat that I particularly enjoyed is the helm station, because sailing the Grande 27 is pure pleasure.

First of all it is impressively agile, with a turning circle of only 18 metres, but also its trim is always constant: its 95 tonnes remain perfectly flat on the water.

**This is thanks to the efficient Cmc fins and Interceptor 100.** But also because its sizeable displacement has been cleverly distributed, thanks to VTR laminates and carbon fibre covering the entire superstructure and deck house and the use of "full carbon" for the transom, rollbar and hardtop.

**There are two further features of the Azimut Grande 27 M to mention the Electronic Power Steering system** where the owner can configure its responsiveness by adjusting wheel turns and steering effort according to speed. There's no hydraulic cables, everything is electric and user "light" at the helm.



## Newspaper metadata:

Source: Barchemagazine.com Author: Luca Sordelli  
Country: Italy Date: 2018/02/20  
Media: Internet Pages: -

## Media Evaluation:

Readership: -  
Ave € 400  
Pages Occuped 1.0

Web source: <http://www.barchemagazine.com/en/azimut-grande-27-m-yacht/>

There are two further features of the **Azimut Grande 27 M** to mention: the **Electronic Power Steering system** where the owner can configure its responsiveness by adjusting wheel turns and steering effort according to speed. There's no hydraulic cables, everything is electric and very "tight" at the helm.

The second is the advanced monitoring system developed together with Naviop and Navico where everything, from visualising engine and consumption data, to checking the generators, managing the trim and interceptor, lights, batteries and air conditioning can be managed from a single touch-screen incorporated within the dashboard.



The numbers for the **Azimut Grande 27 M** are also excellent: driven by two Man in their recent 1,900 hp version with V-Drive transmission **we exceed 28 knots, and our economy cruising speed was around 19 knots**, with an overall consumption of 394 litres / hour, with 20.3 litres consumed per mile. The fast cruising speed is 24 knots, for which the two Man engines require 22 litres / mile.

We haven't yet mentioned the **flybridge**? Well, in one word, it's Big. And here the highlight is the long, slender and elegant bar table on the left. **Ready for partying, but always with great elegance**

### Azimut Grande 27 M

**PROJECT** • Interior Design Achille Salvagni • Exterior Design **Stefano Righini** • Naval Architecture Pierluigi Ausonio

**HULL** LOA 26.78m • Length 23.95m • Maximum beam 6.59m • Draft 1.93m • Full mass displacement 92.96 t • Fuel tank volumes 9500l • Water tank volume 2000 l

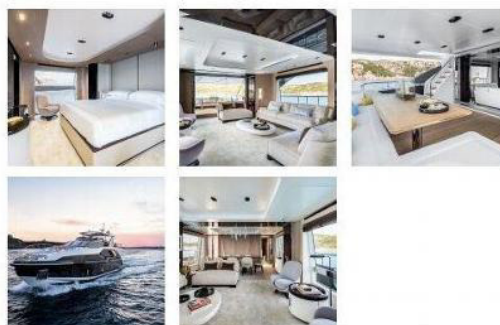
**MAIN PROPULSION** 2 MAN V12 • Outlet mechanical power 1397 kW • Number of cylinders 12 • Bore & Stroke 128mm X 157mm • Total swept volume 24.24 l • Maximal rotational speed 2300/min • Weight 2380 kg

**CERTIFICATION** EC Category A

### AZIMUT YACHTS

Via M. L. King, 9/11  
I-10051 Avigliana  
Torino (Italy)  
Tel. +39 011 93 161  
customer@azimutbenettigroup.com  
[www.azimutyachts.com](http://www.azimutyachts.com)

(Gennaio 2018)



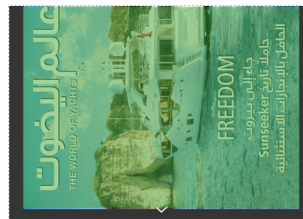


Newspaper metadata:

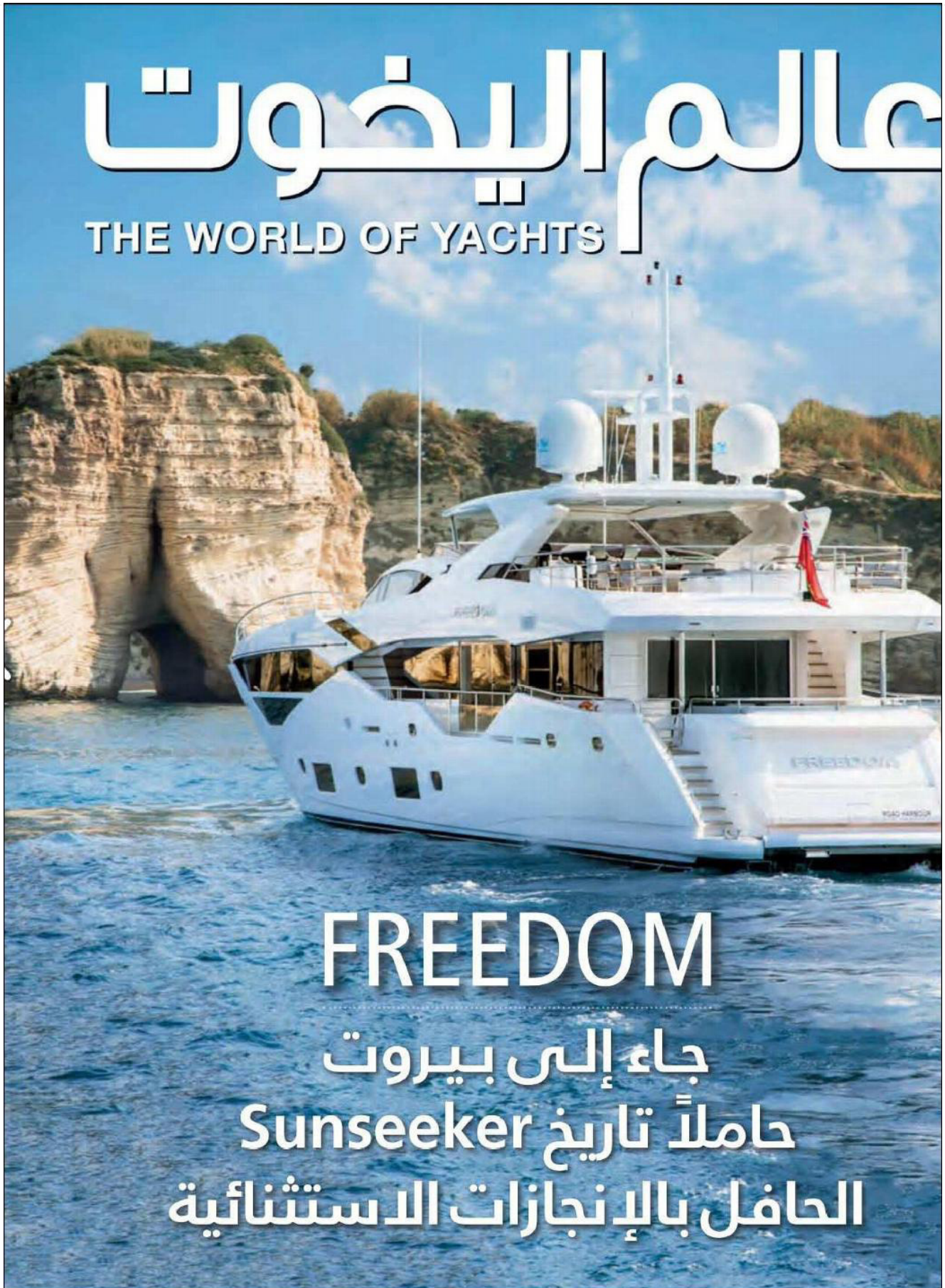
Source: The World Of Yachts & Author:  
Boats - Uae Date: 2018/01/01  
Country: Pages: 1 - 1  
Media: Periodics

Media Evaluation:

Readership: -  
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**Media Evaluation:**

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Ave € 0  
Pages Occupied 0.0



Web source:

BENETTI NEWS

# BENETTI: نشاط دائب



BNOW BY RWD  
أربعة نماذج جديدة  
تسلمها BENETTI بسرعة

News paper metadata:

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Media Evaluation:

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Web source:

# CHRISTELLA II أول نماذج DELFINO 95 أطلقتها BENETTI .. تقوده دون قبطان!

صنعتها Benetti لمالك أوروبي، ليكون أول وحدة في الخط الجديد من Delfino 95 دشنتها Benetti في الثلاثين من تشرين الثاني/نوفمبر الماضي في حوض Viareggio. إنه Christella II اليخت المزاج الذي تولّى أقسامه الخارجية Giorgio M Cassetta في حين تولّى الداخل مكتب التصميم في الحوض نفسه.

ولعل أهم ميزاته هي خطوطه الانسيابية التي تعززها النوافذ الكبيرة، والشكل المبتكر. وقد صمم أخذاً بعين الاعتبار الراحة القصوى وتأمين معيشة فخمة على المتن ومعايير الجودة المرتفعة التي تشتهر بها Benetti.

وقد جاء تطوير هذا اليخت بعد النجاح الذي حققه سابقه Delfino 93 الذي جرى بيع 14 وحدة منه حتى اليوم. واليخت الجديد يتسم بمساحات تتداخل بنعومة مع بعضها، وتصميم داخلي لا نراه إلا في اليخوت الأكبر حجماً. ورغم أن طوله 28,95 متراً فقط ووزنه أقل من 200 طن (أي مالك محترف يستطيع أن يقوده من دون مساعدة القبطان) إلا أن كبائنه رحبة وباستطاعته ضم طاقم من خمسة أفراد.

وبالنسبة لأناقته فقد بذلت جهود واضحة لترجمة كل العناصر العملانية إلى مزايا مرتبطة بالديكور، إضافة إلى تطوير تصميم مضيء فريد، جرى التوصل إليه بالتعاون مع Aqualuce شركة التصميم البريطانية.

وقد جرى تجهيزه بمفروشات عصرية ألوانها دافئة. والخشب الأساسي هو جوز Canaletto المزدان بألواح جلدية. وفي المساحات المشتركة نرى أن الأرضية من الباركيه، في حين أن الكبائن أرضياتها من السجاد. ورخام Eramosa الذي تم

Benetti: داخل هذه «العائلة» يستند إلى فلسفة جديدة للعيش على متن اليخت وذلك عن طريق استخدام مبتكر للمساحات واعتماد مفهوم عصري للتصميم

.. وهذه عائلة جديدة من اليخوت المزاجية التي تصنع هياكلها من الفولاذ وبنيتها الفوقية من الألمنيوم، كجزء من عائلة Custom Now التي تنتجها Benetti الإيطالية.

وهي تضم أربعة قياسات مختلفة: الأصغر أقل من 500 GRT والباقيون بطول 56 و 63 و 68 متراً.

النماذج المذكورة هي نتاج جديد للتعاون الوثيق بين Benetti وستوديو التصميم البريطاني RWD. وتتسم بالخارج الانسيابي والمقدمة العمودية.

وقد جرى الإعلان عنها خلال معرض كان الدولي الأخير لليخوت، إضافة إلى المركب الجديد Oasis (130 GRP).

ومن المعلوم أن الأقسام الخارجية والتشكيلات الداخلية لـ BNOW by RWD وراءها RWD، الشريك القديم لـ Benetti. ويمكن إجراء تعديلات عليها وفقاً لرغبات المالك.

ولعل أهم ما توفره هذه الموديلات للزبائن، هو الوقت المخفض لتسليمها وذلك بفضل تكنولوجيا البناء المبتكرة التي تعتمدها الشركة.

وتقول الشركة أن الداخل يستند إلى فكرة جديدة «ثورية» للعيش على متن اليخت، مع استخدام مبتكر للمساحات، إضافة إلى مفهوم عصري للتصميم يهدف إلى تأمين راحة قصوى يلعب فيها الضوء دوراً رئيسياً.

ومما يلفت النظر في هذه العائلة هو المساحات المخصصة للحفاظ على صحة سليمة، التي تضم مراكز للتمارين الرياضية و Spa و Beach Club. هذا إضافة إلى مساحات جلوس داخلية وخارجية، عصرية وغير رسمية، يمكن تعديلها بسهولة وفقاً لحاجات المالكين.

هذا وقد انضمت هذه التشكيلة إلى BNOW by Natuci وكذلك BNOW Fast by Omega التي تم إطلاقها العام الماضي، وكذلك إلى كل منتجات عائلة Custom Now.



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**Media Evaluation:**

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Web source:

BENETTI



وقد جرى دمج قوارب الإنقاذ بالبنية الفوقية لتزيد من أناقة الخطوط الخارجية.

وزود هذا اليخت بطبقة شمسية تضم صوفتين، واحدة لمحطة التحكم الخارجية بهدف تمكين الضيوف من متابعة الإبحار. هذه المحطة مفيدة عند إجراء المناورات نظراً لعلو اليخت فوق سطح المياه.

ويمكن للكارج أن يؤدي قارباً بطول 4,40 أمتار. وقد جهز اليخت بمحركي MAN V8 قوة الواحد ألف حصان مما يوصل سرعته القصوى إلى 13,5 عقدة.

**Christella II**

الطول الإجمالي: 28,95 متراً (95 قدماً)

العرض: 7 أمتار (23 قدماً)

الغاطس: 2 متر (6,7 أقدام)

البدن والبنية الفوقية: GRP وألياف كربونية

الوزن المزاج بكامل الحمولة: 145 طناً

سعة الوقود: 20 ألف لتر (4399 غالوناً)

سعة المياه: 2500 لتر (660 غالوناً)

كبائن المالك والضيوف: 5 كبائن لعشرة أشخاص

كبائن الطاقم: 3 كبائن لخمس أشخاص

المحركان: 2xMAN V8 1000 735 kw

المولدان: 2xkohler 55 kw

محرك المقدمة: Electric Motor Driven 37kw

السرعة القصوى: 13,5 عقدة

مدي الإبحار بسرعة 10 عقد: 1950 ميلًا

التصنيف: Rina Register C, Hull + Mach

المهندس البحري: Azimut Benetti Spa-Benetti Technical Department

الفكرة والمصمم الخارجي: Giorgio M. Cassetta

المصمم الداخلي: Benetti Style Department

اختياره لهذا اليخت جرى قطعه في اتجاهين مختلفين مما يغير من شكله.

وخصصت الطبقة السفلية للضيوف الذين ينامون في أربع كبائن مزدوجة، من بينها جناحان لكبار الضيوف (عبر باب كبير جرار) بسرير مزدوج، مع كابيتين كل واحدة بسريرين. ولكل كابينة حمامها الخاص.

كبائن الطاقم تتسع لخمس أفراد.

هذا وتتميز الطبقة الرئيسية بكونها على مستوى واحد مما يتيح توزيع المساحات وفقاً لرغبات المالك. كابينة المالك تحتل كامل العرض تقريباً (عرضها 7 أمتار وطولها 3,2 أمتار) وتضم مساحة منفصلة لخزانة الثياب طلبها المالك. في الحمام دوش كبير.

ويحتوي الصالون الأساسي على مساحتين زجاجيتين واسعتين إلى الجانبين. الباب الزجاجي إلى الخلف يضمن الاتصال بين المساحات الداخلية والخارجية.

أما الموقع الجديد لمحطة التحكم على الطبقة العليا فإنه يتيح تركيز المساحة المخصصة للخدمة على متن واحد، مما يسهل على أعضاء الطاقم أن يقوموا بأعمالهم بيسر مع الحفاظ على خصوصية المالك والضيوف. المطبخ واسع للغاية. وغسالة الثياب وسط اليخت.

على الطبقة العلوية مساحة كبيرة للاسترخاء والراحة إضافة إلى أخرى مخصصة للاستمتاع بأشعة الشمس ومركز إدارة الدفة.. وخلف ذلك مساحة للطعام لها سقف قابل للفتح وذات إضاءة خاصة، ومساحة جلوس مكشوفة ورحبة.

ويمكن تجهيز المتن المصنوع من خشب التيك وفقاً لرغبات الزبون وحاجاته.

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Web source:

BENETTI



## MEDITERRANEO 116 في نسخته الثانية يركز بدوره على الراحة والضوء

واحدة بسرير مزدوج، وكابيتين بسريرين مع سرير Pulman مما يتيح استضافة شخصين آخرين على المتن. وخصص للطاقم ثلاث كبائن لسبعة أفراد، هذا إضافة إلى كابينة القبطان على الطبقة العلوية قرب محطة التحكم. وزود اليخت بمحركي CAT ACER C32 Rating D (1600hp @ 2300 rpm) مما يوصل سرعته القصوى إلى 15 عقدة في الساعة (العادية 14 عقدة). أما مدى الإبحار بسرعة 10 عقد فإنه يصل إلى 3 آلاف ميل بحري. واليخت مجهز بحافظات توازن لتأمين الراحة عند الرسو أو الإبحار (Electric fin Stabilizer).

[www.benettiyachts.it](http://www.benettiyachts.it)

### Mediterraneo 116

الطول الإجمالي: 35,5 متر (116 قدماً)  
العرض: 7,72 أمتار (25 قدماً و 4 إنشات)  
الغاطس: 2,15 متر (7 أقدام وإش واحد)  
الوزن المزاج بكامل الحمولة: 250 طناً  
سعة الوقود: 33 ألف ليتر  
سعة المياه: 4 آلاف ليتر  
المالك والضيوف: 10 + شخصان في 5 كبائن  
الطاقم: 7 في 4 كبائن  
المحركان: (2xCAT ACER C32 Rating D (1600 hp @ 2300 rpm  
محرك المقدمة: 70 HP - Hydraulic - 52 kw  
المولدات: 2x80 kw 200 vac / 3 phase / 60 HZ  
حافظات التوازن: CMC Marine Stabilis Electra  
السرعة القصوى: 15 عقدة (العادية 14)  
مدى الإبحار: 3 آلاف ميل بحري  
التصنيف: (Rina C Hull. Machy, LY3 Compliance (Option  
الهندسة البحرية: Azimut Benetti S.P.A R&D - Pierluigi Ausonio  
المكرة والتصميم الخارجي: Giorgio Maria Cassetta  
التصميم الداخلي: دائرة التصميم الداخلي للشركة.

من المقرر أن تكون Benetti قد سلمت ثاني نسخة من يختها الجديد Mediterraneo 116 إلى مالكه، قبل انتهاء الشهر الماضي.

وكان حوض Viareggio احتفل في التاسع من آب/ أغسطس الماضي بتدشين هذا اليخت البالغ طوله 35,5 متراً والذي يصنع من الألياف الكربونية والزجاجية.

هذا اليخت المزاج، مثل سابقه، صمم خطوطه الخارجية Giorgio Maria Cassetta وأقسامه الداخلية دائرة التصميم داخل الحوض (Style Department) بالتعاون مع المصمم الذي اختاره المالك.

الطابع الانسيابي اللطيف للخارج يكمله الداخل بأماكن العيش الواسعة المرفهة التي يلعب فيها الضوء دوراً أساسياً، بواسطة استخدام مساحات زجاجية واسعة وباب زجاجي كريستالي.

وعند تصميم المساحات المخصصة للمالك وضيوفه، جرى التركيز على الراحة والإضاءة. في الخارج مساحتان كبيرتان لتناول الطعام (واحدة يتجاوز عرضها 6 أمتار موجودة على مركز القيادة الواسع على الطبقة العلوية) إضافة إلى مساحات أخرى مزودة بكنبات وصوفات ومقاعد وكراس.

والطبقة الشمسية بدورها لافتة للنظر بمساحتها التي تزيد على 80 متراً مربعاً والمساحة الممتدة للسير إلى حوالي 16 متراً.

وتمتاز الطبقة الشمسية بمنطقة الجلوس الرحبة التي تضم مساحتين للاسترخاء وتناول الطعام، طول نوافذ كل منهما ثلاثة أمتار بهدف تأكيد الاستمرارية بين الداخل والخارج. وجرى وضع الجناح الرئيسي الذي يحتل كامل العرض، في مقدمة هذه الطبقة، وهو يضم ستوديو وكابينة طول كل منهما 3,4 أمتار ومزود بمساحات زجاجية واسعة.

أما كبائن الضيوف الأربع فقد وضعت على الطبقة السفلية وهي عبارة عن كابيتين لكبار الضيوف في الخلف كل



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**EZPRESS**

Online n. 54289 del 10/01/2018 - Licenza esclusiva a Giovanni Achille

n. 56 - Winter 2017/18 - Euro 8,00 - US \$ 16,50 - £ 8,00

# Superyacht

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**CRN YACHTS CLOUD 9**  
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**AZIMUT GRANDE 35 METRI**

**MEETINGS**  
**27<sup>th</sup> MONACO YACHT SHOW**

80056  
9 772035 368006



**Newspaper metadata:**

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Web source:

Pronta consegna

## CODECASA 43 SERIE VINTAGE

di Eleonora Albini

Nata nel 2011, la Serie Vintage di Codecasa ha immediatamente riscontrato l'entusiasmo del pubblico internazionale, grazie a un design caratterizzato da quella tipica classicità intramontabile combinata con le più moderne tecnologie. L'ultima unità della Serie, varata la scorsa estate, la Costruzione C122 del modello 43 metri Full Beam, è un'occasione da non perdere per gli armatori di tutto il mondo.





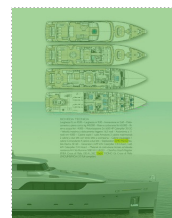
**Newspaper metadata:**

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Country: Italy  
Media: Periodics

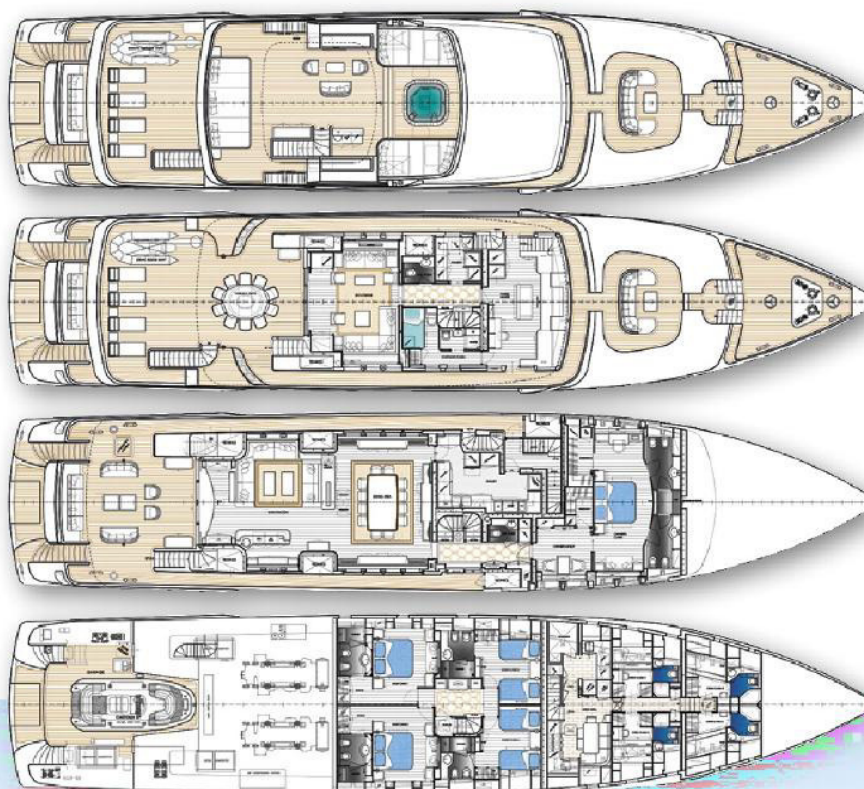
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**Media Evaluation:**

Readership: 105,000  
Ave € 40,000  
Pages Occupied 5.0



Web source:



**SCHEDA TECNICA**

Lunghezza f.t.: m 43,00 – Larghezza: m 9,00 – Immersione: m 2,60 – Dislocamento a pieno carico: kg 440.000 – Riserva carburante: litri 65.000 – Riserva acqua: litri 14.000 – Motorizzazione: 2x1.650 HP Caterpillar 3512C – Velocità massima a dislocamento leggero: 16,5 nodi – Autonomia a 11 nodi: nm 4.000 – Cabine ospiti: 1 suite Armatore; 2 cabine matrimoniali; 2 cabine a due letti con terzo letto a scomparsa – Cabine equipaggio: 1 cabine Comandante; 4 cabine a due letti – Stabilizzatori: CMC Marine Stabilis Electra SE160 – Generatori: 2x99 kW Caterpillar C4.4 Acert; 1x65 kW Caterpillar C4.4 Acert – Materiali di costruzione: Acciaio ad elevata resistenza AH 36; Alluminio 5083 H111/H321 – Classifica: Lloyd's Register EMEA Croce di Malta 100 A1, SSC "Yacht" MONO G6 Croce di Malta LMC/UMS/MCA LY3 Full compliant.





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La Costruzione C122 è il quinto esemplare della Serie Vintage, uno yacht con scafo in acciaio e sovrastruttura in lega di alluminio che lo staff tecnico ha progettato in collaborazione con gli Architetti della Role. Lo yacht ha tre ponti più sundeck, articolati per garantire quelle caratteristiche di comfort, vivibilità e privacy che distinguono gli yacht Codecasa. Gli interni, curati nel minimo dettaglio, offrono spazi accoglienti e luminosi in ambienti dal décor contemporaneo ma non minimalista, arredati con mobili realizzati secondo uno stile che declina quasi verso il classico abbinati a dettagli dall'accento orientale. Salendo sul ponte principale troviamo il pozzetto di poppa con arredi su misura realizzati in teak e legno resinato e poi laccato di un grigio metallizzato, dello stesso colore dello scafo e della sovrastruttura che si ripete in varie tonalità negli interni insieme al bianco e ai motivi in giallo e avorio ripresi con finezza nei dettagli dei tessuti e dei tappeti, a creare eleganti giochi di geometrie.

Dal pozzetto si accede all'ampio salone principale con la zona conversazione caratterizzata da comodi divani realizzati su misura, un bar e una zona pranzo con tavolo formale per dodici ospiti. La scelta degli arredi interni, ove prevale il bianco delle boiserie, è curata nei minimi dettagli; il mobile contenitore è realizzato dalla ditta Marioni e le sedie da pranzo sono di Poltrona Frau, mentre



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i tessuti sono firmati Chivasso, Jab, Jim Thompson e Robert Allen.

La pavimentazione del salone è in rovere sbiancato e contribuisce a ampliare la percezione dello spazio e della luce. La doppia tv è collocata a scomparsa nel mobile divisorio per consentire di essere vista sia dalla zona conversazione che dalla zona pranzo. Adiacente all'area pranzo, l'ampia cucina è stata sapientemente studiata per creare un ambiente comodo e funzionale dotato di elettrodomestici Miele e Gaggenau.

La hall del ponte coperta cattura l'attenzione per il pavimento realizzato in marmo Calacatta, crema Marfil, quarzite e onice miele e concepito come un tappeto che conduce alla zona armatoriale, il cui disegno si ripete nelle Hall degli altri due ponti.

Gli alloggi armatoriali a prua sono dotati di un confortevole studio con scrivania, due poltroncine, una Tv e librerie illuminate da barre a led realizzate su misura da fornitori locali (Bcm). La cabina a tutto baglio, ampia e luminosa, è caratterizzata da un grande letto centrale con testata rivestita in pelle Nuvola di Penelopeoggi lavorato da abili mani artigiane; nei toni degli arredi prevale il tortora, l'avorio e le sfumature dorate, mentre i tessuti scelti sono principalmente Dedar, Designers Guild, Harlequin, Christian Fishbaker, Larsen, Beacon Hill.

La sala da bagno è dotata di doppi servizi, due lavabi e una doccia posizionata a centro nave con pareti e carabottino in marmo Calacatta; dello stesso materiale il top, gli splashes e il fronte dei lavabi così come il retro dei sanitari.

La zona ospiti è ubicata sul ponte inferiore e comprende due ampie cabine matrimoniali e due cabine doppie per un totale di otto persone, più due eventuali ospiti grazie ai due letti a scomparsa. Gli ambienti sono luminosi e abbinano il bianco delle boiserie e dei soffitti al rovere del pavimento. I bagni

## Codecasa 43 Serie Vintage



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sono in marmo palissandro con inserti in quarzite. Separati dalla zona ospiti, si trovano gli alloggi per gli equipaggi concepiti per conciliare comfort e praticità con quattro cabine doppie.

A poppa del ponte superiore troviamo una spaziosa zona relax esterna con lettini prendisole e tavolo da pranzo per 12 persone. All'interno, un comodo salottino decorato con tonalità luminose e corredato con una grande Tv a scomparsa, precede la pantry con montavivande collegato alla cucina e un bagno giornaliero. A dritta, la cabina del comandante comprende l'accesso diretto alla moderna plancia. A prua della timoneria, è stata ricavata una zona living esterna che garantisce massima privacy e riservatezza anche durante la sosta e l'ormeggio in banchina. Sul ponte sole, anch'esso caratterizzato da aree di grande vivibilità, spicca la Jacuzzi circondata dagli ampi prendisole, una zona relax con comodi divani, il mobile bar e la tv orientabile che può essere vista da varie angolazioni. A poppa, è presente un'altra zona prendisole. Rispetto alle altre costruzioni gemelle, il rollbar rende ancor più fruibile il ponte. In linea con la tradizione degli yacht Codecasa, conosciuti in tutto il mondo per affidabilità e vivibilità, la Costruzione C122 garantisce una navigazione confortevole e sicura in ogni condizione meteo grazie alla strumentazione all'avanguardia installata a bordo.

Con una stazza lorda inferiore alle 500 tonnellate, lo yacht è dotato di due motori Caterpillar 3512C (da 1.650 Hp a 1.800 giri al minuto) che consentono una velocità massima di 16,5 nodi nelle condizioni di dislocamento leggero e un'autonomia di 4.000 miglia nautiche alla velocità di crociera di 11 nodi. Lo yacht è costruito conformemente ai Regolamenti del Lloyd's Register per l'ottenimento della Classe Croce di Malta 100 A1 SSC, Yacht, Mono G6- Maltese Cross LMC UM, nonché in conformità al Codice MCA LY3 (Full Compliance Unrestricted).

Per ulteriori informazioni: Cantieri Navali Codecasa; Piazzale San Benedetto del Tronto - 55049 Viareggio (LU); tel. 0584 384092, fax 0584 384323; [www.codecasayachts.com](http://www.codecasayachts.com) - [info@codecasayachts.com](mailto:info@codecasayachts.com)

## Codecasa 43 Serie Vintage





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Prompt Delivery

# CODECASA 43 SERIE VINTAGE

by Eleonora Albini

Codecasa's Vintage Series has been attracting much international attention since its inception in 2011. This thanks to the ship's classic timeless lines blended with latest technology. The latest unit of this series which was launched in the course of last summer Construction C122 a 43 metre Full Beam is an opportunity that her fans should not miss.



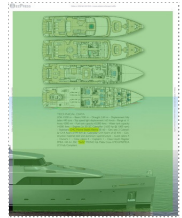
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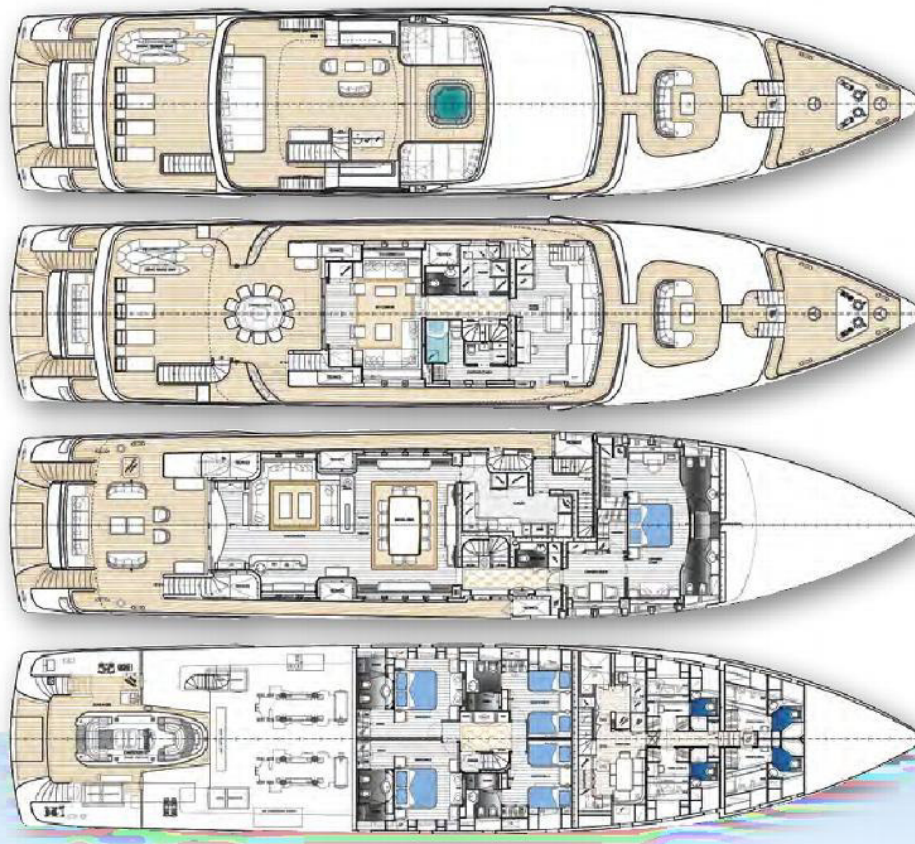
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**TECHNICAL DATA**

LOA: 43.00 m – Beam: 9.00 m – Draught: 2.60 m - Displacement fully laden: 440 tons – Top speed light displacement: 16.5 knots – Range at 11 knots: 4,000 nm – Fuel tank capacity: 65,000 litres – Water tank capacity: 14,000 litres – Engines: 2x 3512C Caterpillar (1,650 hp @ 1,800 rpm) – Stabilisers: CMC Marine Stabilis Electra SE160 – Gen. sets: 2 Caterpillar C4.4 Acert of 99 KW & 1 Caterpillar C4.4 Acert of 65 KW – Construction material: steel and aluminium superstructure – Guest cabins: 4 – Owner's: 1 – Crew cabins: 4 – Captain's: 1 – Class: Lloyd's Register EMEA 100 A1, SSC "Yacht" MONO G6 Malta Cross LMC/UMS/MCA LY3 Fully Compliant.





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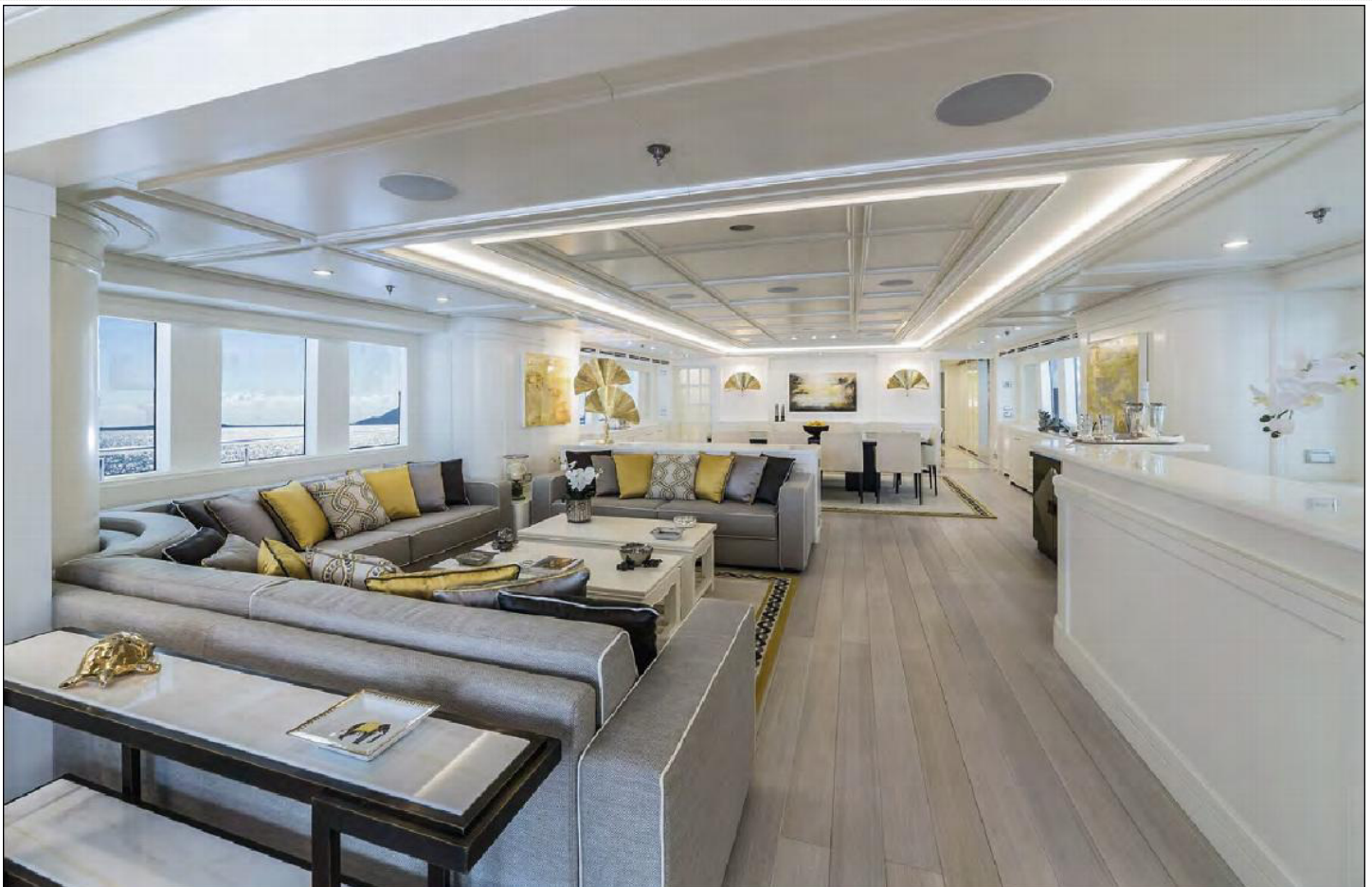
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Construction C122 is the fifth of the Vintage Series, a yacht sporting a lovely steel hull with a weight saving aluminium alloy superstructure drawn up della Role architects with the yard's technical department.

The yacht sports three decks and a sundeck all specially designed and detailed to offer the sort of comfort, liveability and privacy for which Codecasa yachts are renowned. Their interiors offer welcoming and bright spaces filled with natural light where the decor is contemporary but not minimalist and the furniture which tends to be almost classic is flanked with matching oriental details.

The main deck sports a lovely stern cockpit area with made to measure teak and lacquered elements in metal grey colour, the same as the topsides and aluminium superstructure, which also takes the lion's share in different hues of the same colour throughout the interiors with some whites and diverse shades of yellow and ivory extended to fine

fabric and carpets creating an elegant play of geometric designs.

The main saloon/living area is situated forward of the stern cockpit. It is made up of a convivial area equipped with made to measure sofas, a bar and a dining area and table with a seating capacity for twelve. The choice of the interior decor where the white of the 'boiserie' is soberly eggshell and the



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dish and cutlery container by Marioni and Poltrona Frau chairs contouring the table add lustre to the area where some of the fine fabric is by Chivasso, by Jab, by Jim Thompson and Robert Allen.

The main saloon's flooring is all in whitened oak which plays an important role in amplifying the perception of space and brightness. Back to back twin popup television screens lodge inside the dish and cutlery container so that entertainment, news and more can be viewed from the dining room area and also from the living/lounge area. The ship's galley is situated adjacent to the dining area. It is functional and comfortable to work in, it is fully equipped with Gaggenau and Miele appliances.

The foyer leading to the main deck features Calacatta marble flooring, Marfil cream colour; quartzite and honey onyx. It has been designed to resemble a carpet which leads to the owner's quarters. The same design is repeated in the foyers of the other two decks.

The owner's quarters are situated further forward where a comfortable study equipped with a desk, two small armchairs, a television set and Bcm LED lit library leads to a roomy well lit full beam master cabin which is furnished with a large bed at centre, a head board lined in Cloud skin by Penelopeoggi. The furniture's colours range from diverse hues of dove grey, ivory and gold, while fine fabrics and precious materials are principally from Dedar, Designers Guild, Harlequin, Christian Fishbaker, Larsen, Beacon Hill.

The bathroom sports twin wash basins, a shower unit placed almost amidships boasts a Calacatta marble floor and walls. The same material has been deployed for tops, the front of the wash basins and for the lids of the toilet bowls.

The guest quarters are situated along the lower deck they are made up of two large double cabins and two twins for a total of eight. A further two beds are available in two of the twin cabins. The cabins

## Codecasa 43 Serie Vintage





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are well lit and the white of the woodwork and ceilings and of the whitened oak of the flooring blend harmoniously together. The guest bathrooms are lined in Rosewood coloured marble with quartzite inserts. The crew's quarters are situated along the same deck and are made up of four comfortable twin cabins.

The aft area of the upper deck hosts a spacious zone with sun beds and a dining table for 12. Inside there's a convivial small lounge decorated with bright colour schemes, a large popup television set. Then a pantry equipped with a dumbwaiter which connects to the galley. A small day head is situated further forward and to starboard there's the captain's cabin which accesses to the modern helm controls station with an external lounge area offering great privacy also while berthed alongside.

The sun deck above is also large and sports a Jacuzzi tub contoured by sun beds and pads, an area in which to relax with comfortable sofas, bar corner, television set. Aft of this there's another sun bathing area. In comparison to the other sister ships, the roll bar on this one makes this bridge more user friendly.

In true Codecasa tradition, this C122 guarantees great comfort and safety at sea in any weather, like every other yacht of the brand, thanks also to state of the art technology deployed on board.

With a pair of hefty 3512C Caterpillar engines capable of delivering 1,650 Hp at just 1,800 rpm the yacht's gross tonnage is still under 500 GT and can cruise at 11 knots for 4,000 nautical miles. In light displacement mode C122 is capable of reaching a top speed of 16.5 knots.

The yacht has been built according to Lloyd's Register to obtain Malta Cross 100 A1 SSC, LMC UM Yacht, Mono G6 and is MCA LY3 (full compliance unrestricted).

For further information: Cantieri Navali Codecasa; Piazzale San Benedetto del Tronto - 55049 Viareggio (LU); tel. +39 0584 384092, fax +39 0584 384323; [www.codecasayachts.com](http://www.codecasayachts.com) - [info@codecasayachts.com](mailto:info@codecasayachts.com)

## Codecasa 43 Serie Vintage



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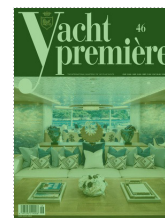
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# CODECASA VINTAGE 43M C

by Codecasa

A new unit from the Codecasa Vintage series is about to take to the sea - the 43-metre C122.

In a historic Italian shipyard, the finishing touches are presently being put to a new model in the famed Vintage range, with which Codecasa has offered the market a timeless series of yachts. This vessel is another 43-metre unit, following four others built since the shipyard in Viareggio introduced its Vintage project in 2011 with a 42-metre yacht, followed by another of the same length, a 43-metre and a 50-metre, all of which were built before they were purchased by an owner. Choosing to do business in this way reflects the shipyard's confidence in this range, a confidence that was clearly well-placed given the success each of the units produced has enjoyed to date, all of them having been sold on the international market. One of the definite advantages available to those interested in these ships is that the ship will be yours just six weeks from the date of order - even if you need the yacht to be personalised, which the shipyard is happy to

do. Of course, if personalising the yacht entails making structural changes, the time frame may have to be extended, but the yacht will still be ready in time for you to enjoy it quickly, so you can start planning your first season aboard straight away.

We believe this project is a winner for a great number of reasons, as this timeless range chosen by the designers and approved by the shipyard's managers means that these yachts will always be up to date, which also means they will hold their value in case the owner decides to upgrade to a larger yacht after a few years. So, we have a classic shape with modern contents and hydrodynamic features allowing for an increased range of 4,000 nm at 11 knots while being amazingly comfortable, with equipment chosen for the installations all being high-quality and cutting-edge. All of these features can be found in every model in the Vintage range, and the installations are upgraded between launches meaning that each unit is a unique yacht even though they all bear the same name.







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## CODECASA VINTAGE 43M C

We met with Fulvia Codecasa, who described the Vintage project for us and told us more about the C122:

*"We've always had great faith in the Vintage project - well-placed, as it turns out, given that every unit produced before the C122 was built without an advance order and fully financed by the shipyard itself, as was the case with the C122. We have believed in this project*

THE INTERIORS  
ARE ALREADY  
VERY GENEROUS AND  
THIS IS FURTHER  
AMPLIFIED BY  
THE USE OF  
LIGHT MATERIALS

*right from the outset, and the market has proven us right. The ingredients that in our view have contributed to its success are its classic, sober, evergreen style incorporating traditional features, but with a modern twist. Furthermore, the entire Vintage range has generous interior*

*spaces, comfortable outside areas, the installations are all of the latest generation, the vessels are classic yet elegant, and have reasonable energy consumption. This sets them apart. There's no single reason why these kinds of yachts have proved popular; rather, a wide range of features have made - and continue to make - these yachts unique".*

Since the first unit in the series, the 42-metre "Magari", was launched in 2011, each custom yacht has included innovative layout or installation features. In the case of this latest Vintage ship, which features set it apart?

*"The layout of the sun deck sets this yacht apart. Compared to the previous three units, this yacht has a roll bar instead of a traditional central tree with a hardtop, which partly covers the sun deck area. On an aesthetic level, this results in a sportier and more powerful appearance, while on a practical level the sun deck area is more functional and offers greater ease of use".*

This unit doesn't have an owner yet - can you talk about that a little?

*"The C122 is almost ready to be launched, so delivery can be scheduled very promptly - six weeks from the date the contract is signed, at most, which is the "technical" period needed to carry out tests and checks in dock and at sea while also putting the finishing touches to the documentation needed to transfer ownership to the buyer. The yacht is finished, but it can still be customised in terms of interior decor since the starting*

*point is very neutral - furniture, bulkheads, floorings and ceilings - and simply changing the colour of the bedspreads or some wall panels would completely change the overall interior".*

The interiors of the Vintage C122 are classic and are mostly white. What was the reasoning behind this choice, and what outcomes did this have in relation to the feeling of space?

*"This range of yachts, or at least the 42-43 metre versions, have always had light interiors since the F73 was built in 2011. This was a stylistic decision, at least in the beginning, which we made because we wanted the environment to evoke a sense of freshness and the open sea - the kind of atmosphere you associate with large holiday homes in the Hamptons. In terms of perceived space, you can easily imagine what the outcome is: the interiors are already very generous, and this is further amplified by the use of light materials".*

We wanted to request some technical information from the person who managed the construction of the yacht, project manager and engineer Gianluca Imeri. From a technical perspective, i.e. fittings, engines, transmission and so on, did you make any particular choices for this latest addition to the Vintage range? *"As well as the usual attention to detail to ensure we use the best materials and accessories on the market, on the C122 we installed the stabilisers on the electric anchor to improve overall comfort, and acoustic comfort especially".*

One feature that particularly stands out in this new model is its range, an impressive 4,000 miles at a cruising speed of 11 knots. Another interesting piece of data is that its maximum speed is 16.5 knots with two Caterpillar 3512C engines each pumping out 1,650 HP. Can you tell us something about the hydrodynamic study from which the hull derives? *"When designing the hull, we paid close attention to refining the hull line so as to create a hull that has as little wave resistance as possible at the bow and the best water inflow in the propellers. Everything was designed and trialled in the testing tank, and has been confirmed in use on the boat. Choosing an almost vertical bow allows for a longer waterline, which reduces resistance when sailing".*



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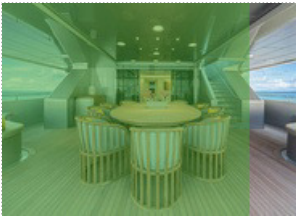


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CODECASA VINTAGE 43M C





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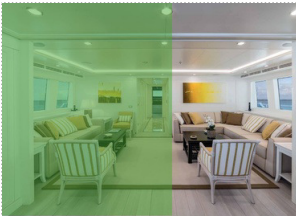


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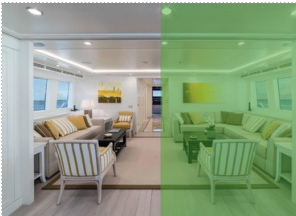


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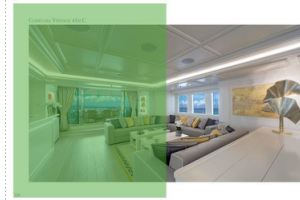
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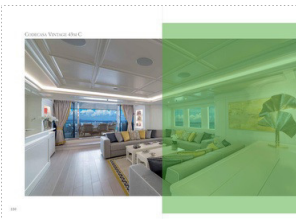


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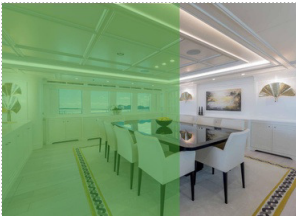


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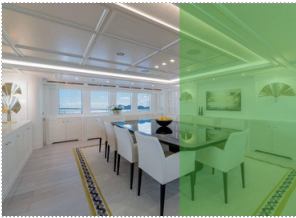


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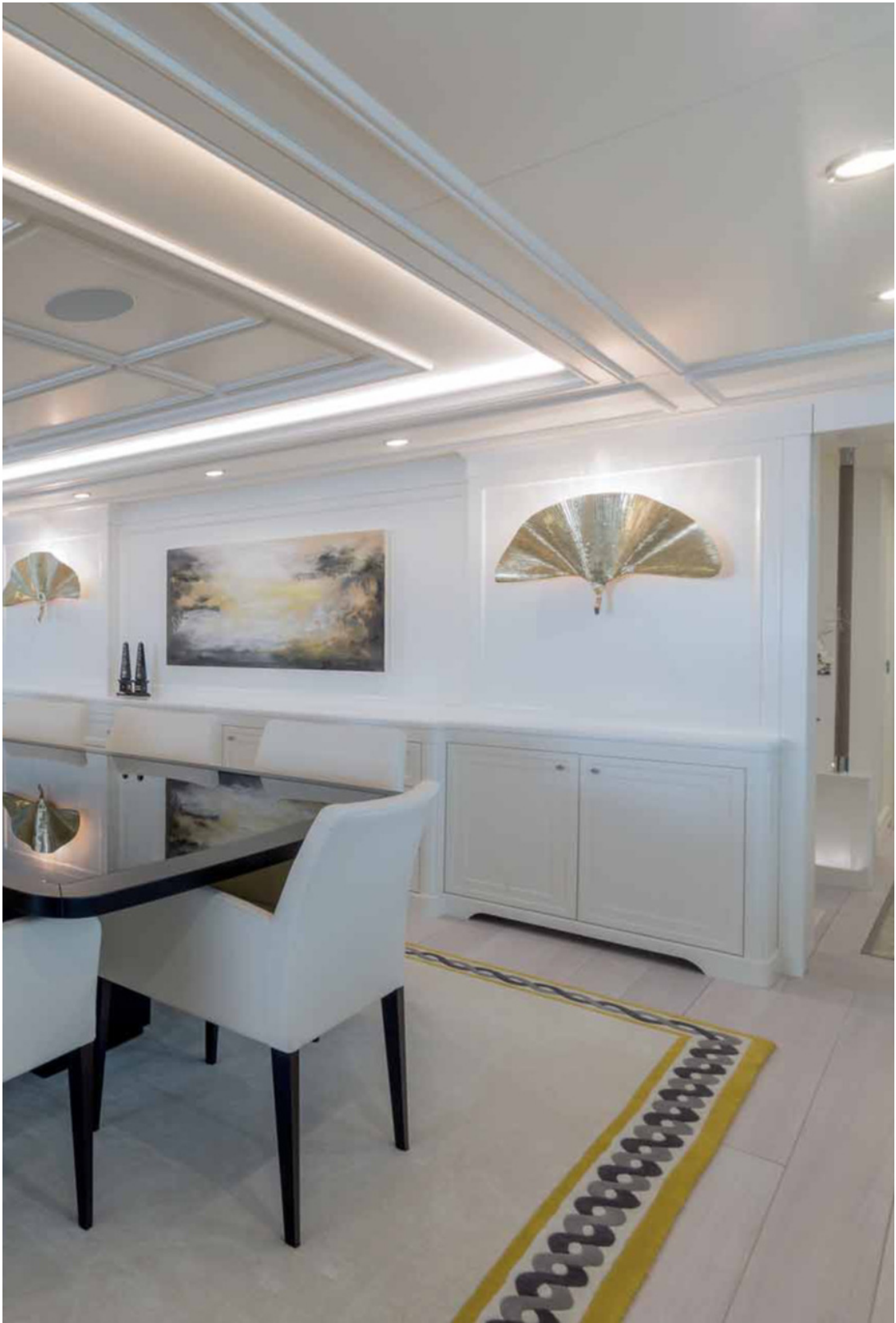
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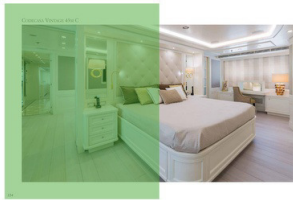


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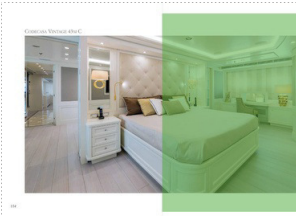
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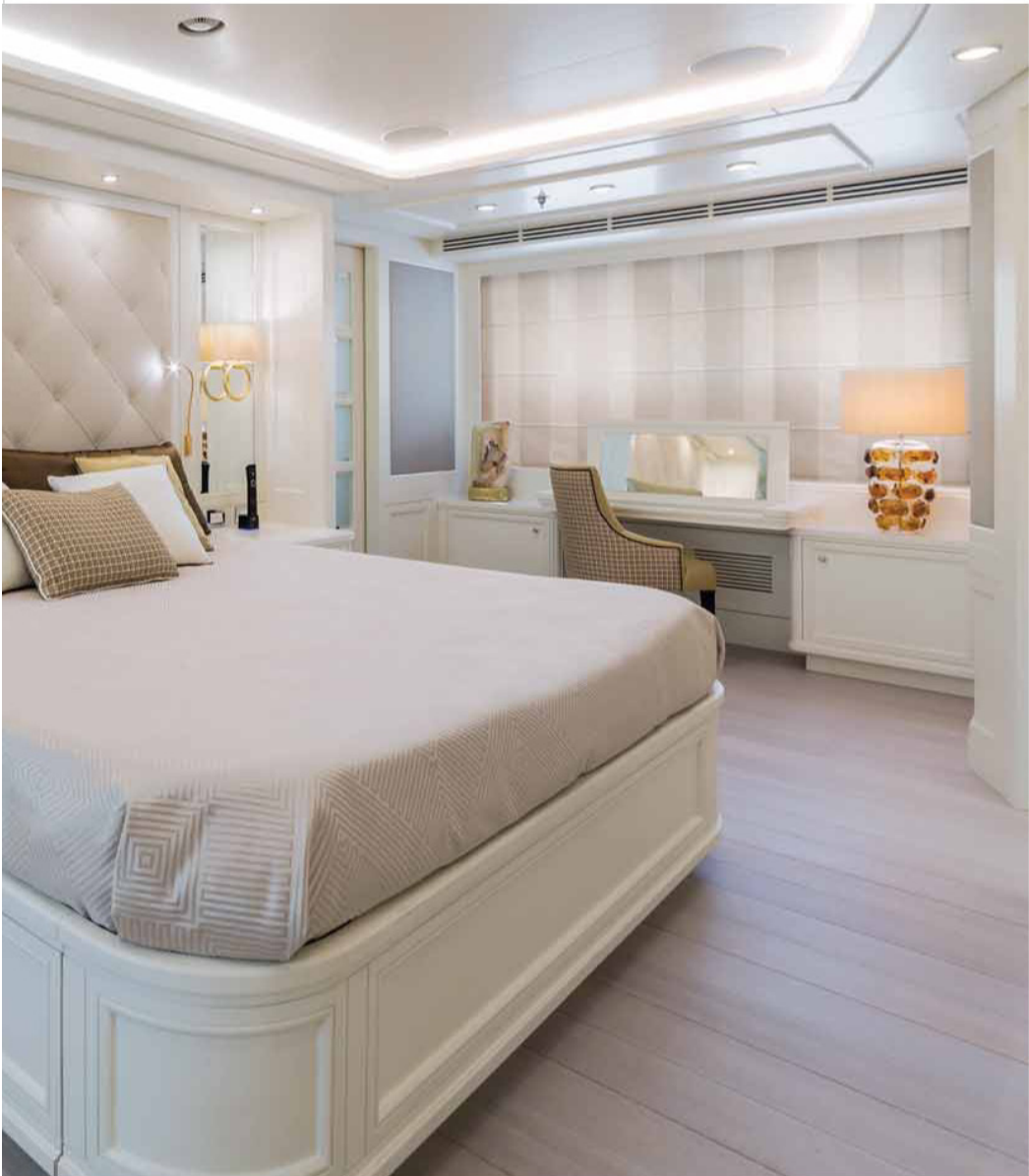
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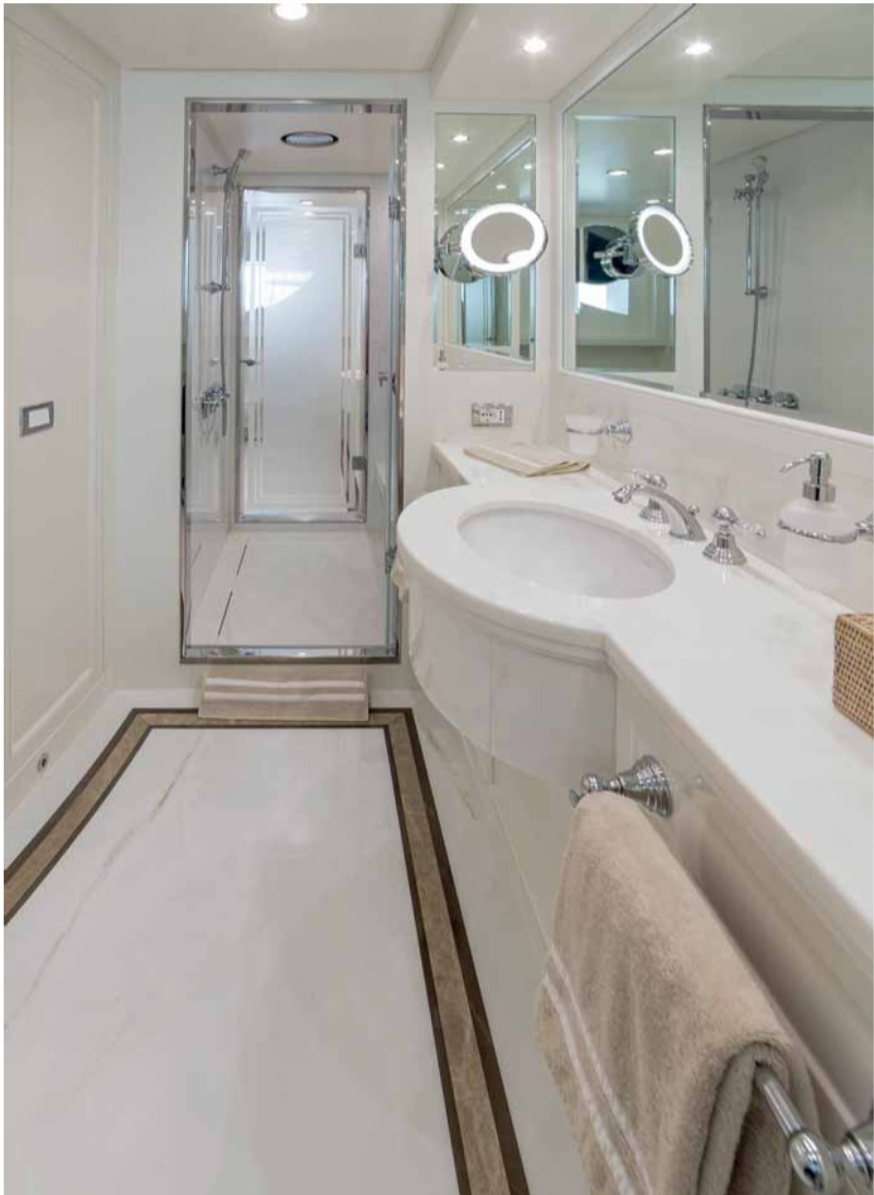
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CODECASA VINTAGE 43M C





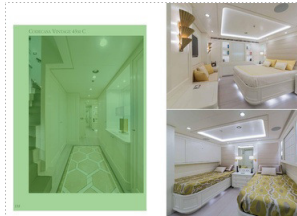
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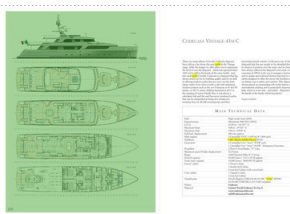


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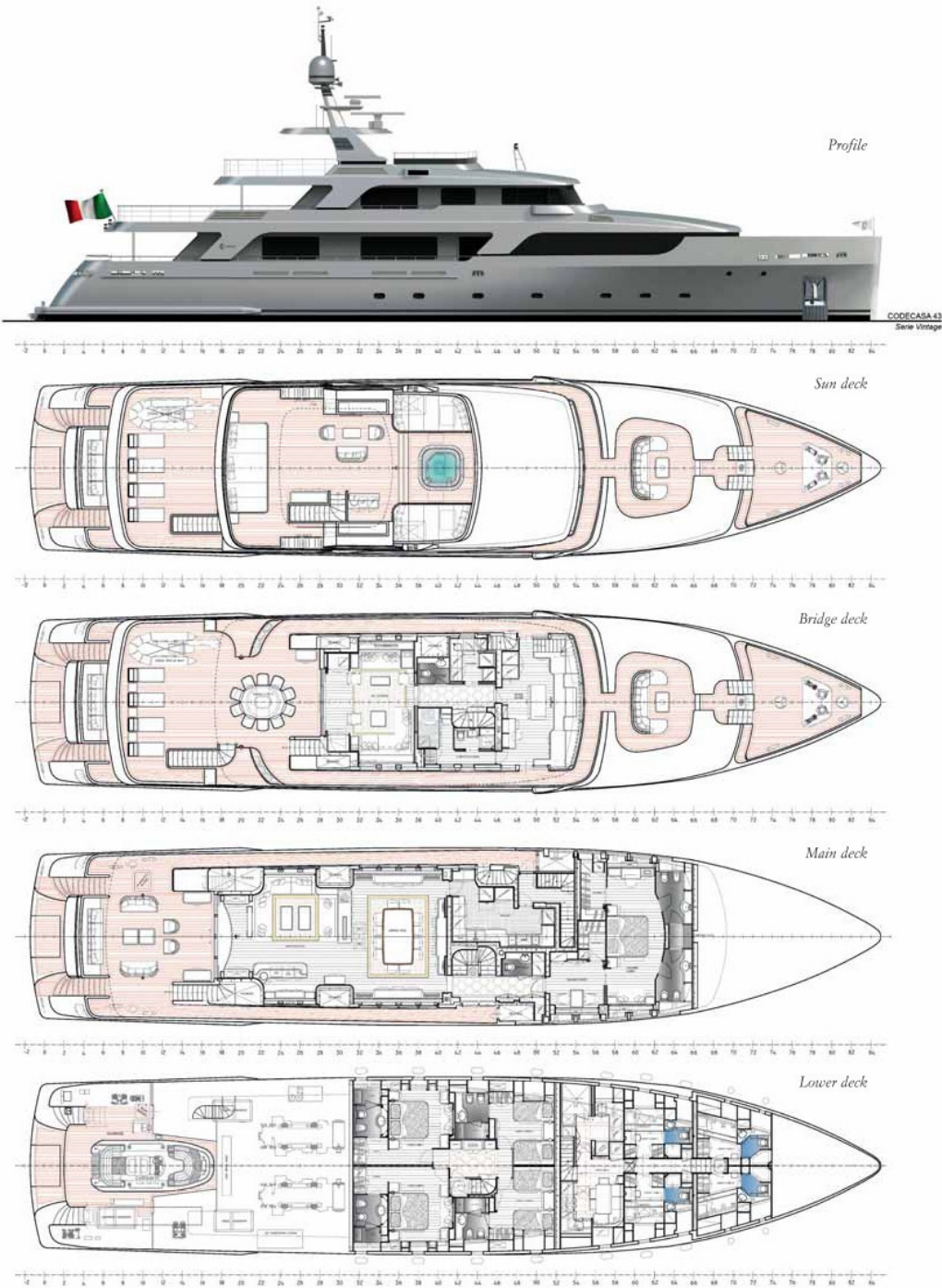
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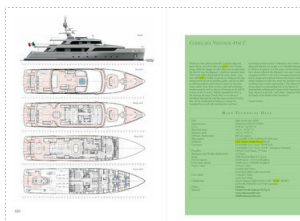
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Media Evaluation:	
Readership:	-
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## CODECASA VINTAGE 43M C

These two main players from the Codecasa shipyard have told us a lot about this new yacht in the Vintage range, while the images we offer allow you to appreciate the level of care the shipyard - which has operated since 1825 and is still in the hands of the same family - puts into each yacht it builds. Codecasa is a shipyard that has always stood out for its building quality and for its skill in offering modern yachts that are never too far from classic styles. Even when it took a risk with ambitious modern projects such as the two Framuras at 45 and 50 metres, or the 51-metre Aldabra launched in 2011 or the amazing 65-metre Family Day, it was always a calculated risk and the yard has never produced yachts that can be categorised as being of a certain era, meaning they are all still contemporary and have

interesting formal content. Codecasa is one of those shipyards that has not sought to be identified through its choices of projects over the years, and its choices have always reflected the shipyard's own style. Codecasa expresses its DNA in the way it manages construction and in design and technical choices that lead to reliable yachts designed to offer the owner the freedom to sail on distant seas in safety and comfort. This shipyard has always played an outstanding role in the history of international yachting and is particularly important to Italy, where it is the only - and oldest - shipyard still in the hands of the family which founded it.

Angelo Colombo

MAIN TECHNICAL DATA	
Hull	High tensile Steel AH36
Superstructure	Aluminium 5083 H111/H321
L.O.A.	43,00 m / 141'075" ft
Maximum beam	9,00 m / 29'527" ft
Maximum draft	2,60 m / 8'530" ft
Full load displacement	440 tons approx.
Main engines	2 Caterpillar 3512C (1,650 hp @ 1,800 rpm)
Stabilizers	CMC Marine Stabilis Electra SE160
Generators	2 Caterpillar C4.4 "Acert" 99 kW each 1 Caterpillar C4.4 "Acert" 65 kW - Emergency Generator
Propellers	2 Detra 5 fixed blades, "S" Class
Maximum speed @ light displacement	16.5 knots
Range	4,000 Nautical Miles @ 11 knots
Fuel oil capacity	65,000 Litres / 17171.18 US gallons
Fresh water capacity	14,000 Litres / 3698.409 US gallons
Guests' cabins	1 Owner's Suite 2 double bed Cabins 2 twin bed Cabins (with extra bunk)
Crew cabins	1 Captain's Cabin 4 twin bed Cabins
Classification	Lloyd's Register EMEA # 100 A1 SSC "Yacht" MONO G6 # LMC/UMS/MCA LY3 Full Compliant
Project	Codecasa
Shipyard	Cantieri Navali Codecasa Tre S.p.A. <a href="http://www.codecasayachts.com">www.codecasayachts.com</a> <a href="mailto:info@codecasayachts.com">info@codecasayachts.com</a>