

FAIRING & FINISHES



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The Official Newsletter of
ALEXSEAL Yacht Coatings

Volume XV

The Perfect Gloss – How to choose the right topcoat

Living the Dream – Interview with a charter yacht captain


They Love It Matterhorn White – The refit of M/Y Apogee

Making Paint – It is almost like baking a cake

Online Application Guide – Helpful digital documents

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ALEXSEAL[®]
Yacht Coatings

Welcome to the World of ALEXSEAL®

The ALEXSEAL® team never backs down from a challenge. For more than 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.

Enjoy reading and cast off.
Your ALEXSEAL team

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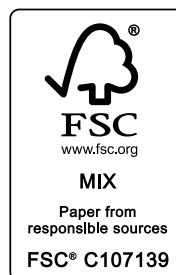
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Who You Gonna Call?

We see yacht coatings as a family and people business. That's why our magazine focuses on the work of our colleagues who are there for our customers every day.

Despite all the digital gadgets that make life easier, the world of yachting should always remain personal and individual.



Donna has been working almost 20 years for ALEXSEAL Yacht Coatings.

Reason enough, in the summer of 2023, she was part of the international delegation invited to Hamburg for the 125th anniversary celebration. The photo shows her with Matthias Grau, CMO of Mankiewicz Gebr. & Co.



The ALEXSEAL brand has been part of the world of Mankiewicz Coatings for almost 20 years. And Donna has been working for Mankiewicz Coatings LLC ever since, and can truly be called one of the good souls of our US team.

If you call Mankiewicz Coatings in Charleston, SC and want to know something about ALEXSEAL you'll end up with Donna. And she knows everything around our product world. She has helped shape ALEXSEAL into what it is today for the US market from the beginning, and she shows a tremendous commitment to the entire team at Mankiewicz Coatings, LLC.

And when Donna followed the company from St. Louis to Charleston, she found a new home very close to the Mankiewicz facility becoming another important authority. Donna became the person who could check on the office during storms, holidays and all kinds of unpredictable instances.

"Donna is incredibly committed to the company. To her work family!"

Thomas Schultz, Sales Director, ALEXSEAL

Our customers and distributors know the answer to "Who you gonna call". Our Donna. And that's why Donna has just been honored with a truly unique ALEXSEAL award - the BIG DOG AWARD. This prize (a high class paint mixing stick) is awarded annually within the ALEXSEAL team to people who are committed to the brand and do something special.

This somewhat whimsical award is a great example of the unique family spirit that exists within the brand of ALEXSEAL and Mankiewicz Coatings.

Thank you, Donna, for what you are to us and our customers.

Choosing the Right Topcoat

Manufacturers of professional yacht coatings offer various solutions for the "final finish." But which choice is ideal – Polyurethane topcoats, acrylic systems, or a polyurethane high-solid BaseCoat/ClearCoat layer structure?

Matching Individual Needs

To begin, it must be said that there is no ONE paint system. All three systems have unique strengths and advantages that give each of them a clear reason for being in the yacht market. The choice for the topcoat can be guided by two aspects: "properties during the application process" and "long-term properties" after the actual application. In summary, it can be said that the owner's requirements must be balanced against the time available, the costs, and the general conditions of the coating process. From this, one obtains an indicator for the paint system to be chosen. Let's look at the three **ALEXSEAL YACHT COATING** systems and where they lead to the best result based on many years of market experience.

Premium Topcoat 501 – colorful and shiny on a
"BeachClub 660 Flybridge"
Photo: VAN DER VALK Shipyard, The Netherlands





The owner's demands, in combination with the application parameters lead to the right choice of coating system.

Polyurethane Topcoat - *A high-performing evergreen for every yacht size*

Two outstanding features of the **ALEXSEAL Premium Topcoat 501** are always why this system is chosen – the impressive gloss level of the finish on the result side and the good overspray uptake on the application side. If one also looks at the maintenance and servicing side, there is also the aspect of good reparability. Polyurethane topcoats are thus a safe choice for both small and large yachts and have established themselves in the market for decades. The system can be applied with a spray gun and is also rollable.

Acrylic Topcoat - *Fast and shiny finish for smaller and medium-sized yachts*

An acrylic topcoat is also highly important in the market. Compared to the other two systems, it is much more workable when the painting conditions are not quite optimal. Two functionalities of the **ALEXSEAL Acrylic Topcoat X** shine above all. Firstly, it has a faster drying time which offers less surface for dirt particles to adhere to the still-wet paint film. In addition, the dried coating has very good polishability as it is slightly softer than a Polyurethane topcoat or a BaseCoat/ClearCoat System. In the US, where there are many end users who paint their smaller yachts themselves as DIY users, Acrylic Topcoat X has gained an excellent standing. Another extra benefit is its excellent hiding power, which often requires fewer coats, even in direct comparison with other Acrylic yacht paints.

BaseCoat/ClearCoat System - *With one extra layer to high-gloss durability*

The situation is reversed with the **ALEXSEAL BaseCoat/ClearCoat (BC/CC)** system layers because, with this polyurethane system, the crucial advantage lies in the last extra layer – the clear coat. The application of this system is clearly in the hands of experienced painters and is suitable for special requirements. But the effort of the extra layer and the craftsmanship required to achieve it pays off especially well. The BC/CC build has the best hiding power and exceptional depth of image (DOI) of all three systems. Excellent results are also achieved in terms of gloss level and gloss stability.

Characteristics & Benefits

	Premium Topcoat 501 (T-Series)	Acrylic Topcoat X (X-Series)	High Solid BC/CC (H-Series)
Hiding power	+	++	+++
Drying time	-	++	+
Overspray uptake	+++	-	+
Coverage m²/l	+	++	++
Polishability	+	++	-
Scratch resistance	+	-	++
Gloss level	+++	+++	+++
Gloss stability	++	++	+++
Color stability	++	++	++
Benefits	Best overspray uptake Repairability Excellent flow For larger yachts	Easy to repair and polish Very good hide Easy handling and application Outstanding gloss and DOI For smaller yachts	High durability for yachts with special requirements Good appearance and depth of color Good hiding power For large and small yachts









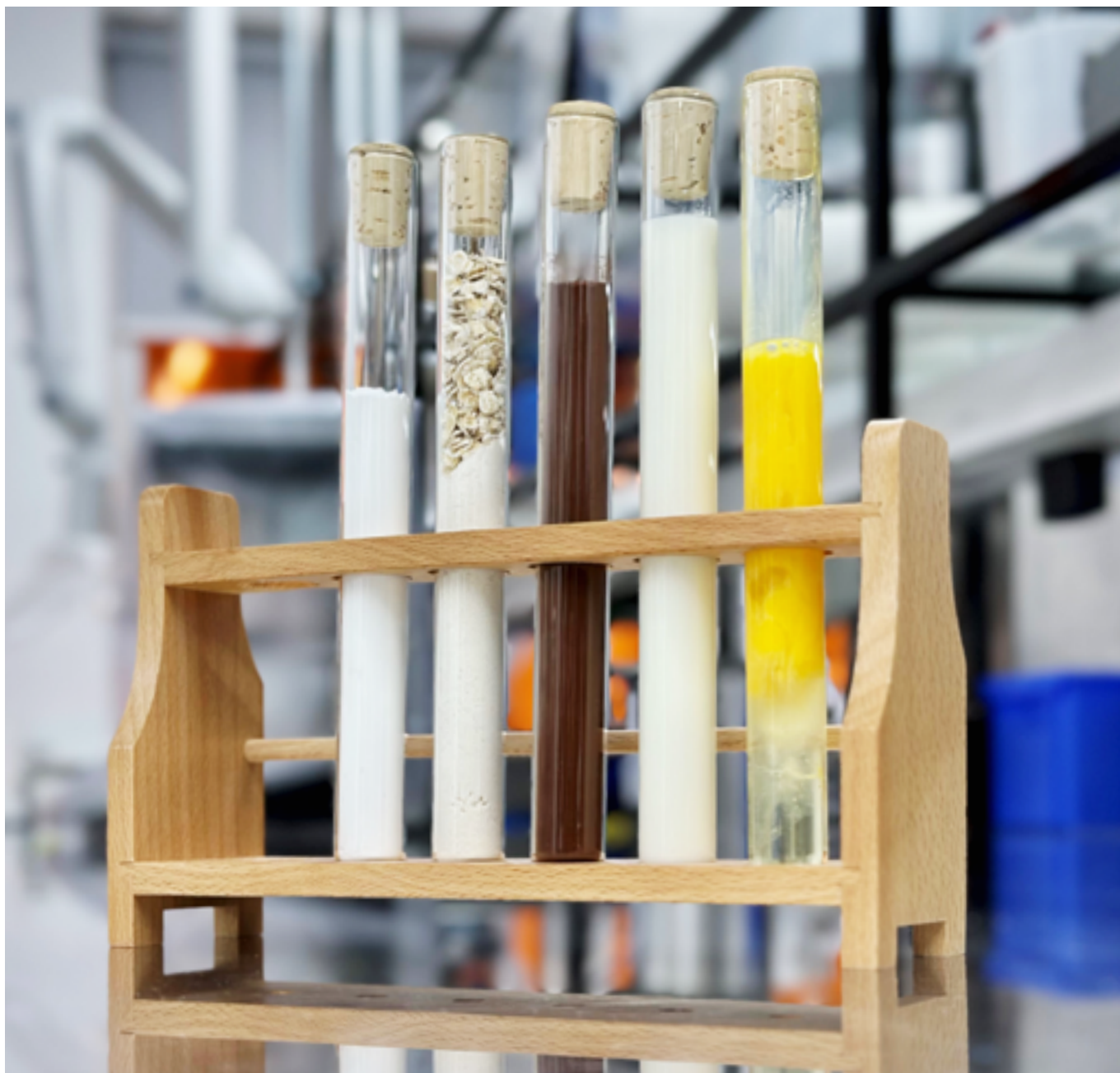
Perfection in Reflection

That's what everyone involved is aiming at.

This shot of an SWS sailing yacht combines two faces of fighting for a perfect finish. While the crew is focused on a perfect race, the paint crew has finished their job with a perfect surface result.

Two different kinds of passion for yachting – both aiming for a stunning result.

© Courtesy of Southern Wind



Making Paint is like Baking Cake

Are there any similarities between baking a cake and making paint?
More than you think!

Painting a yacht is really like baking a cake. In order to get the best tasting cake, you must follow the correct instructions and use high quality ingredients. Of course, there are a few more demands to a perfect yacht finish than to baking a cake, but it's the same philosophy for the perfect result. To meet these requirements, most of our coatings are multi component products. Whereas in yacht coating contexts, converter and reducer is added, which causes a chemical reaction next to the physical reaction. This creates a super strong cross linking which serves to resist external influences. Those paint layers can only be removed mechanically, as this process is irreversible ... just like a baked cake.

ALEXSEAL Yacht Coatings are available worldwide. They are produced, for example, at Mankiewicz in Charleston, SC, USA, and in Hamburg, Germany.



Like the ingredients for the cake, the coating components are mixed by volume, e.g. with a volume measuring stick. Our ALEXSEAL Yacht Coatings team pays particular attention to keeping the mixing ratios as simple as possible accurate mixing and stirring is the foundation for receiving best possible gloss, perfect hiding power and outstanding DOI.

That brings us right back to making a cake: if the flour is still crumbly and not stirred in properly, or if there is not enough baking powder, the end result will be lumpy and falling apart. Luckily there are ALEXSEAL technical data sheets offering perfect guidance ... like the baking recipe.



"The Egg"

In a cake, the egg ensures that all the other ingredients are held together in the best possible way and that the dough is consistent and easy to handle. It may be tricky to make a cake without an egg, but it is impossible to make good paint without a binder even when other components can be dispensed. Clear coatings, for example, contain neither pigments nor fillers but must have binders.

"The Cocoa"

We add some cocoa to our cake mix. In the case of paint, this is equivalent to colored pigments. They are an insoluble component of the paint's film with a very important task: they impart a color or a special effect to the coating. Other pigments, so called effect pigments, can provide optical or haptic highlights like a metal appearance to the film of the coating.

"Secret Ingredients"

The unique secret ingredients (e.g. lemon zest, dash of rum, blob of butter) give the final final touch to the cake. It's no different with coatings. For that specific something, we have additives. They are costly ingredients and are only added to the paint in secret small amounts, but they have a significant effect. They improve the properties of the paint before, during, and after its processing.

Charter Yacht Captain – Living the Dream

As captain of a luxury charter yacht, John Fleckenstein has an immense wealth of experience and stories. Today, he gives us some exciting insights in his tasks, which are more vocation than profession.



Captain John Fleckenstein

The 64-year-old American from Fort Lauderdale, Florida, USA, has been sailing the world's oceans as a captain for over 30 years.

*John, every long journey begins with the first step.
How did you get into seafaring?*

My first nautical experience was in the US Navy from 1976 to 1980. After that, I pursued a regular job on land and realized that my yearning for yachting was so great that I began a career as a crew member. However, the path to becoming a captain took more time than I thought. But the journey was more than worth it. It was the best career decision of my life to go for it.

What does a typical working day of a captain on a charter yacht look like?

Working on a 62-meter motor yacht like Apogee with a first and second officer is fabulous. Besides my obligatory duties on the radio and telephone, I try to stay in the background with my crew and see how I can help with the day-to-day operations. I am lucky to have an unspeakably strong crew on board with whom I have a close exchange. Problems with the crew are generally sporadic in the charter, as our policy on board is one of respect and pride. All for one and one for all.

As for our charter guests, interaction with them is vital, as they are often repeat customers and are always happy to have a dialogue and a warm exchange on board.

What is the most exciting thing you get to experience as Charter Captain?

I am addicted to the experiences of owners, guests, and crew. Inviting you as crew or captain to have dinner with the charter guests is always a highlight. Those are then hours full of exciting stories and diverse exchanges. The social component is one of the reasons I became a captain.

We practice service around the perfect meal for guests as we reassemble the yacht after an extensive nine-month refit. Excellence is our service's goal, which can come in many forms. Formal, relaxed, private, and interactive, I'm always looking with my crew to see exactly what fits best for the charter guests to make it perfect.

M/Y APOGEE – At a Glance

Built in 2003 and refitted in 2019 and 2023, M/Y Apogee accommodates 12 guests in 7 cabins. With a cruising speed of 11.5 knots, 17 crew, and various social and dining areas, she is an ideal and exclusive place for relaxing and entertaining.



What port or destination in the world should a captain not miss?

That's the beauty of my job - there are so many places worth exploring. Two of my all-time highlights are the SXM passage through the Simpson Bay bridge on St. Maarten. Maneuvering in 20 knots of wind, small boats all around, and a narrow channel with traffic - that's where the captain's skill is really challenged.

But I also love the anchorages at Shroud Cay, Exumas. There are sandbars, starfish, crystal clear water, and beach meals like nowhere else in the world, a paradise!

What would you say to a young child who wants to become a captain?

Let's get started! Whether you're five or nineteen, it's always good to have a mentor by your side at the beginning because it's a long journey if you want to make a career in yachting.

I've mentored several crew members from rookie to captain, chief engineer, purser, and chef. We've brought the sons and daughters of the crew on board to learn about yachting. And I see many smart, talented, respectful, and happy crew members coming through the ranks. And I will one day make room for the up-and-coming, positive-minded folks who want to work hard and reap the rewards of yachting! Then a new captain will be needed in the charter business.





They love it Matterhorn White

M/Y Apogee has received a refit with ALEXSEAL Yacht Coatings for the third time. The charter yacht team tells us why the success story continues.

© TWW Yachts

"The ability of the product to be sealed, touch up paint, and blend is a game changer."

M/Y Apogee - Captain John Fleckenstein



From October 2022 to July 2023, the M/Y Apogee has been refitted at the Amico Shipyard in Genoa, Italy. Numerous works have been carried out to set the functionalities of the yacht and the level of an exclusive travel experience to a superior next level.

The Apogee received new anchor chains. Steel tanks and tank coatings were repaired. The engine room got a fresh coat of paint. The bridge got an entirely new technical equipment.

To ensure a comfortable atmosphere for the charter guests, not only has the air conditioning been equipped with a new interior ventilation system, but the culinary well-being of the guests now comes from an even better-equipped galley.

All teak decks were replaced for the prestige exterior, and the exterior upholstery, cushion covers, and awnings were also renewed. All stainless steel applications and components were polished. And the yacht was completely repainted. Once again, as with the previous refits, a shining Matterhorn White (ALEXSEAL Premium Topcoat 501 T9123) was chosen.

"That bright appearance when the Apogee enters a harbor is our brand image," says Captain John Fleckenstein, underlining the effect of the paint finish on a luxury yacht. The final finish is much more than surface protection and resistance to chemical and mechanical influences.

He praises the Matterhorn White color as a "timeless classic" and emphasizes that white has proven to be very valuable on a charter yacht that is in use for two seasons a year. Charter yachts have a more than tight schedule and workload during the season.

His ship did not make it easy for the ALEXSEAL coating: "M/Y Apogee has put the topcoat to the test over the years with dirty generator emissions. And although the boat always got a refit after five years or more, crew and charter guests always said, 'the boat looks like new'. With greener generators after the refit, the paint will have it a little easier in the future."

As captain, John Fleckenstein supervised the entire refit and the paint job daily and praised the close and good cooperation between the shipyard, paint contractor, and crew. "The operation at Amico & Co. shipyard is excellent. I highly recommend considering for maintenance small or large."

It is essential as a captain to follow the painting process in detail, and he relies on good communication in the process: "Paint manufacture representative was just a call away. Paint supervisors on the scene. It is astounding due to the cooperation of all involved the amount of work achieved in 9 months."

Looking at the final result, he says: "It was the first refit after 20 years in which the ship was completely repainted," the captain says and adds wistfully: "The Apogee still and just now looks like new again, while I am 20 years older. Since I was also already the build captain, it was a satisfying feeling to see the Apogee July 2023 in the water with a complete paint job. It was truly a moving moment for me."

"The developments in today's paint industry in terms of gloss level and gloss stability are amazing. I started in the yacht industry in 1982 as a day worker. Over the years, I have witnessed the developments and improvements in coatings - it's a science and a miracle. The ability of ALEXSEAL polyurethane topcoat to be sealed, touch up paint and blend is a game changer," says the charter yacht expert, adding on the subject of care and maintenance: "Crew sometimes wash the boat more often than people wash their clothes. ALEXSEAL, water softeners, deck washers - all help keep up with the surface coating demands."

With the new look, Apogee will experience a lot this season, too. The French and Italian Riviera and all in between to Turkey are on the already well-filled schedule. If you want to check for yourself if there is still a gap in the charter schedule, you are welcome to contact Captain John directly (captain@yachtapogee.com).

We wish the Apogee further good and always shiny travels.



Get in touch to charter the Apogee for travels in the Mediterranean and the Caribbean Sea

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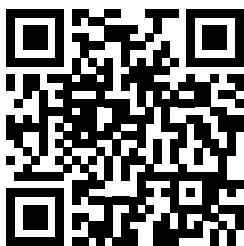
Bright white on the waters in the most beautiful vacation regions of the world.
© TWW Yachts

The perfect combination of theory and practice leads to excellent surface finishes.



Online Application Guide

Painting a yacht requires good equipment, good skills of the painter, and good products. Around the painting process, these three components must mesh well.



Scan here to access the online application guide

Our coating experts are in action worldwide - but in addition to our on-site support, there is our Online Application Guide so that we can provide good recommendations at any time.

There you will find an overview of the basics of a coating process and details about safety and equipment. The individual process steps, from surface preparation to the application of the final finish, are also discussed in particular with regard to our products. Of course, our experts are also available to provide you with personal support — you will find the contact details on page 19 of this issue.



The world of yachting anchored in the port of Newport

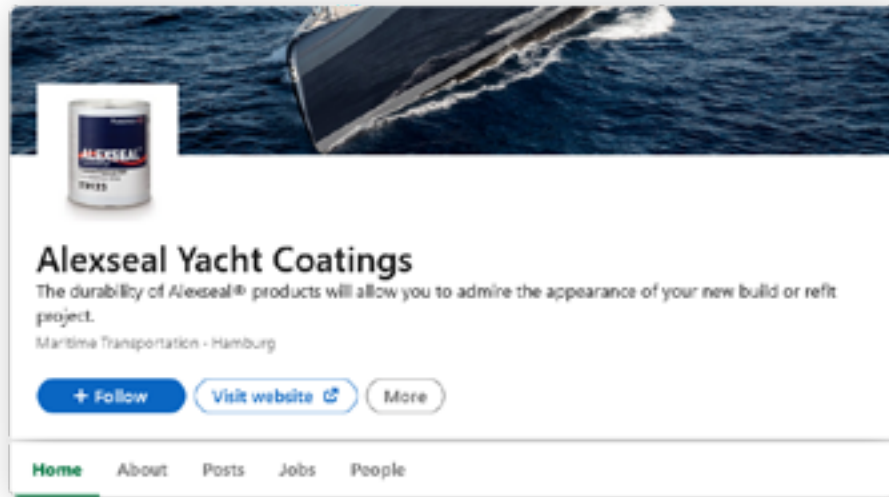
Local Shows, Global Shows

Meet us at some of the most local and global boat shows worldwide. In this edition, we put a spot on the Newport Charter Yacht Show.

The show is hosted by Safe Harbor Newport Shipyard in Newport, RI for four days each June. This show offers a range of benefits for attendees from all sides of the charter boat industry. Brokers can view a wide selection of charter yachts in one location and compare different vessels and their amenities, helping them make the best decisions for their clients. Charter yacht owners get to explore the charter market and obtain charters on either a part time or full time basis. The show hosts crew activities, seminars and social events, presenting an opportunity to learn about the latest trends, technology and services available to the

charter boat market. For us, the Newport Charter Boat Show serves as a platform for networking and building connections within the large yacht market. We get an opportunity to meet with captains and crew in a relaxed environment to discuss the benefits of the ALEXSEAL systems, refit timing and build brand awareness with key decision makers. In the end, a yachts fit and finish go a long way in the success of any charter program. The staff at Safe Harbor Newport Shipyard do an excellent job in creating a fun and productive event for charter yachts. Thanks for this great cooperation.

Cannes Yachting Festival	Cannes, France	September	12 th – 17 th
Newport Boat Show	Newport, Rhode Island USA	September	14 th – 17 th
Monaco Yacht Show	Monaco	September	27 th – 30 th
IBEX	Tampa, Florida USA	October	3 rd – 5 th
Fort Lauderdale International Boat Show	Fort Lauderdale, USA	October	25 th – 29 th
METS	Amsterdam, The Netherlands	November	15 th – 17 th
2024 Palm Beach Boat Show	Palm Beach, Florida, USA	March	21 st – 24 th
2024 Newport Boat Show	Newport, Rhode Island, USA	June	24 th – 26 th



Stay Connected

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Since this August, we started our linked in channel to keep you up to date for all interesting stories about the world of ALEXSEAL and topics all around the yachting and coating industry.

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