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# FAIRING & FINISHES

The Official Newsletter of  
ALEXSEAL® Yacht Coatings

**Volume XIV**

**Hit the Ground Running** – Acrylic Topcoat X  
**Pace and Paint** – IMOCA Racing Yacht Finishes  
**Paint it Black** – A New Black for Topcoat 501  
**Colorful Composites** – Different use of Yacht Coatings  
**Custom Colors** – MY Blue Jeans

[WWW.ALEXSEAL.COM](http://WWW.ALEXSEAL.COM)

**ALEXSEAL**®  
Yacht Coatings

# Welcome to the World of ALEXSEAL®

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.

Enjoy reading and cast off.  
Your ALEXSEAL® team



## Content

- 3 Paint it Black
- 4 Building a Sportfishing Yacht
- 6 Excellence step by step
- 8 My Blue Jeans
- 10 At the Heartbeat of the Industry
- 12 Hit the Ground Running
- 14 True Craftsmanship
- 16 Colorful Composites
- 18 Pace and Paint
- 20 Know-how & Networking
- 21 Digital refit
- 22 It's showtime
- 23 ALEXSEAL® Network / Sales Representatives
- 24 ALEXSEAL® Distributors

## Imprint

Publisher:  
Mankiewicz Gebr. & Co. (GmbH & Co. KG)  
Georg-Wilhelm-Strasse 189  
21107 Hamburg, Germany  
marketing@mankiewicz.com

Mankiewicz Coatings LLC  
1200 Charleston Regional Parkway  
Charleston, SC 29492, USA  
marketing@mankiewicz.com

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## Paint it Black

The new color Piano Black of Premium Topcoat 501 comes with bold appearance and process optimized application

Dark shades give yachts a very special exclusive look. Black, as a surface, has a particularly impressive effect. This has long been seen on many yachts painted with ALEXSEAL® in the Super Jet Black shade.

Now there is a very special new black shade in the Topcoat 501 range - Piano Black. It is the deepest black in the ALEXSEAL® product family, based on the Super Jet Black with better hiding power. Due to a new black pigment, it is particularly opacity-optimized in the application.

A breathtaking DOI is achieved with the finish, whereby the paint can also be used for Non Skid applications at the same time.

Piano Black aims to combine efficiency and elegance in a deep black appearance.





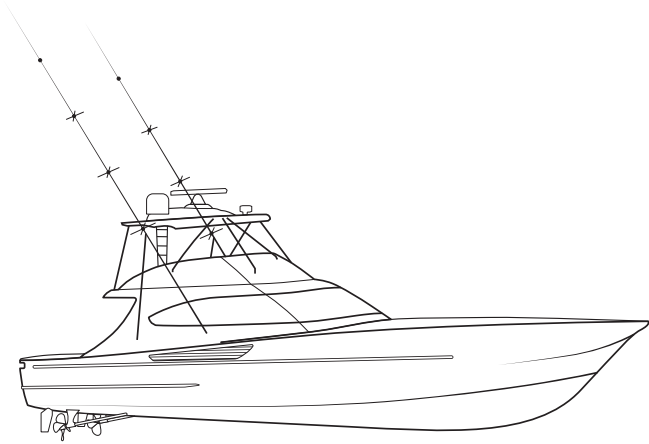
# True Craftsmanship of Building a Sport-fishing Yacht

## Behind the Scenes of Building Symbols of the American Way of Yachting

In North America, there are numerous professional shipyards that specialize in building classic and innovative sportfishing yachts. These shipyards range from large companies with many launches and new productions each year to small manufacturing companies that build boats one at a time. No matter the size, these shipyards provide the same attention to detail and individuality.

The experts at Bayliss Boatworks (Wanchese, North Carolina) gave us an insight into the manufacturing of these beautiful yachts – a maritime symbol of the American way of life. Together with Daniels Boatworks (also located in Wanchese, NC), these two yards emphasize the importance of fairing and finishing a sportfishing yacht to receive the final brilliant surface. (see page 6).

We spoke with yard owner, John Bayliss, about the spirit of building a sportfishing yacht. He knows, that the quality of a boat is based on the craftsmanship and technical know-how of the shipyards. The foundation of good work is the philosophy with which the experts approach their customers and suppliers. "Relationships with our owners do not end upon the delivery; our team continues to support owners throughout the lifetime of the yacht", says John who has worked as a fulltime charter captain and commercial fisherman for 27 years before making the switch to boat building.





## »We treat our owners, suppliers and crews like family.«

(John Bayliss – Bayliss Boatworks)

To implement this service and quality philosophy at all levels, the shipyards naturally need suppliers who live the same spirit and fulfill it with individual, reliable products - from materials for interior fittings to mechanical components for the engine room and products for the painting process. "A build can take anywhere from 1.5 to 3 years and is separated into several stages", explains John.

## EXCELLENCE STEP BY STEP

### ① Design & planning

Owners meet with the supervisors and design team of the yard to bring their vision to life. The build cycle of the boat is completely planned out months before the jig is built.

### ② Hull construction

The hull and cabin are built out of wood. Jigs and stringers are set, and then the hull sides are planked and sanded, then the hull is faired, glassed, and flipped.

### ③ Interior buildout

The interior of the hull is built out for the main mechanical components of the build. The hull sides are insulated, and bulkheads are installed.

### ④ Mechanical

The main mechanical components are installed including the engines, running gear, generators, fuel tanks, gyros, water makers, refrigeration, and air conditioning.

### ⑤ Exterior buildout

The cabin is installed, and the cockpit/mezzanine buildout begins.

### ⑥ Interior cabinetry

The interior cabinetry team creates mockups and then builds handcrafted, custom cabinetry items for the interior of the yacht. Each item is built with hand selected wood and is installed in the various rooms of the yacht.

### ⑦ Electrical

The electrical panel is built and wired, and the mechanical components of the build are wired.

### ⑧ Paint

The paint team sands and primes the yacht, and then the yacht enters the paint booth for final paint. After final paint, her tower is installed.

### ⑨ Sea trial

The engines on the custom sportfishing yacht are put to the test, and then the yard crews complete all finishing touches before she is delivered.

### ⑩ Christening

The completion of each build is wrapped up with a christening party. The vessel is prayed over, a bottle of champagne is broken over the bow and the owners and crew celebrate with the yard employees and their families.

### DANIELS BOATWORKS AT A GLANCE

Founded in 2016, the company is also family-run by Kurt Daniels, who together with eight employees is focusing on one new building each at the moment. Like Bayliss Boatworks, Daniels Boatworks is located in Wanchese, North Carolina. 63'er is their latest project. Pictured in the water is the 60'er, just completed about eight months ago.



© Daniels Boatworks



© Bayliss Boatworks

### BAYLISS BOATWORKS AT A GLANCE

Since 2002, the company has completed 33 custom sportfishing yachts, and have three currently under construction. 100 employees who are highly skilled in their craft run 100% in-house with design, mechanical systems, electrical systems, paint, fairing, exterior carpentry, interior carpentry, and metalwork. They deliver one to two custom sportfishing yachts each year with a length up to 90 feet.

## »We love to use ALEXSEAL® products on our boats! It is the best product hands down!«

(Kurt Daniels – Daniels Boatworks)

## SPOT ON THE FAIRING & FINISHING

From the first layer up to the final finish, it is important to rely on good product quality and process-safe application parameters. John, from Bayliss Boatworks, gave us insight on the fairing process, and Kurt, from Daniels Boatworks shared on the importance of the final topcoat.

### John Bayliss about the FAIRING

If the substrate is not fair, the entire paint process will look bad. The fairing process is just as important as the last coat of paint. We hand block sand our fairing rather than use a machine sander like you would see in production-style boat building. Our paint department uses battens to ensure the fairing has been sanded to the correct height. This allows them to get an up-close and detailed analysis of the fairing and shape. ALEXSEAL® fairing products help us to consistently produce quality results.

### Kurt Daniels about the final TOPCOAT

The topcoat is the cherry on the cake of the entire painting process and, in the end, what makes for an impressive finish. However, as John rightly says, this clearly depends on the work and product quality of the other layers. Gloss and DOI are of course particularly important on sportfish yachts, but so is durability, as well as reparability, should damage ever occur while fishing. This importance applies to both solid and metallic colors. For both, ALEXSEAL® topcoats and additional products such as the blender for metallic spot repair are highly recommended.





© Courtesy of VAN DER VALK

## "I pull my blue jeans on"

This beautiful motor yacht was built by Van der Valk Shipyards in the Netherlands and has been dressed in a unique customized color

Paint is a family business for us. This is why we place high importance on fulfilling the ideas of our partners and customers. It is our aim to meet your expectations exactly - thus our promise: "Your boat - your color". Apart from our wide range of solid and metallic colors, we also have the capability to develop customized colors, enabling you to give your yacht a unique look. This is exactly what happened with the *MY BLUE JEANS* from Van der Valk Shipyards, shown here in the color "Blue Jeans". If you have specific ideas for your own project, please contact our team. You will find the contact details on **page 23**.



# At the Heartbeat of the Industry

Explore a normal day of our Technical Sales Manager, Marcel.  
A road trip through the Dutch yacht coatings industry

The Netherlands are one of the epicenters of the European yachting industry, and Dutch shipyards and suppliers enjoy the highest reputation worldwide. The small country on the North Sea is also a high-tech hotspot for the painting of yachts and superyachts. To meet the high demand for expertise in the broad-based yachting industry, we have two highly experienced and long-standing coatings experts, who provide technical, craftsmanship and design advice to our customers on a daily basis. We had a chance to talk with one of them in between his many appointments.



## Sailor, Surfer, Sales man

Marcel discovered his passion for yachts and water through sailing and wind-surfing in the 70s. In 1982, he worked for the first time in the nautical business in Greece. Five years later, he started as a Junior Sales Rep at a global paint manufacturer.

He has been married to his wife, Petra, since 1995. In 2007, he joined the ALEXSEAL® family as a Technical Sales Manager for the Dutch market. Speed and staying on course guide him not only in his professional life, but also in his hobbies of snow boarding, kite surfing and mountain biking.

## An interview with Marcel Voskamp about a "typical" work day of a Technical Sales Manager

**Marcel, glad you could spare us a moment. Where are we catching you right now?**

In the car which is my office and second home. I'm just on the way to my second on-site appointment.

**But it's only 8:30. What time do you start the day?**

After a good cup of coffee, I'm in the car from 6.30 am onwards. Depending on where my first customer is located, I'm in the car for up to an hour and a half. After that, I have between three to six appointments per day, depending on the length of the appointments and the distance between each customer.

(A second caller is on the line and Marcel puts me on hold – the customer always comes first with him. Some Minutes later ...)

Sorry, that was a customer, who bought our Roll Additive and had a question about the application and mixing ratio.

**In preparation for our interview, I spoke with a good colleague of yours. He told me, "If you have a yacht coating question in Holland that no one can answer, then call Marcel." – Are you a telephone information desk for yacht painters?**

(laughs) I've been in the yacht coating market since 1982. That's where my name and my cell phone number also got around a bit, yes. But that's just what I love about my job for 40 years. To help and to assist people.

It's a complex business with sometimes very challenging and large projects. Building a yacht always involves a lot of money



**»That's just what I love about my job for 40 years. To help and to assist people.«**



Marcel - more than 15 years in service

and, above all, passion on the part of the owner and all the people who build her. It would be an outrage if I didn't put all my heart and soul into it. And it doesn't matter whether we're talking about a 10 meter or a 100 meter yacht. The desire for perfection, a perfect finish and individual support is always the same.

**How can we imagine the tasks you get in front of the bow during the day?**

Oh, they are very extensive. My biggest appointment today is at a shipyard, where a 60 meter yacht is being launched that was painted with our metallic system. There we will see for the first time how our paint with its high gloss level performs in the water. These are always very nice visits, where everyone involved is very proud to see the result of months of work.

Another project meeting today takes me to the very beginning of a project - with a small yachtbuilder specializing in motor yachts. There we create spray samples and a mock-up for the sampling of a refit project. In the late afternoon, I have a third appointment with the applicator of a shipyard and the owner's representative to review the current status of the painting work.

And in between, when I'm behind the wheel again, I'm on the phone with customers and our office staff to make sure that everyone gets their paint and filler on time, in high quality and in the right quantity.

Oh yes, on the way home I'll stop by the end user, who called earlier about the roll additive. I'm very curious about the finish.

**What makes the Dutch yacht market unique in your eyes?**

In the Dutch nautical business, it is almost without exception down-to-earth guys and girls who work there. Always direct and honest in communication, always at eye level and always with the same premise: No matter what the challenge is, we make it happen for the customer. That is one of the strengths that makes our market so respected around the world.

**What time will you be home tonight?**

I told my wife that if everything goes normally, I'll be back at 7 pm. Then I'll go for a short ride on my mountain bike to clear my head a bit.

(At that moment, someone beeps in again, and Marcel says goodbye to me with the words, "We're through, aren't we?" There it is again, the Dutch straight forward communication he praised. Meanwhile, I keep my fingers crossed that the phone call will not jeopardize his mountain bike tour. But in case of doubt, he will make the extra round not for himself but for his customer.)

Thank you, Marcel, for the great insights of a normal day in the world of yacht coatings.

Interview by Tobias Greisen, ALEXSEAL® marketing crew.





## A New Era of Acrylic Topcoats

The newest addition to the ALEXSEAL® product portfolio, combining excellent gloss with exceptional flow. Available at your local distributor.

## Hit the Ground Running

The new Acrylic Topcoat X has successfully gained a foothold in the market – a status report

Our Acrylic Topcoat X has been a part of the larger Alexseal® product family for a year now. And as it is with new members of the family, they are pushed to their limits by everyone. We see the first yachts in the water that will cruise the seas of the world this summer with our Acrylic system.

### Impressive Appearance

One of the key evaluation points for yacht coatings is the gloss level and DOI for which we have received very positive feedback from customers in America and Europe. For example, we have achieved gloss levels of 95-96 GU / 60°. Measured values that are on a par with our conventional topcoat and above those of acrylics commonly available on the yacht market. The depth effect of the surface on large areas is also impressive as seen with the refit of the *SY FEI SEEN*.

### Fast - Efficient - Forgiving

A perfect finish is judged by experts not only on the final result, but also on the application process. And here, too, the results determined in initial field and laboratory tests more than a year ago have been confirmed in practice. Very good hiding power, which allows the number of coats to be reduced, and very good polishability ensures efficient application, fast drying and easy post-treatment, should this be necessary. The bottom line is that the broad application properties ensure easy handling and extraordinary results. We are very happy to have Topcoat X as an acrylic system in our family, and that is also recognized by our customers as a valuable solution.

#### SY FEI SEEN

The hull of the yacht has already been finished by PYP (Villefranche sur Mer, France) in Snow White. The motorsailer was designed by Philip Rodes and built by Abeking & Rasmussen. The superstructure will follow after other refit works later.







## True Craftsmanship

This shot unites the beauty of a perfect finish along with the prolonged time and effort of making yachting dreams come true

From the owner's initial thoughts to the time the yacht is christened, experts are hard at work to ensure the perfect result. This starts from the first stroke of the designer's pen and then moves to the final touches of the fairing, the smallest detail of the interior finishing and the big picture of the hull painting – experts are at work everywhere, constantly on behalf of the perfect result.

As a paint manufacturer, we are proud to make our contribution to the yacht building process. We are thrilled to see our hard work put to use as yachts are placed in the water for the first time – like here the SY ALEA.

© Ruben Griffioen



# Colorful Composites

CT Composites commercial work applications uses ALEXSEAL® Yacht Coatings in very special ways

They gave us an insight about some of their stunning projects that show the variety of use for our paint

Tom Krivickas, the president of CT Composites, has a large range of experience of applying coatings to very different composite objects. He knows what is needed in order to realize various customer requests and achieve the perfect finish on composite substrates. Tom is a man who has clear ideas for a professional paint job.

“The ease of application is the first basic need of a good paint product,” so Tom. “The ALEXSEAL® products apply and cure well in a wide variety of temperatures and paint shop conditions, and they can easily produce a smooth high gloss finish time after time.” But it’s also a question of the right product portfolio: “It must be easy to manage”, continues Tom. “And the system is definitely simplified with a smaller number of products that cover a wider range of applications compared to other paint systems. This allows us to stock the core product and have it readily available for when needed.”



**Better Bike PEBL Micro Car Ebike**

Built with a lightweight composite body, CT Composites was able to easily offer durable, high gloss custom colors to their customer's clients allowing them to stand out from the rest of the crowd using ALEXSEAL® paints. ALEXSEAL® offers them a quick turnaround on custom orders allowing them to fill the customer's needs quickly.



**Beardsley Zoo Cow – Bridgeport, CT**

For the Zoo's 100th anniversary, CT Composites was chosen to give this cow a "Spa Day". Standing over 10' tall and exposed to many years of sitting outside in the elements, her many layers of paints and primers were stripped off leaving a poor surface to work with. Using ALEXSEAL® fairing compounds and high build primers, they were able to restore the surfaces and then topcoat with ALEXSEAL® Premium Topcoat 501 and Flattening Additive. She is now back home to enjoy many years with her new finish.



**Noguchi Playscape**

The Playscape is made up of steel pipe and elbows welded together and finished to look as one continuous piece. ALEXSEAL® fairing compounds and high build primers were easy to work with and provided a durable surface. These sculptures required the topcoat to be custom matched and flattened.

## It's more than good products and availability

For Tom's customers, it's often important that custom colors are available. "We have had a series of projects that have specific color requirements. ALEXSEAL® easily matched these samples and added the formulas to their database making reordering very easy for future needs."

And it's not only about products and availability – it's a people's business where you have to rely on your partners and a good customer service. And that's a main USP for Tom: "Alastair, our ALEXSEAL® representative, is readily available for any of our needs – from working with the factory for a custom color match or helping locate products that we failed to order enough of and have a deadline to meet. The team works well together and gets your questions answered quickly and correctly." A solid base for good looking finishes.

**Noguchi Octetra**

Originally designed by the Japanese artist Isamu Noguchi in 1968 and built out of reinforced concrete, the Octetra was converted to lighter weight composites in 2021 to allow it to be placed on the rooftop of the new M+ Museum in Hong Kong. Working in conjunction with a partner company, CT Composites developed a process to fabricate these unique structures in composites. With final finish, custom color match and durability being the utmost importance, CT Composites chose ALEXSEAL® as the paint system to be used. The topcoat was required to be flattened to a Satin finish and they were able to do this inhouse without it affecting the application process and final finish.







**Just met the water** – the new yacht of Boris Hermann  
"Malizia" is ready for their first adventures.  
© Marin LE ROUX - polaRYSE

## Pace & Paint

After painting eight IMOCAS at the last Vendée Globe, our coatings will be used once again for the upcoming races and heading again the Vendée Globe. Spot on some impressive racing machines

We were thrilled to see that our ALEXSEAL® finishes were used on two of the winning yachts at the last Vendée Globe in 2020/2021. In addition to these two winners, our products were also applied to six other competing yachts.

Our highly robust and high-gloss paints will grace the water again at the next upcoming races. Let's take a look at two of these racing vessels.

German skipper, Boris Hermann, placed the hull of his new "Malizia - Seaexplorer" in the water for the first time in June.

In addition, Jeremie Beyou is preparing for the first big challenge on the high seas with his new build in ALEXSEAL® livery. These yachts will be at this year's Route du Rhum, crossing the Atlantic.

We wish them and all other participants good luck, safe sailing and a perfect finish.



© Marin LE ROUX - polaRYSE



# Know-how & Networking

Finally, the ALEXSEAL® Summit is back



**Best practice** Trainings, Workshops, expert exchange and social networking. The two-day summit offered plenty of benefits for over 50 yacht coating experts.



Held at the founding site of Mankiewicz, this two-day workshop brought a lot of international coating experts together

The importance of personal exchange was once again demonstrated at our painting workshop. After a long period of social distancing, the joy of seeing each other again was great and the welcoming was very warm. Experts from shipyards, applicators and surveyors from all over Europe traveled to Hamburg to receive the latest updates in painting technology through technical presentations and practical training sessions.

“The exchange of information on an eye-to-eye level about our products, application techniques and ongoing projects is essential for good cooperation,” says ALEXSEAL® Sales Director Thomas Schultz. And when the chemistry between applicators and manufacturers is right, it is the yacht owner in particular who benefits in the end - because know-how and product quality are the key to a perfect finish.



# Digital refit – www.ALEXSEAL.com

The ALEXSEAL® team loves doing business with people. Paint schools, customer meetings and shows are fabulous places to be – our new website is a good addition to meet us digitally



A refit is always a project where you look at the whole boat

and then decide what needs to be done, what can be done and what you want to leave in its current condition. We have done the same with our website. And only one thing was certain – we wanted to make service and information even more customer-friendly and easier to use than before. That's why the site not only received a modern, new finish, but also a completely redesigned structure. The result: A brand new website with a lot of inspiring stories, shining references and market-proven products giving you easy access to information to achieve the perfect finish for your boat.

## ALL CONTENT AT A GLANCE

- Discover stories about impressive finishes
- Get a product and color overview
- Look up the product details you need in our download area
- Find your local distributor
- SCAN TO DISCOVER







# Welcome to the ALEXSEAL® network

## Introducing our New Distributor in the US: MESCO

ALEXSEAL® is proud to partner with Marine Equipment and Supply (MESCO) and Seacoast Distributors LLC to distribute the full ALEXSEAL® product range to applicators in the Mid-Atlantic region in the U.S.

MESCO and Seacoast are wholesale only distributors of parts and accessories to the recreational marine trades since 1910.

They sell to and service Boat Dealers, Marinas, Marine Service Shops, Retail Stores, Boat Builders, Specialty O.E.M.'s, and Mobile Service Repair businesses.

Their locations in Thorofare, NJ (MESCO) and Lindenhurst, NY (Seacoast) allow them to service most customers with their own fleet of trucks from the Rhode Island/Connecticut state line to the Northern Neck of Virginia including Maryland, Delaware, Pennsylvania, New Jersey, Long Island and other portions of New York.

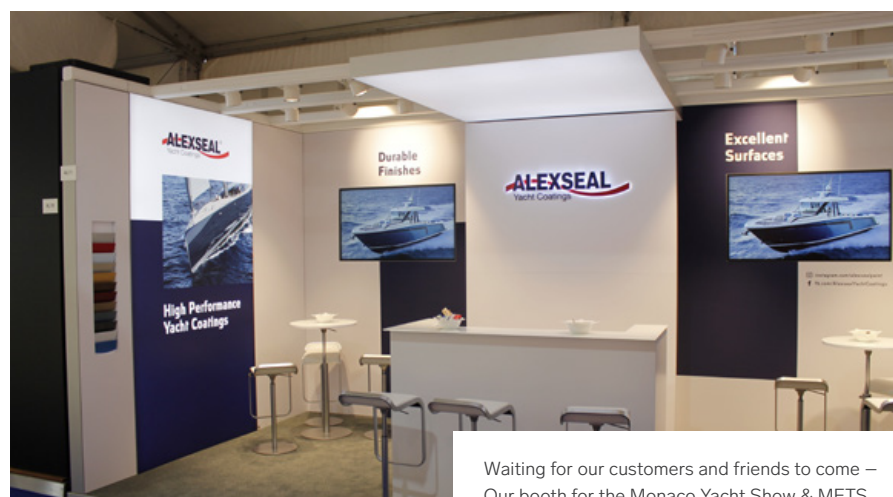
In addition to ALEXSEAL® Yacht Coatings, MESCO and Seacoast carry an in-depth inventory of parts and accessories from over 250 leading manufacturers. Their customers have access to over 25,000 items, usually within 48 hours.

According to company president, Don Kirkland Jr, "Alexseal® is an excellent fit for Mesco and Seacoast as our dealers not only expect high quality products, high stock levels and a reliable supply chain, but also count on us for superior technical support from our sales team and our vendors."



## It's showtime

Meet us at some of the most important boat shows worldwide



Waiting for our customers and friends to come – Our booth for the Monaco Yacht Show & METS.

The yachting industry is a people business. We are all part of a big nautical family and follow the same targets – making pleasure boats and yachts as perfect as possible.

Therefore, we look forward to meeting you in person to discuss your projects and specific wishes for a perfect finish.

<b>IBEX</b>	Tampa, USA	September	27 <sup>th</sup> – 29 <sup>th</sup>
<b>Monaco Yacht Show</b>	Monaco	September	28 <sup>th</sup> – October 1 <sup>st</sup>
<b>Fort Lauderdale International Boat Show</b>	Fort Lauderdale, USA	October	26 <sup>th</sup> – 30 <sup>th</sup>
<b>METS</b>	Amsterdam, The Netherlands	November	15 <sup>th</sup> – 17 <sup>th</sup>

## Sales Representatives

Technical support worldwide

Get in touch!

### EUROPE

#### Angelo di Sivo

Italy  
Mobile: +39 388 456 3440  
Email: angelo.disivo@mankiewicz.com

#### Lauris Appel

Southern Netherlands  
Mobile: +31 613 653 562  
Email: lauris.appel@mankiewicz.com

#### Marcel Voskamp

Northern Netherlands  
Mobile: +31 610 380 246  
Email: marcel.voskamp@mankiewicz.com

#### Max Goncalves

Germany, Mediterranean, Turkey & UAE  
Mobile: +49 172 419 8774  
Email: max.goncalves@mankiewicz.com

#### Richard Cox

United Kingdom  
Mobile: +44 752 570 0743  
Email: richard.cox@mankiewicz-uk.com

#### Serge Baccaini

France  
Mobile: +33 675 784 433  
Email: baccaini@mankiewicz.fr

#### Thomas Schultz

Europe  
Mobile: +49 172 421 6396  
Email: thomas.schultz@mankiewicz.com

### AMERICAS

#### Aaron Wrabek

Western USA, Western Canada & Mexico  
Mobile: +1 515 371 0986  
Email: aaron.wrabek@alexseal.com

#### Alastair Smith

Northeast USA & Eastern Canada  
Mobile: +1 203 641 0639  
Email: alastair.smith@alexseal.com

#### Brian Champlin

Mid-Atlantic USA  
Mobile: +1 252 423 0581  
Email: brian.champlin@alexseal.com

#### Brian Corboy

Western USA, Western Canada & Mexico  
Mobile: +1 253 344 6278  
Email: brian.corboy@alexseal.com

#### Miguel Afonso

Southeast USA  
Mobile: +1 954 793 8770  
Email: miguel.afonso@alexseal.com

### ASIA/AUSTRALIA

#### Ad Smit

Singapore & Australia  
Mobile: +65 813 807 91  
Email: ad.smit@mankiewicz.com

#### David Liang

China  
Mobile: +86 136 840 632 63  
Email: david.liang@mankiewicz.com.cn

#### Peter Willemse

Taiwan  
Mobile: +886 975 562 928  
Email: peter.willemse@mankiewicz.com



# ALEXSEAL® Distributors

## Europe & Africa

 **aerotechnic**  
Cape Town, South Africa  
+27 21 386 4360  
www.aerotechnic-group.com



Imperia, Italy  
+39 183 294601  
www.coloriroggero.com



Le Havre, France  
+33 2 35 26 80 50  
Lorient, France  
+33 2 97 35 41 28  
La Rochelle, France  
+33 5 46 45 78 79  
www.hds-peinture.fr



**HF Industri & Marine**  
Svendborg, Denmark  
+45 6220 1312  
www.hfmarine.dk  
Kristinehamn, Sweden  
+46 (0) 550-77 11 11  
www.hfmarinSweden.se



Kreuzlingen, Switzerland  
+41 71 688 26 66  
www.heinrichwerft.ch



Worstead, United Kingdom  
+44 7776 397794  
www.marineindustrial.co.uk



Palma de Mallorca, Spain  
+34 971 713 744  
Barcelona, Spain  
+34 93 225 4496  
www.pinmar.com



Frejus, France  
+33 498 11 01 92  
www.project1.fr



Marseille, France  
+33 4 91 11 61 20  
www.intermedsogeric.com



Athens, Greece  
+30 22950 22487  
www.technochrom.gr



Tuzla/Istanbul, Turkey  
+90 216 3941650  
www.teknomarin.com.tr



Viareggio, Italy  
+39 584 383883  
www.nautica-service.it



Kiev, Ukraine  
+38 (067) 510 23 41  
www.ua-marine.com.ua



Sneek, The Netherlands  
+31 515 412703  
www.verfvanderfeer.nl



Breda, The Netherlands  
+31 76 5872201  
www.volders-verf.nl



Pula, Croatia  
+385 91 1502460  
www.yachtthings.com

## Americas



Morehead City, NC, USA  
+1 252 638 3553  
www.bluewatersupply.com



Seattle, WA, USA  
+1 206 632 4462  
www.fisheriessupply.com



Ft. Lauderdale, FL, USA  
+1 954 463 8281  
www.goldcoastmarine.com



Searsport, Rockland,  
Portland, Southwest Harbor,  
Jonesport, Kittery, ME, USA  
+1 800 639 2715  
www.hamiltonmarine.com



St. Maarten, Dutch Caribbean  
+1 721 544 5310  
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Kaohsiung City, Taiwan  
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Brisbane, Australia  
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+852 6016 3350  
Guangdong, China  
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