

FAIRING & FINISHES

ALEXSEAL®
Yacht Coatings

The Official Newsletter of
ALEXSEAL® Yacht Coatings
Volume XI – Issue I

The ALEXSEAL® team never backs down from a challenge. For 125 years, Mankiewicz Gebr. & Co. has led the development of advanced coatings products. The chemists and technicians who are responsible for ALEXSEAL® Yacht Coatings, continually develop improvements throughout the entire coatings system, from fairing to finish. ALEXSEAL® utilizes advanced raw materials and solutions derived from the aerospace, rail and industrial equipment industries — where solving similar challenges is often mission critical.



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www.alexseal.com

Application Training at ALEXSEAL®

More than just a workshop

We at ALEXSEAL® have always been proud of our professional technical support programs and are convinced that our customers, be it the captain of the yacht, the paint shop manager or the actual applicator, cannot be enough prepared in advance of working with ALEXSEAL® products. Therefore, we have introduced our ALEXSEAL® Applicator Training; a very special coatings workshop. By participating in these workshops, our partners and customers not only get to know ALEXSEAL®, our people and our philosophy much better but also support us in improving our products and support. For us at ALEXSEAL®, learning about problems and obstacles in the daily business and exchanging know-how is a cornerstone of a successful partnership from which all participating parties can only profit.

Held at our facilities in Hamburg, Germany, and Charleston, USA, the participants come together for several days to talk and learn more about topics such as the history of ALEXSEAL®, extensive product knowledge including the review of Technical Data Sheets (TDS) for our complete system, repair techniques, safe handling recommendations as well as suggestions for spray booth and spray gun setup. And of course, lots of hands-on-training in spray booths is also on the agenda. In Charleston, the workshop takes place in our new expanded Technology & Application Center. During the three-day-long workshops, the attendees split their time between the classroom and the spray booth. In the end, various coatings are applied to numerous panels.



At the end of the workshops, all participants are very enthusiastic and grateful for the experiences. Once more, these coating trainings are a great success and both our teams in Hamburg and in Charleston look forward to planning and scheduling future workshops and sessions for our partners to master the ins and outs of everything ALEXSEAL®.

If you are interested in further information you can get in touch with your local sales representative.



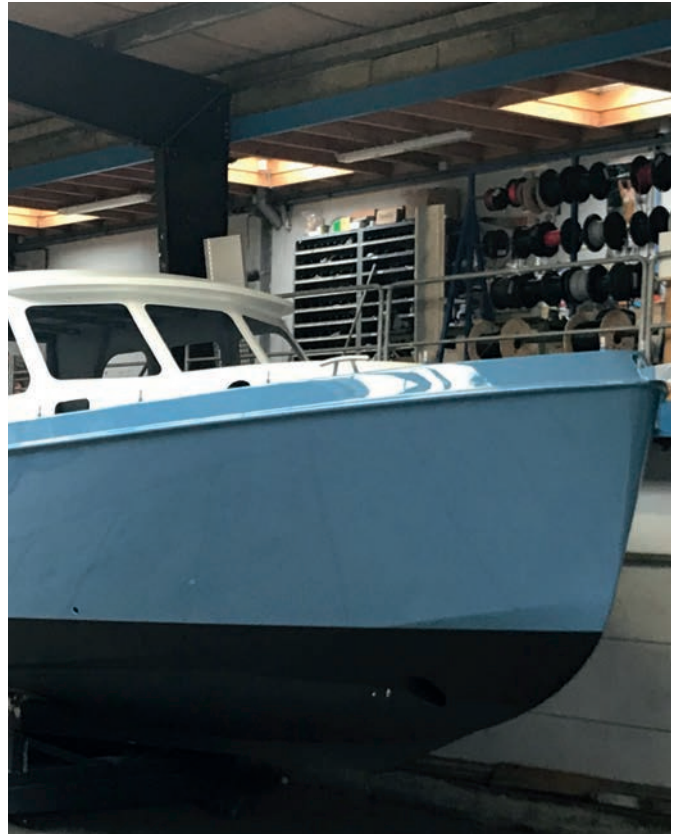
Small but powerful

Aquanaut introduces third generation Drifter

The Frisian Lake District in the north of the Netherlands consists of more than 20 lakes and attracts numerous boaters and tourists from all over Europe who want to experience this one of a kind water paradise. Right in the middle of this region lies Sneek, the hometown of the company Aquanaut Dutch Craftsmanship.

For more than 50 years, Aquanaut has been a known address in the watersports world. They have specialized in building motor yachts in lengths of 33 to 62 feet (10 to 19 meters) in six model-lines with more than 30 variations. Recently, Aquanaut expanded its popular Drifter family with a third-generation to ensure "that the ultimate water sport dream comes within reach of a broader audience." The Drifter 3.0 still has the features of its predecessors, for example, a rugged appearance, solid construction and unprecedented comfort. However, in contrast to its predecessors, the Drifter CS and the Privilege, the Drifter 3.0 is more in the sign of the function. Despite the overlooking length of only 36 feet (eleven meters) and all the build-in furniture, the Drifter 3.0 still offers a lot of open space. Each Drifter 3.0 is custom made according to the wishes and requirements from the customer.

ALEXSEAL® is proud to be on board with this project – from the fairing compound to the topcoat – and is happy to continue this collaboration to keep these compact yachts cruising the European inland waters in the future.



Welcome

New distributor in Denmark



We are pleased to introduce our new distributor in Scandinavia. HF Industri & Marine started in 1992 and was as one of the first importers of epoxy to Denmark. The team thus has many years of expertise within consulting and sales of products for the composite industry, shipyards and marine businesses. In co-operation with some of the most well-known foreign manufacturers their portfolio covers: laminating epoxy, epoxy adhesive, vacuum materials, acrylic adhesive/methacrylate, carbon fiber, glass fiber, surface protection, lacquer and paint.

Furthermore, HF Industri & Marine has a wholesaler in Sweden (HF Marin Sweden) who can take care of deliveries to Sweden.

You are always welcome to contact the team with inquiries of both technical and commercial nature:

HF Industri & Marine
Gotlandsvej 6
DK-5700 Svendborg

Tel: + (45) 6220 1312
Email: info@hfmarine.dk


HF Industri & Marine



Repaint in Thailand

Full Support for M/Y *Seashaw*

Building trust and strong relationships with like-minded individuals and entities can pay dividends in the long-run. Early on in our history, ALEXSEAL® Yacht Coatings worked hard to compile one of the best technical sales and service teams in the yacht coatings industry. Boat builders, shipyards and applicators continually praise our unsurpassed support and expertise before, during and after the spray job. Fast-forward 15 years: our steadfast commitment to the customer has not waived – and, ALEXSEAL®'s impressive growth, becoming one of the top coatings systems in the world is proof positive.

ALEXSEAL®'s long-standing relationship with major marine coatings supplier Oceanic Link Pte Ltd is responsible for many successful projects in the Southeast Asia region. Through the years, Singapore-based Oceanic Link has developed close relationships with many refit yards, ship builders and superyacht captains and owners. So, when it was time for the Cheoy Lee 170 feet (52 meters) *Seashaw* to be repainted, the captain turned to their trusted supplier: Oceanic Link.

„The Thai captain and crew chose to return to their native land for work to be completed on *Seashaw* so that they could visit with family,“ explains Ivan Yeo of Oceanic Link. Bangkok Dockyard was selected for their experience in spraying superyachts of this size. When Oceanic Link recommended the full ALEXSEAL® coatings system be used for this project, M/Y *Seashaw* did not hesitate to follow this recommendation. In need of a full repaint, the 15-year old Cheoy Lee superyacht was dry-docked and meticulously prepared.

„Full technical support & service was provided on-site during the coatings system application for *Seashaw*.“ Yeo continues, „From emails, to quotations, to technical backup, to logistics, everything was smooth sailing.“ The steel hull and fiberglass superstructure of this 170 feet (52 meters) Cheoy Lee superyacht required some repairs on some areas with ALEXSEAL®'s lightweight filling and fairing compounds. This process included our anti-corrosive Protective Primer 161 on the metal surfaces followed by Fairing Compound 202. Once the *Seashaw* was



spot faired and prepared to perfection, Finish Primer 442 was applied ahead of the Premium Topcoat 501, in "Matterhorn White". This entire process was supported by the expertise of both ALEXSEAL®'s Jeff Holland and Oceanic Link's Ivan Yeo.

Although this was the applicator's first time using ALEXSEAL® products, the flawless results of the finish are a true testament to Mr. Pongsakon Chuchip's impressive experience as a superyacht painter and ALEXSEAL®'s unparalleled support. Collaboration and teamwork helped complete one of the first big superyacht projects for Southeast Asia. This was made possible by the trust and strong relationships developed over the years between yachting industry professionals. „Oceanic Link has always enjoyed the fullest support from Jeff Holland, ALEXSEAL® Technical Director,“ Yeo exclaims.

„Oceanic Link has always enjoyed the fullest support“

Ivan Yeo, Oceanic Link

ALEXSEAL® continues to reap the benefits of our long-standing and nurtured relationships with yacht coatings professionals around the world. Our original guiding principles to provide the best technical support and service in the yacht coatings industry has helped to catapult us to great success and global recognition. While ALEXSEAL® does enjoy the view from the top, our passion to serve our distributors, applicators and shipyards is where the truly rewarding experiences remain.

New Metallic Color Selection

ALEXSEAL® has created a new metallic color card.
Additional information can be found at alexseal.com.
Customized colors are also possible.



Get yours
from your Sales Rep



Protection for the Yacht's Interior

ALEXSEAL® Interior Coating System

When it comes to aspects like durability, corrosion protection or brilliance in the yachting world, some might only think about the exterior parts of a yacht. However, these terms are also relevant when it comes to the interior, be it the engine room, storage units or other places on the yacht. In contrast to "typical" exterior threats like abrasion, saltwater corrosion or UV radiation, interior parts of yachts instead need protection from perils like scratching, solvents, chemicals, synthetic cooling agents or hydraulic oils.

ALEXSEAL® has recognized the importance of interior protection and has developed a coating system customized for the application in the interior.

The ALEXSEAL® Interior Primer is a two-component epoxy-based primer which is fast drying, low odor, mechanically resistant

and offers corrosion protection on all kinds of metal. Additionally, this primer can be used without our interior topcoat in areas, where aesthetic features are not necessarily required.

The ALEXSEAL® Interior Topcoat is a two-component, polyurethane-based material used where an extremely durable coating is required. Excellent adhesion properties on a variety of substrates, combined with high resistance values (for example against scratches) make the ALEXSEAL® Interior Topcoat suitable for many areas of application. The topcoat is available in standard factory packaged colors. Last but not least, both the ALEXSEAL® Interior Primer and the ALEXSEAL® Interior Topcoat are compliant with an IMO-FTP-Code.

The choice is Yours

ALEXSEAL® Fairing Compounds

Deciding on the ideal fairing compound can sometimes be an agonizing choice that nonetheless has to be made. ALEXSEAL® helps you to make the right choice.

Taking a yacht out to the open sea is always a little bit like an adventure - despite all modern improvements and amenities. Some might even consider the vast emptiness of the oceans and the forces of nature as some of the last frontiers of the planet. Therefore, it is not surprising that more and more yachts travel to remote regions that can be challenging for man and machine. Whatever the reason for the journey, be it an extended exploration with the family or big game fishing, and whatever the course, the yacht should always be protected as much as possible to maintain its appearance and durability.

The requirements on the right fairing can be as varied as your next journey's destination. ALEXSEAL® has recognized the importance of fairing compounds early on and has spent several years of extensive research and development on this topic. In cooperation with different research institutes e.g. the German Fraunhofer Institute, and globally recognized universities, ALEXSEAL® has carried out numerous tests, simulations and technical trials. Based on the results and knowledge achieved by these collaborations, ALEXSEAL® has managed to create different modified fairing compounds that meet a wide variety of requirements.



ALEXSEAL® offers three fairing compounds that are all solvent-free, epoxy-based light-weight fillers that were specifically designed for the yacht market at our state-of-the-art laboratory. They all give the customer the benefits of a reliable application as well as remarkable sanding and anti-sagging properties. However, the products have different features that distinguish themselves from one another.

The ALEXSEAL® Fairing Compound 202 has already been established for over a decade. Its main benefit is the broad temperature range. It was designed to be easy to mix and apply. Furthermore, the cured film provides an excellent surface for re-coating with other ALEXSEAL® Yacht Coating products.

The ALEXSEAL® Super Fair 212 is an all-round product that stands out with its sanding properties. ALEXSEAL® Super Fair 212 has a solid temperature range and is recommended when it comes to robustness in cold temperatures. Additionally, the Super Fair 212 offers the lowest density compared with the other two ALEXSEAL® fairing compounds.

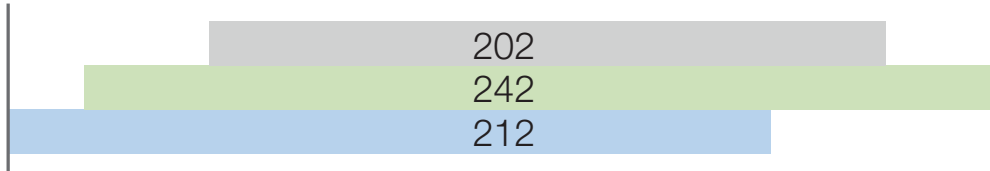
The ALEXSEAL® Fairing Compound 242 is the newest member of the group. It has an exceptionally balanced temperature profile. ALEXSEAL® Fairing Compound 242 is very good with heat stability and cold resistance. This is especially relevant when being applied on a dark hull or for explorer yachts that travel in hot or cold climate. Just like the others, Fairing Compound 242 can be used for fairing all appropriately prepared surfaces and can be used for surfaces above and below the waterline.

The bottom line is that all three fairing compounds are products giving the customer benefits that offer solutions and help with individual challenges. ALEXSEAL® will help you to make the best choice and to admire the appearance of your yacht for years to come – no matter where your next trip leads you to.

Wide temperature range of ALEXSEAL® Fairing Compounds



-50°C



+120°C

Easy application process of
fairing compound and fine filler



Ocean Alexander Advances Yachting with ALEXSEAL®

Renowned yacht builder Ocean Alexander has trusted ALEXSEAL®'s coatings system since 2013 on every yacht they've built, up to 155 feet (47 meters). Their steadfast choice for paint, primer and fairing compound did not waiver when the superyacht builder decided to branch out their traditional product offerings. They recently introduced two unique new projects, including a mid-size, outboard-powered fishing and diving boat, as well as a new yacht model.

It is difficult to classify the new 45 Divergence from Ocean Alexander: common segments like center console, walk-around and dayboat really can't describe her striking lines and thoughtful features found throughout. One thing is for certain, this new yacht is distinctly an ALEXSEAL®-finished Ocean Alexander – just smaller and outboard powered!

Although initial offerings of the 45 Divergence include just two models: dive or fish, this stunning yacht offers over 400 variations to potential buyers in terms of finish and appearance. While it may feel overwhelming to even imagine that many options for this small yacht's interior and exterior, customers can rest assured that a superior coatings system will be utilized throughout: ALEXSEAL®.

"The quality of work required to achieve the expected finish on our yachts must be top of the line, and we have achieved that because of the tremendous and effortless support we have received from ALEXSEAL®. The durability of their product, the on-site training sessions and their fantastic customer service has made ALEXSEAL® an easy choice for Ocean Alexander yachts."

Jonathan Gutierrez, VP of Merritt Island Boat Works.



Fresh on the heels of her unveiling at the 2018 Fort Lauderdale International Boat Show, the new OA 90R is unlike anything on the water in her class. The prominent bow gives the 90R a breath-taking stance and allows for an impressive amount of entertaining space forward and aft, across two main decks. This new design in collaboration with Evan K. Marshall and Arrabito Naval Architects places the full-beam master on the main deck, which offers stunning views through windows to port and starboard, while still providing great privacy.

Another exciting feature, and an Ocean Alexander first, the beach club provides an expansive entertaining space with a wet bar at level with the massive swim platform. The 90R boasts multiple interior arrangements along with an open and enclosed bridge option. The new Revolution series is already growing as the Ocean Alexander team works tirelessly to ready the new 84R for her international debut at the 2019 Fort Lauderdale Show.

It is humbling to know our coatings products have helped protect and add beauty to every Ocean Alexander yacht splashed since 2013. As we celebrate 15 years of providing solutions to the global yacht market, we congratulate Ocean Alexander on 40 years of yachting heritage. The new 90R represents a revolution in the design of Ocean Alexander's fleet, but their DNA of luxurious, seakeeping and beautiful yachts will remain a constant.



A New Star is Born

from a Storied Yachting Heritage

Cheoy Lee, shipbuilders known to the world for nearly 150 years have unveiled a new luxury-performance division: CL Yachts. Hong Kong-based Cheoy Lee was one of the first superyacht builders to embrace ALEXSEAL® Yacht Coatings in our earliest days. Fast-forward nearly 15 years and the innovative, all-new CL Yachts has unveiled several new models – all coated in the full ALEXSEAL® system.

First unveiled at the 2018 Fort Lauderdale International Boat Show, CL Yachts was conceived to offer unparalleled experiences to the modern explorer through timeless yachts that power the desire for adventure. This new luxury yacht line champions innovation, performance and a contemporary approach to yachting while blending engineering prowess, purity in design and time-honored craftsmanship – a nod to the heritage of parent company Cheoy Lee.



CL YACHTS



CL Yachts' initial product offerings includes the sleek CLA 76, a successor to Cheoy Lee's popular Alpha Express Series. Their B series of yachts includes the CLB 72, which gained instant fame and several orders during her South Florida boat show premieres along with the CLB 88 which is ready for her international debut Fall, 2019.

"With a heart for adventure, the CLB 72 pushes the boundaries of marine engineering, achieving an impressively lightweight and aesthetically pleasing design without compromising the integrity of its structure," explains CL Yachts Marketing Director, Hans Lo. This handsome yet sleek yacht is coated from waterline to hardtop in ALEXSEAL® and offers multiple lounging and entertaining areas on two levels. The brilliant gloss and flawless finish of the composite components throughout this boat lend to its luxurious feel while also being remarkably durable.

Each new CL Yacht model has been meticulously planned and penned by world-renowned naval architects, designers and engineers – all in collaboration with CL Yachts. Lo explains, "**CL Yachts represents Cheoy Lee Shipyards' future-focused approach to yachting through an emphasis on innovation, discovery, and community.**" Just like their parent company, all CL Yachts are built according to industry guidelines and best practices, and are ISO-certified. The latest CLB 72 sold was configured with an ALEXSEAL® Kingston Gray hull and twin Volvo IPS 1350 Pod drives capable of 30 knots top speed.

ALEXSEAL® is thrilled to be a part of this new luxury-performance yacht line from long-time friends and supporters, Cheoy Lee Shipyards. Hardly a year has passed since the unveiling of the CL Yachts brand, and yet their three initial models have already been met with intense desire and popularity. We are very humbled to be invited along for the ride on every new CL Yacht that splashes!





Coating nearly every Winter

Winter Custom Yachts has been building custom boats in North Carolina since 2006. Owner Tim Winter and his team have never shied away from a challenge when aiming to meet a customer's expectations. This is evident in their recent launch of an impressive 65 feet (20 meters) express fishing boat, *First Light*. This boat currently holds the title for largest express boat built in North Carolina and is also Winter's largest yacht splashed to date.

While this build required some out-of-the-box thinking, one decision that became easy to make was the choice of coatings. Like nearly every Winter yacht constructed in the company's 13-year history, *First Light* utilized the benefits of applying the full ALEXSEAL® system. Although Winter's crew of shipwrights never back down from a challenge, they are very pleased with how simple it is to achieve stunning results using ALEXSEAL® products.

Winter explains, "It has always been my desire to build the best boats on the water. I never compromise on details and will always deliver the finest custom sportfishing boats that my clients are proud to own." This passion for no compromise is what keeps Winter and their team coming back to ALEXSEAL® for each new custom cold-molded boat they build.

First Light is built for a Florida family who enjoys traveling and fishing on the open water. The owner wanted something bigger than their current 52 feet (16 meter) boat to accommodate their family on long trips, but insisted on an express boat design to keep the captain in the fun and action instead of alone up on a bridge. Equipped with a pair of the latest fuel-efficient and low-emission V12 engines from MAN, *First Light* hits a top speed of 40 knots and comfortably cruises around 34 knots.

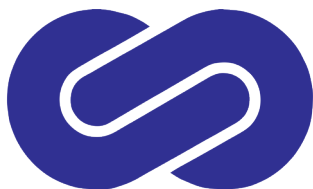
With ALEXSEAL® protecting the hull and topsides of *First Light*, the owner and family will be able to enjoy the beauty and protection of ALEXSEAL® with minimal maintenance for many years. And, when it comes time for a color change or repaint, the original fairing and coatings system can remain and fresh 442 Primer and 501 Topcoat can be applied with minimal prep work. This provides a substantial savings in products and labor and minimizes time 'on the hard' for any boat that enjoys the full ALEXSEAL® system.

The new construction crews at Winter's North Carolina production facility have their hands full with several new builds in different stages. Each owner of a Winter Custom Yacht will be enjoying the peace of mind and superior durability and gloss of ALEXSEAL® for many years after they take delivery of their new custom yacht.



Around the world on behalf of society

Hydrogen-powered vessel with ALEXSEAL® coating travels the globe



ENERGY OBSERVER

Inspired by the project 'Solar Impulse' – a plane that completed a trip around the globe using only solar energy – the *Energy Observer* is a former racing yacht that is solely powered by sun, wind and self-generated hydrogen. Goal of this project is to sharpen peoples' awareness that energy can be drawn from the nature without damaging and wasting it. *Energy Observer* has begun its world tour in 2017 and has since then already shown its capabilities. The tour is expected to come to an end in 2022.

The idea to support this expedition was born in Saint-Malo (France) when project leader, skipper and ALEXSEAL® friend Victorien Erussard presented the project to the Mankiewicz France team. As a supplier for renewable energy markets, we at ALEXSEAL® are always focused on pushing forward sustainable products and innovative technologies. Therefore, we are proud to be on board with this project. The boat, a modification of a

former racing catamaran that was originally built in 1983, has nowadays a total length of 31 meters. ALEXSEAL® supplied both exterior and interior paint. The portfolio encompassed all products from fairing to topcoats; always following the aim of supplying a long lasting coating with a glossy shine that would meet the requirements of this project.

The boat is only powered by renewable energy sources like solar and wind. The two energy sources are producing electricity through cellular cells, two vertical wind mills and a big kite sail which is connected to a Hydro generator. This means, the boat's speed is used to turn an immersed propeller which in the end produces electricity contributing to the propulsion of the boat.

The energy is stored with help of batteries or with hydrogen produced by the electrolysis of desalinated water. The electric motors will then be fed either directly from the batteries or by a fuel cell using the oxidation of the hydrogen (stored) and the reduction of the air's oxygen. In any weather conditions or during the night the boat will be powered. Consequently, this vessel will not use any carbon-emitting fossil fuels.

We wish the *Energy Observer* and its team good luck for the rest of the tour and hope that the knowledge achieved through this expedition will help in protecting our environment in the future.

ALEXSEAL® partners with Superyacht Industry Leaders to Drive Sustainability Efforts

Water Revolution Foundation, the non-profit on a mission to accelerate sustainability in the superyacht industry, has announced the support of nine anchor partners: Abeking & Rasmussen, ALEXSEAL®

Yacht Coatings, Amels | Damen Shipyards, Benetti Yachts, Feadship, Heesen, Lürssen, MB92 Group and Rybovich. These forward-thinking companies have not only recognized the urgency to reduce the industry's ecological footprint but have pledged substantial multi-year commitment and financial contributions. Together, these nine leading companies have made a bold statement on what the future of superyachting will look like.

"This leadership is exactly what the superyacht industry urgently needs to accelerate sustainability efforts", said Robert van Tol, executive director of Water Revolution Foundation.

"Reducing our footprint is a collective challenge and requires real cooperation. I'd like to thank our first anchor partners for sharing this vision, making it possible to start this ambitious program and call on other companies to join this revolution too."

The decision for ALEXSEAL® Yacht Coatings to join the start-up collaborative came naturally: ecological responsibility has been at the forefront of ALEXSEAL®'s 15 years of product development and success. We select raw materials that produce the best performing coatings with the least amount of environmental impact. Our product engineers continually improve formulas and introduce new products that can achieve flawless results with less material. This leads to less product applied for the same surface area and less weight in the overall coatings system, which translates to improved operating efficiencies for the yacht.

Our products and processes are recognized by several ISO

certifications including ISO 14001, where ALEXSEAL® meets and exceeds the requirements for an effective environmental management system. ALEXSEAL® is also recognized for our superior quality management system and we continually improve upon our already rock-solid supply chain for both raw materials and finished product.

As a Water Revolution Foundation member, ALEXSEAL® aims to continue growing our product support in many facets. We offer hands-on product trainings at both of our advanced Technical Application and Training facilities in North America and Europe along with on-site trainings at shipyards and preferred boat builders throughout the world. Shipyards and applicators are trained in best practices for the complete ALEXSEAL® system allowing them to apply our multitude of products more efficiently and with greater confidence.

Our tireless effort to continually recruit the best applicators and product providers in the business translates to a massive network of ALEXSEAL® expert applicators, facilities and distribution hubs. This means our coatings system travels a shorter and more efficient distance to refit yards and yacht manufacturers, plus yachts have an expanded offering of shipyards in their region who are trained to apply and repair an ALEXSEAL® finish.

ALEXSEAL® Yacht Coatings is very excited to join Water Revolution Foundation's focus to promote new technology and empower innovation while pro-actively creating the industry's own sustainability agenda and reinvesting in ocean conservation. We hope more companies who operate in the superyacht industry will accept the open invitation to become partners in supporting this much-needed revolution!



**WATER
REVOLUTION
FOUNDATION**

Anchor partner

ALEXSEAL® on a Fjord 38 Xpress

High-performance coating for a high-performance yacht



For centuries, the sea has been the lifeline around the two seaports Southampton and Portsmouth in the south of England. Today, the prosperity of these communities in the United Kingdom depends on the companies who have settled there. For several generations, Desty Marine has specialized in yacht repairs and refits. Situated to the south-east of Southampton right at the coast of an inlet, the company is offering its customers bespoke services; from minor repairs to complete refit projects.

Lately, they were approached by their neighboring company Inspiration Marine Group, a dealer offering all aspects regarding boat ownership, with the assignment to take care of the coating of a brand-new Fjord 38 Xpress, named *Baby Z*.

Fjord yachts are quite popular powerboats with an overall length of 39 feet (12 meters). Due to their minimalistic and linear shape, they stand out as well in the marina as on contemplative coastlines.

The Fjord 38 Xpress model is popular when it comes to smaller yachts that combine strong motorization and high-quality design. It is the first Fjord yacht model with outboard engines and thus especially suitable for day-trips in shallow waters. With outboard engines with up to 700 horsepower the 38 Xpress can break the 40 knots mark with ease. A distinguishing cosmetic characteristic of the 38 Xpress model is its hull with clear lines.

In the coating process, there were practical as well as aesthetic aspects to consider. Especially the aesthetic aspect was important since an expressive design like this needs to have a stylish coating which will help enhance the design. First of all, the owner wanted the 38 Xpress to get a stealthy look. After the consideration of different color charts, it was decided to go with ALEXSEAL®'s "Midnight Gray" because the owner liked the metallic look. Since the owner plans to drive the yacht as well in the UK as in the Mediterranean Sea, it was also essential to get a durable finish that would cope being in the sun or the rather rainy UK.

According to James Stone from Inspiration Marine Group, both the paint shop manager from Desty Marine and the owner were very pleased about the result. ALEXSEAL® is happy to have been part of this project. The high-performance coatings of ALEXSEAL® will help to make sure that this eye-catcher of a yacht keeps its puristic appearance for a long time; be it in the south of the UK or the Mediterranean Sea.



A "perfect result"

Peter Wrede Yacht Refit in Germany paints an Ocean 65



With four locations in northern Germany and years of experience, Peter Wrede Yacht Refit is a trustworthy partner in Germany when it comes to painting yachts. In fall 2018, a designer yacht demanded full attention from the painting team at the workshop in the city of Neustadt in Northern Germany. Premium quality ALEXSEAL® products were used to bring the project to a successful conclusion.

The painting project concerned an Ocean 65, nearly 66 feet (20 meters) long and a "one-off" conceived by the Hamburg design office iYacht. It has a 1000 horsepower engine, a top speed of 33 knots and an aluminum hull. First, the vessel was blasted with a non-ferrous blasting agent. According to Wrede, this step was essential to make the adhesion of the coatings to the aluminum substrate at all possible. The vessel was also faired with a fairing compound. This was a very time-consuming process. Due to the hull having very few flat surfaces with many small

edges, the work with fillers required painstaking care. A further significant detail was a recess in the hull, which bent sideways with only a slight incline. Making this recess symmetrical on each side was a particularly challenging part of the project.

"Unexpected problems can always occur in a painting project. But with ALEXSEAL® they are solved straight away. One call is all it takes. The support service – the regional proximity of the company, always being informed first-hand and the personal contact to the staff – is important for us. And that's what we get."

Peter Wrede, CEO Peter Wrede Yacht Refit.

As was also the case in previous projects, Peter Wrede relied once again on the complete coating system of ALEXSEAL®. Due to the prior experience with the individual components and the technical know-how of everybody involved, the further production steps were routine for the team. In this context, Wrede emphasized the time saving the Basecoat/Clearcoat system of ALEXSEAL® offers as well as the improved UV resistance and application, referring to it as an excellent innovation. The owner chose the colors from the color chart after extensive consultation with the experts of Peter Wrede. "Whisper Gray" was selected for the base color and "Anthracite Gray" for stripes and the non-slip areas. In compliance with their high standards of quality, the painting team required nearly three months for the complete coating process.

When asked what he thought of the result, Wrede was very enthusiastic: "Perfect. We are often approached about it." The present home port of the yacht is Rostock – another good reason to pay a visit to the Baltic.



The importance of taking care of your Yacht

ALEXSEAL® Premium Cleaning Products

With today's yachts travelling the world, they are being exposed to harsher conditions than ever before, and are more prone to be exposed to dirt or other contaminations. One of the most asked questions is what is the best way to maintain a beautiful ALEXSEAL® finish? To answer this question, ALEXSEAL® has developed premium cleaning products to provide additional beauty and extended life to the already leading gloss and durability characteristics of the ALEXSEAL® topcoats.

The ALEXSEAL® Premium Wash Down Concentrate is a washing detergent especially formulated for the marine environment and designed to clean ALEXSEAL® topcoats. It is neutral in PH, does not include abrasives and is biodegradable. Additionally, it is free rinsing which decreases drying time.

The ALEXSEAL® Premium Polymer Sealer is a non-abrasive synthetic sealer designed for cleaning and protecting surfaces painted with polyurethane. It is formulated with UV absorbers that help to protect the paint from exposure to the sun and to improve the coating's life expectancy. The sealer will remove mild stains and water spots from the surface and leave behind a protective polymer coating that will help sealing the surface from the harsh elements of the marine environment. In other words, the ALEXSEAL® Premium Polymer Sealer does not only help when it comes to mending existing impurities but also in regards of preventive protection. It is recommended to apply the ALEXSEAL® Premium Polymer Sealer every three to four months to those areas of the yacht that have extreme exposure to sunlight. This will act as a sacrificial coating that will protect the paint and can improve the coatings life expectancy.



Buffing Challenge

Paint Touch-up Competition at the Newport Charter Yacht Show

ALEXSEAL® Yacht Coatings has greatly enjoyed being a sponsor of the Newport Charter Yacht Show for many years. During this 4-day event, there are various contests for captains and crew including best chef, best signature cocktail, best table setting and more. Additionally, there is always one evening during the show that sponsors get to host fun challenges for attendees. For example, contests for the 2019 Newport Charter Yacht Show included large fender inflating and a drone obstacle course.

"This year, we placed our focus more on captains and crew (future captains)," explains Alastair Smith, ALEXSEAL® Regional Sales Manager. **"I wanted to make the point that ALEXSEAL® was tough but repairable."**

ALEXSEAL®'s own Brian Champlin sprayed out 501 Topcoat on several panels at our America's Technical Training Center in Charleston, South Carolina. These panels had normal dust and wear applied to them in order to mimic the possible wear on a yacht's hull and topsides.

The challenge was to use two grades of 3M® products to obtain the best finish in 3 minutes or less. ALEXSEAL® supplied the



panels, compounds and high-speed buffers to our participants along with some helpful tips. This fun challenge also provided Smith the opportunity to demonstrate the superior properties of ALEXSEAL®'s coatings system and the impressive repairability and gloss to the assembled crowd.

Congratulations to the winners: Captain Keith of the 80 feet (24 meters) Hatteras motor yacht, "PNEUMA", crew member Gina from the 86 feet (26 meters) Sunseeker, "ENTERPRISE", and crew member Corbin from the 121 feet (36 meters) Benetti, "Namaste". Each winner received a bag loaded with ALEXSEAL® giveaways and benefitted from the experience of buffing out an ALEXSEAL® yacht finish.

Smith and the ALEXSEAL® team are already looking forward to new paint-related challenges for the 2020 Newport Charter Yacht Show.

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