

FAIRING & FINISHES



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

The ALEXSEAL® team never backs down from a challenge. For over 100 years, Mankiewicz Gebr. & Co. has led the development of advanced coatings products. These 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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ALSO:
Nooitgedagt Yachtpainting
ALEXSEAL Paint Schools
Marine & Industrial, LLP

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ALEXSEAL® Covers 'Most Advanced Sportfish Yacht Ever' Inside & Out

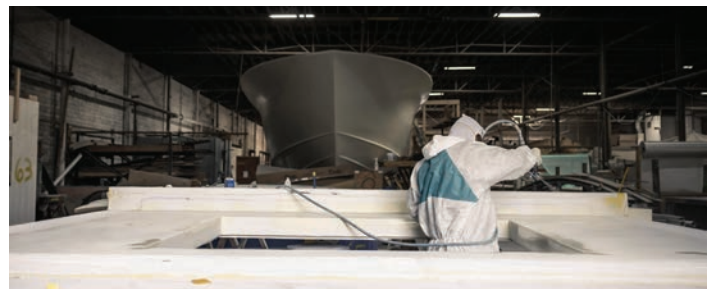
The Jarrett Bay 90 (27m) is one of the most thoroughly researched and highly vetted construction processes ever attempted by a sportfish yacht producer. The size and scope of equipment puts the *Jaruco*, (a.k.a. Project Ireland) in the conversation with some of the world's finest superyachts.

From the ultra-light fairing compound to the final lustrous topcoat, this precisely engineered custom fishing yacht features the full ALEXSEAL® Yacht Coatings system throughout its proprietary material structures and parts.



Cold-molded with traditional "Carolina" styling for taming fierce offshore conditions, Jarrett Bay's hulls are typically built up-side down with wooden jigs, stringers and planking. The *Jaruco* took this process to the next level by thoroughly utilizing carbon fiber and other cutting-edge composites on as many parts as possible.

The result was an overall weight savings of approximately 40,000 lbs (18 tonnes) from a conventional wood, fiberglass and epoxy build. As Construction Superintendent Gary Davis explains, "every ounce mattered" to *Jaruco's*



Epoxy-based fairing products are an essential part of the Carolina "cold-molding" process.

owner, who was looking for the fastest, best performing, safest vessel he could possibly receive.

The use of ALEXSEAL compounds, primer and paint starts early in the cold-molding process, just before the hull is first flipped off the jig and strongback. Not only do crews quickly set out to begin fairing and priming the hull exterior, but also prepping the interior bilge areas and engine room. Finishing out these compartments with ALEXSEAL's durable and stain resistant 501 topcoat is an early priority before other construction and equipment outfitting can progress throughout the vessel's interior.

Ultimately, the Jarrett Bay 90 has achieved a level of performance, safety and luxury rarely witnessed. ALEXSEAL and Jarrett Bay have a long and proud history of collaborating on noteworthy custom projects, and we are grateful to have lent a hand in their latest, and most ambitious, work of art.



Jaruco video:
jarrettbay.com/90



Pride Launches Largest Private Superyacht Ever Built in Asia

Illusion Plus is the flagship build for Pride Mega Yachts, and is the latest of a long line of noteworthy superyachts taking advantage of the ALEXSEAL® Yacht Coatings' system. Under construction for several years, *Illusion Plus* completed sea trials in summer 2018 and is expected to be delivered and available for sale immediately in quarter three.

Previously known as Pryde, as well as Raffles Shipyard through a series of ownership changes, Pride Mega Yachts is based on China's Yantai Peninsula. Specializing in yacht construction in the 80- to 120-meter range, the shipyard currently has two other superyacht designs available, both of which are over 100 meters.

Illusion Plus weighs in at over 3,600 gross tons with a steel hull and aluminum superstructure. These metal substrates were coated with ALEXSEAL's industry-leading corrosion resistant epoxy primers, CorSpec 135 and Protective Primer 161 before utilizing the entire ALEXSEAL system of primers, fairing and topcoat—providing the highest quality protection at every layer. ALEXSEAL's Jeff Holland collaborated with the builder on each stage of the coatings process. "We are very excited to have been a part of this project with Pride and are thrilled to see this beautiful, skillfully constructed craft reach completion. She is a sight to behold," said Holland. "Special thanks goes out to yacht paint and fairing specialist Mike 'Turk' Turk for making ALEXSEAL shine!"

This spaciouly appointed six cabin, 88.5 meter (290 foot) luxury yacht features a striking bow inspired by the timeless Rolls Royce marque. Appointed with all of the modern tenders, toys, and amenities—such as a horizon-less pool, on-deck spas and a world-class gym—expected by the modern superyacht customer, *Illusion Plus* will undoubtedly fulfill the luxurious expectations of her owners and guests. The clean and modern lines of this yacht, finished in a beautiful and durable two-tone ALEXSEAL topcoat, will ensure she stays stylishly on the cutting edge for many years to come.



Illusion Plus video:
youtu.be/kPbFMQNpxhE



Paint School Opportunities at Mankiewicz Training Centers

The application training centers at both our US and EU headquarters regularly host multi-day training sessions for applicators, ship builders and service yards to learn about the latest products and receive hands-on training for applying them for the most ideal finished surface.

Our new expanded Charleston, South Carolina facility's Technology and Application Center has hosted multiple 3-day ALEXSEAL® paint schools with time split between classroom training and the spray booth. During these training seminars, various coatings are applied to multiple panels by every attendee.

Areas of discussion during classroom training include the history of ALEXSEAL, extensive product knowledge including the review of Technical Data Sheets (TDS) for our complete system. Repair techniques, spray booth and spray gun setup, along with safe handling guidelines are also covered leading up to the hands-on-training in our spray booths.

ALEXSEAL's coatings training in both our Hamburg and Charleston Technology and Application Centers have proven to be a great success. We produce one of the most advanced yacht coatings systems in the world, but above all else, take great pride in our unsurpassed sales and service. ALEXSEAL representatives are always available to assist our extensive network of distributors, applicators and shipyards with any technical questions they may have. We want every applicator to have great success with the ALEXSEAL system, and our all-encompassing training seminars available in the United States and Germany are proof of that.



Welcoming Our Newest Distributor, Marine & Industrial, LLP

Marine & Industrial is a leading distributor of marine coatings, adhesives and sealants in England, and now offers a wide range of ALEXSEAL® products to their customers. Marine & Industrial not only sells products, but they also offer invaluable technical advice, ensuring customers get the correct product for their application. Their core values of providing first-class service, coupled with outstanding support from a professional and friendly team aligns well with ALEXSEAL's world-renowned technical staff and service.

Our new UK distributor has been providing coatings solutions to the marine market for over 30 years and have become the largest distributor in the UK for many leading marine brands. Marine & Industrial has two locations and offer delivery throughout the UK mainland.

We are proud to welcome the experienced and customer-centric team of Marine & Industrial to the ALEXSEAL family. We greatly look forward to their expertise and customer network further expanding the reaches of the ALEXSEAL product line throughout the UK market.



www.marineindustrial.co.uk | + 44 (0) 7776 397794

Innovation on Every Layer

Designed from the ground up for the marine environment, ALEXSEAL® Yacht Coatings offers an innovative and comprehensive system for yacht construction, refit and maintenance. High quality and superior performance are achieved by producing the best products at every level of the system.

ALEXSEAL Protective Primers offer maximum protection on metal substrates. Our primers are based on technology that have been protecting aircraft, industrial machinery and yachts for decades, and is expressly designed to safeguard aluminum and steel surfaces from corrosion creepage. With ALEXSEAL, you always have the option to choose the coating system that is right for your project, while also complying with local regulations.

ALEXSEAL Fairing Compounds offer a solvent-free application process with terrific holding and sanding properties. These lightweight compounds mix easily, minimize trapped air pockets, and quickly sand to a smooth surface.

ALEXSEAL's High Build Surfacer are up to 4 times thicker than competitors providing a smoother, quality yacht surface, in a faster application process. Our suite of surfacing products includes Fine Filler 303 and Super Build 302. These products literally fill different niches but work in concert to achieve the finest possible yacht surface before applying the final protective layers.

ALEXSEAL Finish Primers provide a superior build and an excellent base for the final topcoat. These characteristics help to minimize "print-through" of the substrate and can reduce the need for additional application coats. Finish Primer 442 exhibits excellent adhesion to a variety of substrates, exceptional sanding characteristics and good film build.



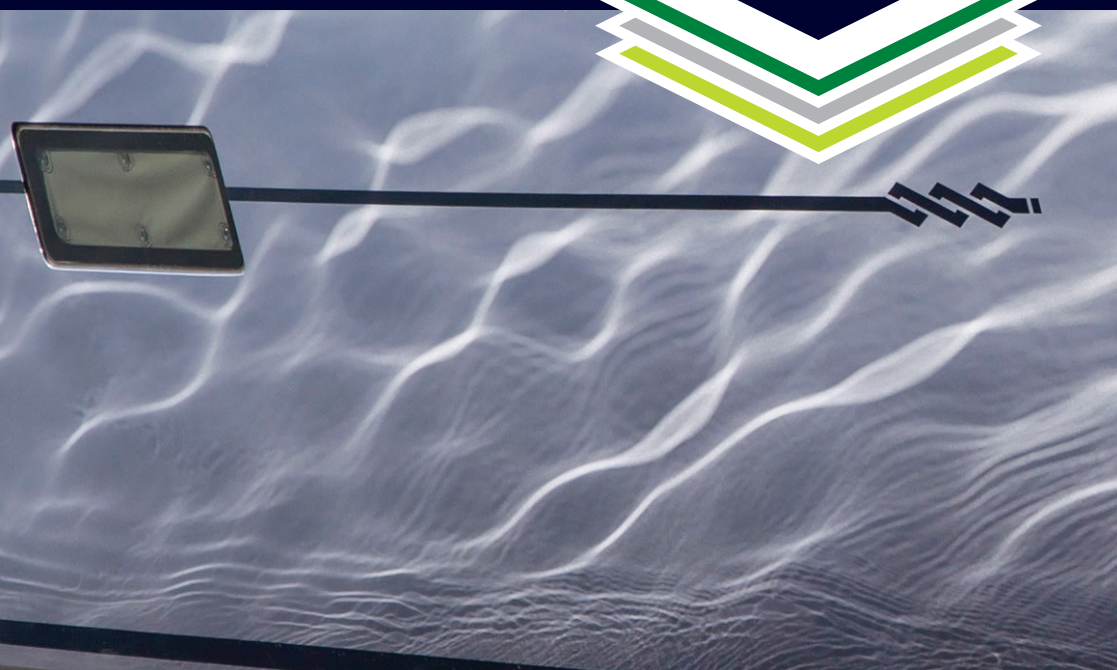
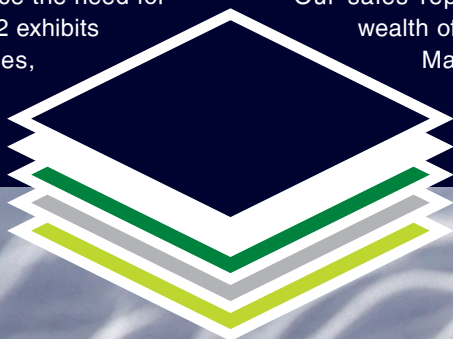
The ALEXSEAL epoxy primer and filler systems seal the substrate surface and provide exceptional longevity—often lasting decades. The result is that when you paint your boat with the ALEXSEAL system, you have a superb underlying foundation for the final protective finish. When an ALEXSEAL topcoat needs to be refreshed or the customer desires a new color, the previous system often remains intact, saving substantial labor and material costs.

Representing the final layer, ALEXSEAL Premium Topcoat 501 is a durable and repairable product providing a breath-taking distinction of image and unmatched performance. Both the T (solid color) Series and M (metallic) Series offer the finest attributes of marine topcoats. The Metallic Series is a two-stage system requiring an additional clear coat layer for protection. By its very nature, polyester-based polyurethane is much more durable than repurposing softer, acrylic automotive paints for marine use. The T Series of 501 Premium Topcoat also exhibits uniform color pigmentation throughout the film layer in most colors, making it more easily repairable than competing urethane topcoats.

Our sales representatives and technicians also have a wealth of burgeoning new products at their fingertips.

Mankiewicz's "Solid" Base Coat / Clear Coat system, adapted from the aviation industry, is one example of another product that is seeing increasing success in marine applications. In the past few years, ALEXSEAL has successfully launched a variety of products, including Waterborne Topcoat, Spot Primer, Washdown Concentrate and a Polymer Sealer, all designed to suit the specific needs and with direct input from yacht construction associates.

ALEXSEAL is committed to developing, providing and supporting, the finest individual products and full-system of yacht coatings available for marine use. From fairing to finish, the ALEXSEAL system provides coatings solutions capable of maintaining the longevity, integrity and beauty of your vessel, even in the harshest of marine environments.



Celebrated *Sindbad* is Launched After Thorough Refit in Maine



The varied talents of Belfast, Maine's Front Street Shipyard crew were utilized to their full potential for the year-and-a-half long refit of *Sindbad*. This 80' (24m) custom steel-hulled North Sea trawler was built in 1962 in Norway as an ice class vessel. After nearly 30 years of service, she was purchased by the current owner's father who transformed the classic trawler into a yacht-class vessel. Over 25 years have passed since this original transformation, so *Sindbad* faced a major refit with extensive upgrades and equipment replacement.

The hull and deck were cleaned and stripped to be examined for areas of corrosion. The boat's cap rails were completely removed and rebuilt to eliminate an ongoing corrosion issue as well. *Sindbad* enjoyed the full ALEXSEAL® system in stages throughout the 18-month refit including fairing, primer and a fresh topcoat on the hull and topsides, plus non-skid on the pilot deck and other horizontal surfaces. JB Turner, President and General Manager of Front Street Shipyard elaborates on the long refit of *Sindbad*: "Whether we need a flexible fairing compound or we need some kind of coating that's going to stay on as a primer for a long period of time out in the sun before it gets topcoated, we always look to the experts at ALEXSEAL and say: 'This is the solution we were looking for.'"

While talented shipwrights were working on the exterior to bring it back to showroom shine, other team members were busy on the inside replacing the majority of *Sindbad*'s outdated wiring, and repairing and replacing the fuel and water tanks. The refit was rounded out with new electronics and A/V systems throughout the boat, plus an engine rebuild and new propeller.

This newly refit classic masterpiece has since made her way home to New Jersey in time for summer cruising in the New England waters. It is an honor that Front Street Shipyard has shown favor to ALEXSEAL coatings products with many notable refits utilizing our products including: the Gunboat performance catamaran, *Zenyatta* and the classic 1930's Abeking & Rasmussen, *Little Vigilant*.





Quality & Excellence at Van der Valk Shipyard

Located in The Netherlands, Van der Valk Shipyard offers a variety of yachts to their customers. The selection includes Explorer and Expedition styles along with Flybridge and Raised Pilothouse models, plus a spaciouly appointed new BeachClub line. With a staunch focus on superior quality and craftsmanship, Van der Valk Shipyard has developed a preference for ALEXSEAL® on all their new builds.

Founded by a passionate yachtsman and watersport enthusiast in 1967, Mr. Wim van der Valk is still at the helm today, guiding the company through their next phase of expansion and product offerings. The production facility is located in Waalwijk, in The Netherlands, just an hour away from Amsterdam. The property consists of six state-of-the-art production buildings that offer construction of models up to 40 meters (131').

This well-known Dutch shipyard went bold with their first use of ALEXSEAL by applying Hazelnut Metallic to their factory demo 20M Flybridge. This was seen as risky by many in the yachting industry as it took a drastic departure from the typical conservative attitude of yacht owners and builders. Yoeri Bijker, Marketing Manager for Van der Valk Shipyard explains, "We (especially our founder Mr. Wim van der Valk) have always been pioneers and innovators in the industry, and from the beginning we knew this color would be a 'winner'. After the 20M market introduction, many yacht builders followed our example with bronze colored hulls."

Since their first use of ALEXSEAL in 2013, Van der Valk Shipyard has preferred the full system on every new build. Bijker elaborates, "We like the fact that the full paint system, including fairing compounds, primers, topcoats and metallic are available at ALEXSEAL. We no longer have to rely on other parties to deliver parts of the full coatings system." It also helps that the applicators enjoy using the products, and in 5 years with dozens of new builds, the shipyard has never needed a warranty claim.

"Van der Valk Shipyard owes its ongoing success over the decades

to an unwavering dedication to key values such as reliability, cooperation and a forward-thinking approach that we apply to every aspect of who we are, what we do and the motoryachts that result," Mr. Van der Valk stated. ALEXSEAL's Lauris Appel has lead the development of the relationship between Van der Valk Shipyard and ALEXSEAL by offering our world-renowned support whenever called upon.

With over 50 years of steel and aluminum shipbuilding heritage, Van der Valk Shipyard has a proven pedigree, and devotion to the customer. Choosing the ALEXSEAL system to protect all of their new builds, no matter the style, further adds to this Netherlands yacht builder's desire to continuously innovate. The team at Van der Valk Shipyard is prepared to build your next yacht to the highest standards with any customizations you desire, and deliver it with the long-lasting and brilliant shine of ALEXSEAL.

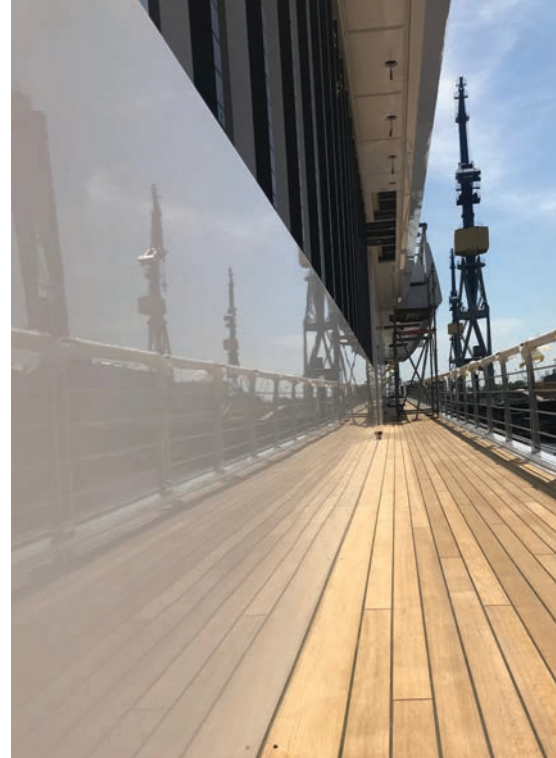
"We like that the full paint system is available at ALEXSEAL."



Top Shots



The Gunboat 60 **Fault Tolerant** is showing off an ALEXSEAL® double clearcoat sprayed by Hinckley Yachts



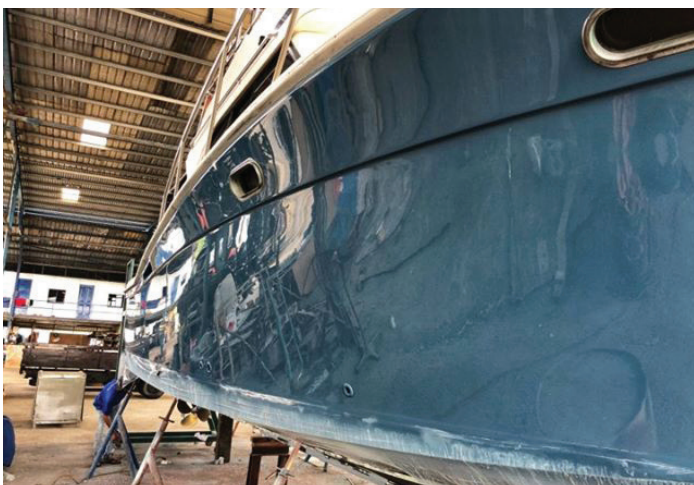
Beautiful results for this superyacht refit job in Hamburg, Germany, finished in ALEXSEAL T9134 Snow White



Compass Tenders, based in Southampton, UK, delivered two amazing custom tenders to the 110 meter (361') Superyacht ANNA, both finished in ALEXSEAL Oyster White



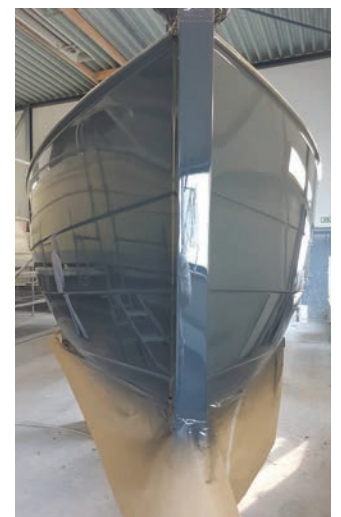
A perfect DOI on this ALEXSEAL Super Jet Black project by Thraki Yacht Painting



ALEXSEAL Stars & Stripes Blue sprayed on a 30' Riviera Yacht at Dalac Marine in Malaysia thanks to distributor, Oceanic Link Pte Ltd in Singapore



Primed and top coated in Anthracite Grey by Eitze Dijkstra Jachtschilder



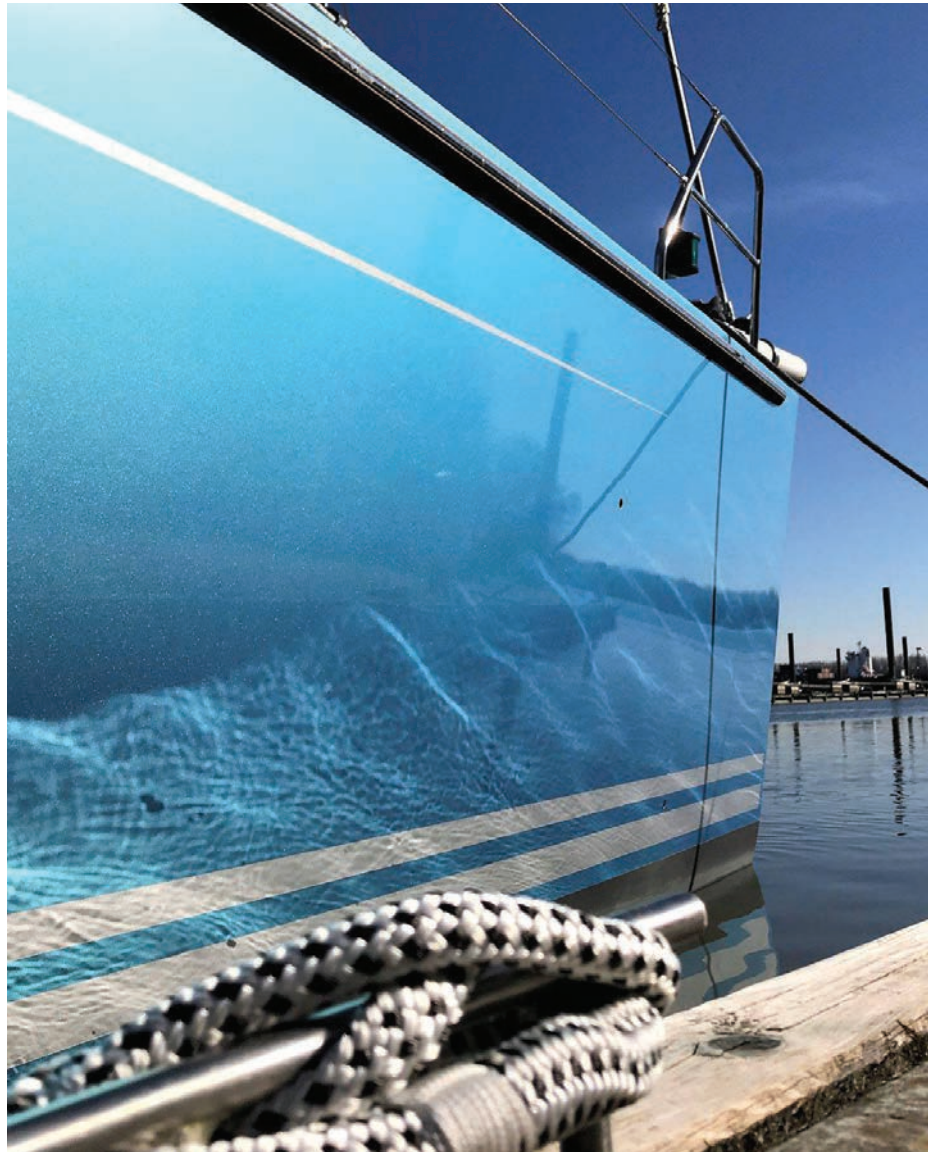
This slot in the hull of the new Darwin 102 from Italian ship builder, Cantiere Delle Marche is painted in ALEXSEAL® Steel Grey Metallic which separates the Moss Green hull from the Snow White top sides



The all-new ALEXSEAL-finished 90R from Ocean Alexander is set to revolutionize the OA legacy.



This 45' Tiara enjoyed a fresh top side finish in ALEXSEAL Hazelnut Metallic at the Seaview Boatyard in Seattle, Washington.



Look at this great reflection of ALEXSEAL metallic on S/Y Peppermint. This finish was achieved by long-time partner in Germany, Peter Wrede Yachtrefit GmbH & Co. KG



Working through the weekend paid off for PKC Yachtcoating GmbH on this yacht refit project



The *Wellenreiter's* Refit Success with ALEXSEAL®

When building or refitting a superyacht, there are an innumerable amount of decisions to be made, some exceedingly more important than others. When it comes to the coatings system, a great deal of thought and input is discussed to make an informed decision. Captain Graeme Riddle of the *S/Y Wellenreiter* explains, “For any paint job, the financial aspects can be daunting, the technical complexities of paint confusing and the subjective nature of the finish frustrating to settle upon an agreement. Especially under pressure from external factors.”

The *S/Y Wellenreiter* spent the winter season at the Monaco Marine Shipyard in La Ciotat, France for a refit. The 151' (46m) steel and aluminum sailing yacht was originally built in 2003 by Jongert Shipyard and required some minor updates and a full repaint. The owner and Captain Riddle have collaborated with shipyards on previous superyacht refits, so this was not their “first rodeo.”

Unfortunately, a previous superyacht refit they collaborated on was muddled by recurring problems with a competitor's topcoat. Repeated re-sprays on this project led the applicator to suggest using ALEXSEAL. “This was a situation where ALEXSEAL products provided a solution during an unfortunate and uncommon failing of their competitor,” Riddle explains.

Their confidence in the ALEXSEAL system was joined with the positive experiences of the Monaco Marine Group and French applicator Performance Yacht Painting (PYP) and guided by Rene Hoenderdos, a specialist in superyacht painting. “Although other coatings options were also proposed, the recent experiences with ALEXSEAL and the quality of finish seen on recent projects led



Application Specialist Rene Hoenderdos with Captain Graeme Riddle

us to believe that this was the correct product for this particular refit,” Capt. Riddle concludes. The assurance of the applicator was a major factor in their decision, along with PYP's many positive results with the ALEXSEAL system under their belt.

Throughout the project, ALEXSEAL technical support was always available from the start of the project and especially for the important spray days. “ALEXSEAL representatives Marcel Voskamp and Thomas Grusa were present to advise and confirm the specifications for the job and the best way to proceed,” Riddle reported. *Wellenreiter* was coated with 501 Premium Topcoat on the superstructure and the High-Solid Base Coat/Clear Coat on the hull with outstanding results. This popular sailing yacht was returned to the water in time for the summer cruising season and has enjoyed many compliments on her refresh.

ALEXSEAL's industry-leading support does not end when the refit is complete, our technical professionals are always available to provide solutions after the sale. Once this superyachts' schedule is more relaxed, the ALEXSEAL team will train the crew in the best way to ensure that the excellent result achieved by the applicator is properly maintained. We deeply appreciate the trust in our products by so many yacht owners, captains, applicators and shipyards and are excited to provide yachts around the world with a stunning finish that will endure for many years to come.



The Pros Know: ALEXSEAL Offers the Most Benefits

In the sport of rowing, the weight of the sloop matters as much as the skill and endurance of the athletes. Erik Nooitgedagt Yachtpainting understands this principal and was excited to take on the task of coating an all-aluminum 31' (9.4m) rowing sloop with the complete ALEXSEAL® system. Our latest advanced components were utilized in this project including Fairing Compound 202, which boasts greater flexibility, extreme temperature tolerance and a remarkable strength-to-weight ratio. After initial fairing, Nooitgedagt continued with Fine Filler 303, ALEXSEAL's high-build epoxy filler which was followed by Epoxy Primer 442 and the sloop's vibrant International Orange Premium Topcoat 501.

"I have used ALEXSEAL for the past 8 years on all my new build projects," Nooitgedagt exclaims. In just 8 years, Nooitgedagt



"ALEXSEAL is a very high quality paint system..."



Yachtpainting has coated 115 new builds in the full ALEXSEAL system along with over 50 refit projects. Nooitgedagt has over 23 years of yacht painting experience and after being introduced to ALEXSEAL in 2010, he has never looked back. "ALEXSEAL is a very high quality paint system, and with the proper maintenance it will easily last 10 or more years."

Nooitgedagt Yachtpainting has been fairing and painting boats of all sizes from 23' (7m) to 60' (18m) in Sneek, The Netherlands since 2008. Nooitgedagt explains, "ALEXSEAL is an easy product to work with and the fairing is very smooth and sands perfectly." He concludes, "The technical support from Marcel Voskamp [ALEXSEAL Technical Service Manager] and Verf van der Feer [distributor] is always good. Although we rarely call upon them, when we do need them they are always there."

Erik Nooitgedagt is one of hundreds of professional applicators and yacht painters that have put their full trust in the ALEXSEAL system. We are ever grateful for their support over the years and the thousands of projects they have completed in ALEXSEAL.

Sales Representatives

Miguel Afonso

Southeast Atlantic USA & South America
Mbl: + 1 954 793 8770
Eml: miguel.afonso@alexseal.com

Angelo di Sivo

Italy
Mbl: +39 38 84563440
Eml: Angelo.DiSivo@mankiewicz.com

Juan Medina

Western USA & Mexico
Mbl: + 1 619 453 4416
Eml: juan.medina@alexseal.com

Lauris Appel

Southern Netherlands
Mbl: +31 (0) 613 65 35 62
Eml: lauris.appel@mankiewicz.com

Max Goncalves

Germany, Turkey & UAE
Mbl: +49 (0) 172 419 8774
Eml: max.goncalves@mankiewicz.com

Alex Sandas

Western USA, Western Canada & Mexico
Mbl: + 1 360 460 9006
Eml: alex.sandas@alexseal.com

Serge Baccaini

France
Mbl: + 33 6 75 78 44 33
Eml: baccaini@mankiewicz.fr

Jeff Grandgenett

Gulf Coast USA, Caribbean & C. America
Mbl: +1 850 502 6908
Eml: jeff.grandgenett@alexseal.com

Thomas Schultz

Europe
Mbl: +49 (0) 172 421 63 96
Eml: thomas.schultz@mankiewicz.com

Brian Champlin

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

Jeff Holland

Americas & Pacific Rim
Mbl: + 1 772 979 2488
Eml: jeff.holland@alexseal.com

Alastair Smith

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

Richard Cox

United Kingdom
Mbl: +44 7525 700743
Eml: richard.cox@mankiewicz-uk.com

Josef Jiao

China
Mbl: +86 135 7082 7045
Eml: josef.jiao@mankiewicz.com.cn

Marcel Voskamp

Northern Netherlands & Spain
Mbl: + 31 (0) 610 38 02 46
Eml: marcel.voskamp@mankiewicz.com

ALEXSEAL® Distributors



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



Searsport, ME, USA
+1 207 548 6302
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Kaohsiung City, Taiwan
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www.altonsupply.com



Kreuzlingen, Switzerland
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www.heinrichwerft.ch



Norfolk, VA, USA
+1 757 853 6781
Wilmington, NC, USA
+1 800 234 7290
www.paxtonco.com



Brisbane, Australia
+61 73268 7511
Auckland, New Zealand
+64 027 498 8551
www.seairland.com.au



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



Phuket, Thailand
+66 864759184
www.p-marine.com



Superyacht Marine Supplies International Ltd.
Mid Levels, Hong Kong
+852 6016 3350
Guangdong, China
+86 756 7750199
www.smsmarinesupplies.com



Placencia, Belize
+1 501 670 3737



Imperia, Italy
+39 0183 294601
www.coloriroggero.com



Old Lyme, CT, USA
+1 860 434 6002
www.kelloggmarine.com



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



Marseille, France
+33 0 4 91 11 61 20
www.intermedsogerico.com



Viareggio, Italy
+39 0 584/383883
www.nautica-service.it



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



Pompano Beach, FL, USA
+1 954 792 9971
www.landnsea.com



Victoria, BC, Canada
+1 250 382 7722
Burlington, ON, Canada
+1 905 338 8291
www.paynesmarine.com



New Glasgow, NS, Canada
+1 902 928 1900
www.stright-mackay.com



Ukraine
+380 512 580 540
www.ua-marine.com.ua



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



Ft. Lauderdale, FL, USA
+1 954 523 4371
www.lewismarine.com



Lumut, Malaysia
+60 605 683 2724
www.prestigemarine.my



Alameda, CA, USA
+1 510 522 7860
www.svendsens.com



Sneek, The Netherlands
+31 (0) 515 412703
www.verfvanderfeer.nl



Le Havre, France
+33 (0) 2 35 26 80 50
Lorient, France
+33 (0) 2 97 35 41 28
La Rochelle, France
+33 (0) 5 46 45 78 79
www.hds-peinture.fr



Worstead, United Kingdom
+44 (0) 7776 397794
www.marineindustrial.co.uk



San Diego, CA, USA
+1 619 224 2733
www.sandiegomarine.com



Dubai, U.A.E.
+971 (0) 4 239 1722
www.teamoneinc.com



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



Singapore
+65 6777 6001
www.oceansin.com



Hamburg, Germany
+49 40 75 10 30
Charleston, SC, USA
+1 843 654 7755

Leicester, Great Britain
+44 011 62 84 77 80
Magny Les Hameaux, France
+33 (0) 1 82 84 00 01

Shanghai, China
+86 21 6295 7578/79