

FAIRING & FINISHES

ALEXSEAL®
Yacht Coatings

The Official Newsletter of
ALEXSEAL® Yacht Coatings
Volume XII

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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A Loyal Partner When You Need One

The spring of 2020 has shown us that there are things in life that you cannot control. In times like these, it is reassuring to have a business partner you can rely upon. One of the cornerstones of our ALEXSEAL® philosophy has always been to take care of our customers – no matter the circumstances. So be assured: **We are there for you!**

Communication is very essential to us. So, feel free to contact your sales representative at any time – be it via phone, email, or video call. We, the ALEXSEAL®-family, believe that it is possible to stay close even from a distance. Therefore, we are also providing our friends, partners, present and future customers with useful technical information via social media, to make sure that everybody will be ready for your next project.

Not only do we always want to provide excellent services but of course, also paint products. Our supply chain is up and running. And thanks to our several production facilities all around the globe you'll never have to worry about any delivery bottlenecks.

To sum things up: There's nothing that stops you from teaming up with ALEXSEAL® for your next project.

New times require a different focus

Challenging situations in the market have led to the cancellation of many popular trade shows. Although this meant the loss of important industry get-togethers, it became clear that the communication between the different business participants still works. Therefore, lots of organizations and companies have started questioning the future of these kinds of shows and if a participation with an own booth is always necessary.

Due to these unforeseen events, we at ALEXSEAL® have had to adjust our future strategy regarding trade shows. So, don't be alarmed if you do not see the familiar ALEXSEAL® logo at an upcoming show. We will keep you informed about developments on our end in advance via social media or our website. Always remember that we at ALEXSEAL® will always be there for our customers. Because some things never change.

 [instagram.com/alexsealpaint](https://www.instagram.com/alexsealpaint)

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This is How It's Done

Introducing the ALEXSEAL® paint school

A long time ago, we had the idea of organizing comprehensive coating workshops and application training at our state-of-the-art facilities in Hamburg and Charleston. The reasoning was simple: Everybody who was interested, be it the captain of a yacht, a paint shop manager or an actual applicator, could get together and exchange application-experiences, get valuable information on ALEXSEAL®'s products and of course get lots of practical training.

Additionally, our paint schools would offer considerable economic benefits. Our experts would analyze coating processes and optimize painting results, material consumption, and process times.



Watch out for updates

As our guests, the attending ALEXSEAL® team members were also pleased about the results of the paint schools and immediately started thinking about setting up new ones. So if you're interested, you should stay alert:

As soon as the next paint schools are scheduled we will tell you via our website and social media.

Enthusiastic participants

As it turned out, the first of these paint schools were very successful. During the multi-day courses, the participants learned about the product properties and repair techniques of ALEXSEAL®, the use of spray booths and spray guns as well as guidelines for their safe handling. Besides the practical training sessions, participants also learned some interesting facts about the development of ALEXSEAL®.

The ALEXSEAL® experts from the laboratory and technical departments were always on hand to answer questions and discuss problems. Together, everybody was able to find a satisfactory solution for every tricky situation. And in the end, all participants returned to their job with valuable knowledge for the optimization of their painting processes and new skills for applying ALEXSEAL®.



Three of a Kind

The restoration of the Zephyr

The *Zephyr* is a 15-meter yacht that attracted some attention during the decade of her construction. Today, after two years of extensive restoration, the ship is even more impressive.

A great team is needed to achieve outstanding results. In the case of the refit of the *Zephyr*, the team had three parts: An owner who is passionate about his yacht. Along with a shipyard that cultivates its nautical heritage with an extraordinary commitment to excellence. The third member of *Zephyr's* team was a small shipyard, which shaped the owner's passion and the original design into something new without losing its authenticity.

A team of nautical lovers

The owner of the *Zephyr* (built in 1939) decided to do a complete overhaul from the ground up, after taking over the *Zephyr* in poor condition. His motivation: to create a yacht with the actual 1939 historical appearance with some of today's conveniences.

The yacht initially named after a Greek wind god was built by the *De Vries* shipyard in Aalsmeer, the Netherlands, based on a design by *De Voogt Naval Architects*. Both were co-founders of *Feadship*, the second in the alliance to be involved in the current restoration. The shipyard, which maintains its historical heritage with the *Feadship Heritage* fleet and links the owners of its vessels, recommends renovating in partnership with *Younique Yachts*. The shipyard specializes in this type of refit.



Craftsmanship between history and innovation

In addition to new powerful engines and a sophisticated design interior, working with the materials used onboard was a unique attraction to preserve the original's authenticity. In addition to oak planks for the interior skin, teak on the hull floor, mahogany for the topsides, even aluminum, which was an innovative material in the aerospace industry in 1939. The team at *Younique Yachts* was very keen to maintain the high-quality level of the 1930s in all craftsmanship. Naturally, special attention was paid to the brilliant appearance of the surfaces.

The new robe of the Zephyr

ALEXSEAL® was able to contribute two systems from its product line to the *Zephyr* project. After finely sanding and applying a high solid clear coat, the mahogany wood superstructure was transformed into a bright eye-catcher that simultaneously protects the wood and nobly emphasizes its natural structure. Along with the Oyster White finish of the hull, painted with our ALEXSEAL® premium topcoat system, this simple elegance of the Oyster White, accentuated the wooden superstructure.

The passionate commitment of the owner and the detailed craftsmanship of the shipbuilders have resulted in the achievement of the projects' ambitious goals. The *Zephyr* is now an official member of the *Feadship Heritage* fleet!

Coating System

- Premium Topcoat 501
Oyster White
- Finish Primer 442
- Fine Filler 303
- Superfair 212
- Protective Primer 161



Color Mix System

Fewer cans, more colors

Fast & Fluid Mixing System meets ALEXSEAL® Topcoat

With ALEXSEAL®'s introduction of our new *Color Mix System* in North America, there will be a much faster availability of topcoat colors to the US market. No matter how large or small the job, key distributors can produce the quantities in their facilities to match the market demands.

This service will benefit captains and crew, ensuring that no matter where in the US, paint matched to their exact needs is always factory-made with colors made to the same high quality and specification as any factory-made product.

To secure the color consistency, we chose a proven mixing technology developed by *Fast & Fluid*, a market leader in professional paint tinting solutions. The mixing machine is straightforward to handle and, combined with our quality-proven tinting topcoats, a safe and reliable way to produce ALEXSEAL® topcoats.

Furthermore, all color formulations are provided by ALEXSEAL®'s colorimetric department to ensure an equal quality level no matter if the paint comes factory packed or mixed by the distributor. Even special requests for new colors can be processed much faster.

With the ALEXSEAL® *Color Mix System*, our customers can have faster access to ALEXSEAL®'s colors in a shorter period.



Your Benefits

- Automatically dispensed colorants
- Color consistency through easy and secure handling
- Availability to color card colors
- Faster turn around on special order colors

Uniform Flat Finish

In only one layer

ALEXSEAL®'s new *Flat Finish 555* provides a consistent mat finish for dedicated areas on your project, e.g. ceiling panels. With its simple one-coat application process and fast drying characteristics, you can achieve an even mat finish in only one application. *Flat Finish 555* not only saves the applicator time but also offers savings in material consumption.

ALEXSEAL® *Flat Finish 555* convinces through its simple application and a uniform finish, under differing and challenging application conditions. Variations in film thickness, temperature, humidity, the quantity of reducer gun settings will not have a visual influence on the product's matting level.

It has very high resistance values, especially against abrasion and UV light. In fact, UV resistance is more critical in areas where the sunlight hits the surface through reflection, such as the ceiling panels.

ALEXSEAL® *Flat Finish 555* comes in different RAL colors and delivers the best results as part of the ALEXSEAL® system. It is usually used in combination with the ALEXSEAL® *Finish Primer 442*.

For more information on this innovative product, ask your ALEXSEAL® distributor or sales rep.

Your Benefits

- One-coat application
- Uniform flat finish
- Fast drying
- High scratch and UV resistance



Safe and Sound

Through the Puget Sound

Have you ever made a trip to the Northwestern Tip of the US mainland? If not, you should! It's worth the trip, everybody will tell you so. But beware: The climate is as unpredictable as nature is beautiful. The fascination of the rough wilderness, for any tourists, is countered by the great challenge to man and machine, who must navigate and exist in these weather conditions.

The crews of the vessels from *Great Western Attractions (GWA)* in Seattle know them very well. With two new 78' catamarans, they have two new shining vessels for their multi-faceted tourism experience. Both builds by *All American Marine* were painted with ALEXSEAL®'s *High Solid Base Coat/Clear Coat* system.

The durability and long-lasting brilliant appearance, are the reasons *All American Marine* chose to use ALEXSEAL®'s *High Solid Base Coat/Clear Coat* system. Another reason for their decision to use ALEXSEAL® was the excellent technical service of Alex Sandas, our west coast Sales Manager, who oversaw the project from start to finish.

All American Marine also needed a system that was not only durable and shiny but also a system that would help cut down labor hours. So, they first applied ALEXSEAL®'s *Protective Primer 161* then our *Superbuild 302*. After these steps, the entire catamaran's *High Solid Base Coat/Clear Coat* was applied in three days! This helped ensure a long-lasting, brilliant appearance, which is especially crucial for the two catamarans' eye-catching finish.

ALEXSEAL®'s *High Solid Base Coat/Clear Coat* is a proven topcoat system used in the yacht market for over five years; the same paint system has been used with great success in the aviation industry for decades. So, whether you are painting a superyacht, sportfish, or a catamaran that shows the world's beauty, ALEXSEAL®'s *High Solid Base Coat/Clear Coat* system may be the ideal solution for you.

Ask your local ALEXSEAL® Sales Manager for further details.



© All American Marine/Great Western Attractions

Running Tide

Refit of a race yacht legend

Sparkman & Stephens produced several legendary sailing yachts, but it's believed that *Running Tide* won more races than them all — with well more than 200 trophies.

Volter Huisman built the aluminum hull in Holland and then shipped it to America, where *Kretzer Boat Works* on City Island, New York, completed the build. Her interior was simple, as the owner's focus was purely on racing. She was considered innovative in her day, but, to some experts, downright radical, given that she didn't even have an owner's stateroom. The entire forward section aboard *Running Tide* was reserved for sail stowage.

Fast forward to 2018, and *Running Tide's* owner decided it was time for a complete, down to the ribs, refit and chose the talented team at *Safe Harbor New England Boatworks* to handle the project. *New England Boatworks* teamed up with *Pedrick Yacht Design*, to update all of *Running Tide's* systems, interior layout, and rigging.



Over the next 18 months, the hull was taken down to bare aluminum and coated with ALEXSEAL®'s *Protective Primer 161*, re-faired, primed, and top coated in ALEXSEAL® *Premium Topcoat 501* in Super Jet Black. At the late June 2020 launch, the quality of the paintwork was visible to all.

"After all this time and money spent, we feel the paint job has put this refit over the top ... stunning."

Tom Rich

Technical Project Manager, New England Boatworks

ALEXSEAL® is immensely proud to have our system selected for this extensive refit. We look forward to seeing her out on the water as she adds to her impressive racing history – **another great finish!**

Bald Eagle Ahead

Majestic in appearance, powerful in movement,
determined in his course

The bald eagle is the symbol of freedom and independence. These characteristics and their gracefulness have had a decisive influence on the new *Excellence*.

It is the sixth *Excellence (E6)* that the passionate owner has created. Compared to the previous version with classic noble shape and coloring, completely new paths have been taken. At the end of a one-year design phase, the owner, together with *Andrew Winch's* design team and the experts from *Abeking & Rasmussen*, has succeeded in creating a modern, streamlined and elegant mega-yacht par excellence.



Pure elegance

Two essential design elements dominate the sublime appearance of the 80-meter yacht. Firstly, the silver-colored reflective, generous window fronts which are a striking eye-catcher for both the exterior and interior design. They are also an essential design element of the open, light-flooded atrium, which extends over three decks and provides a breathtaking view of the sea.

The unusually shaped bow stands out as the second element. Its backward inclination modeled on the beak of the bald eagle. Powerful and dominant, it cuts the sea and at the same time, influences the overall lines of the yacht.

Protection and beauty

The choice of color was also of particular importance in this context. The obligatory requirements for durability and protection meet here with an emotional staging of the ship's architecture.

The clear color scheme underlines the elegance of the hull and superstructure. The primary color tone Snow White is supplemented in the area of the keel line by discreetly contrasting lines in Royal Blue and Toreader Red, skillfully setting subtle patriotic accents. The color combination is an homage to the American origins of the owner and the bald eagle, from colors and shapes to symbolism — a yacht par excellence.



Sustainability That You Can See

As a supplier for renewable energy markets, the search for sustainable products and production methods has always been a focus of the ALEXSEAL® team. Therefore, we were not only happy but proud, when a few years back, we were asked to become a part of the *Energy Observer* expedition.

The *Energy Observer* is a former racing yacht that is powered only by the sun, wind, and self-generated hydrogen and travels around the globe in search of innovative sustainable solutions. At the same time, the crew wants to make people aware that energy can be drawn from nature without wasting or damaging it.

The yacht started its self-proclaimed odyssey back in 2017. In the first years of its voyage, the *Energy Observer* already visited numerous countries in the Mediterranean and Northern Europe. Next up are several destinations on the US coast, Central America and Asia. The expedition is expected to come to an end in 2023. By then, the *Energy Observer* will have visited more than 100 ports in 50 cities all around the world.

ALEXSEAL® supplied both exterior and interior coatings for the project - from fairing compound to topcoats. The project offers us a once-in-a-lifetime opportunity to subject our products to an extraordinary stress test, and we are confident that the results of these tests will provide valuable insights for the improvement of existing products and the development of new ones.



We wish the entire *Energy Observer* team all the best for the adventures and experiments ahead.

If you want to find out more about this extraordinary project, feel free to visit <http://www.energy-observer.org>



Roaring and Furious

The Everest of the sea

They are modern adventurers who want to conquer the boundless natural forces of the sea on the French Atlantic coast this year on 8 November. 34 skippers - 27 men and 7 women - will line up to sail around the world in their boat alone at the *Vendée Globe*.

The course alone reveals the unbelievable challenges: from the start in Les Sables D'Olonne; the boats pass Europe and Africa on the port side and head south across the Atlantic. After the sailors cross the Cape of Good Hope, the route moves for several thousand nautical miles between the latitudes of the 40s and 50s. A passage of wild storms, rough crests and icy adversities. The Roaring Forties and the Furious Fifties drive ships and skippers towards Cape Leeuwin in Australia. From there to Cape Horn at the tip of South America before crossing the Atlantic Ocean back to Les Sables d'Olonne.

No stop, no assistance, no companion

The rules of the ninth *Vendée Globe* are as simple as they are tough. It is a solo race and no one but the skipper may aboard the boat, unless you're rescuing someone in distress at sea.

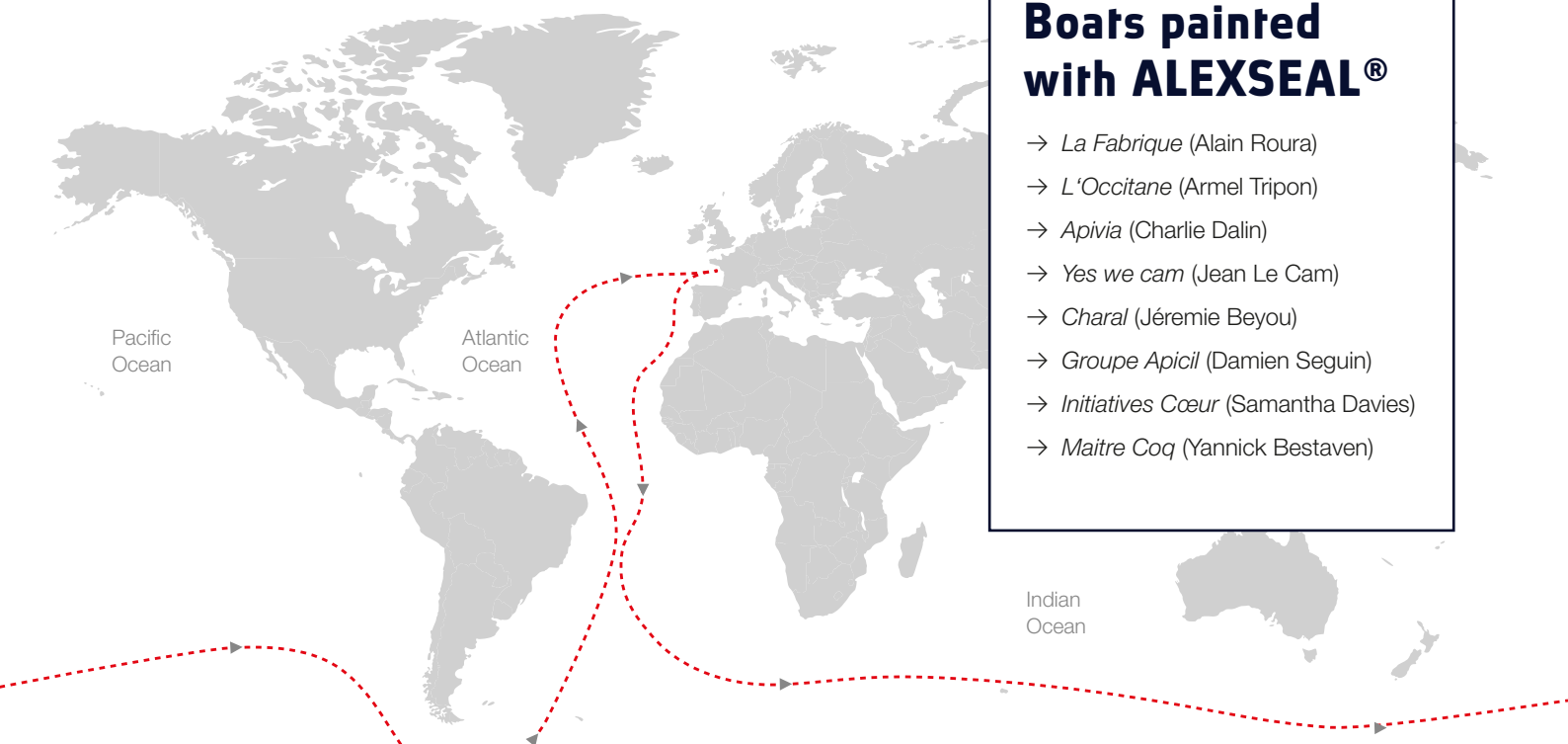
It's an adventure with no stops ashore. You are allowed to drop anchor for breaks or repairs - but the opportunities for this are rare in the no man's land of the south polar sea or the middle of the Atlantic Ocean. And you have to master all emergencies situations yourself, technical problems, repairs, illnesses or injuries. Only the expertise of the race doctor or your technical crew may be called by radio.



© Christophe Breschi/La Fabrique

Boats painted with ALEXSEAL®

- *La Fabrique* (Alain Roura)
- *L'Occitane* (Armel Tripon)
- *Apivia* (Charlie Dalin)
- *Yes we cam* (Jean Le Cam)
- *Charal* (Jérémy Beyou)
- *Groupe Apicil* (Damien Seguin)
- *Initiatives Cœur* (Samantha Davies)
- *Maitre Coq* (Yannick Bestaven)



Physical, mental, mechanical

Man and machine suffer extreme strains during the race. For around 80 days, the participants fight against external forces of nature and the limits of their bodies. Lack of sleep, loneliness, and setbacks in the race make the *Vendée Globe* the toughest solo sailing race. And the strain on the material is also brutal. The monohulls and all the lightweight components of the 60-foot high tech racing machines are relentlessly and permanently stressed to the maximum. Less than half of the boats and skippers reach the finish line.

Rough conditions require tough coatings

When the 34 racing yachts cross the starting line on a Sunday in November this year, eight of the boats have been coated with ALEXSEAL®'s paint systems: Below the waterline, on the hull and deck. The *High Solid Base Coat/Clear Coat* systems provide perfect protection while riding through the waves. The *Top Coat 501* also adds its non-slip properties on deck. But we are not only proud to sail around the world on eight boats. Most of all, we salute all 34 skippers for their passion and courage to conquer the Mount Everest of the Sea.

May the winds always be with them.



© Pierre Bouras - L'Occitane en Provence

© Christophe Breschi / La Fabrique



This is Us

125 years of innovation & tradition

The ALEXSEAL® team never backs down from a challenge. Admittedly, it might sound a bit cheesy, but that's just the way it is. The more complex a project becomes, the more vigorous our team will work with the customer – be it the owner, the owner representative, the captain, or the applicator himself – to reach the same goal: another unique finish or refit.

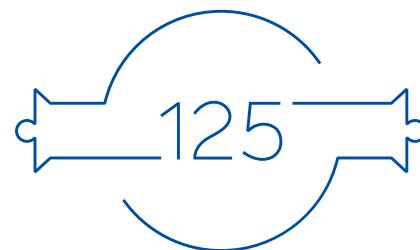
ALEXSEAL® offers you an unparalleled combination of years of knowledge backed by decades of tradition. Shortly after the turn of the millennium, word got around the marine industry that there was a new player in the game. Offering complete yacht coating systems of the highest quality, ALEXSEAL® quickly became a reliable partner when it comes to individual coating solutions.

ALEXSEAL® is the yachting brand of the German paint manufacturer Mankiewicz which is celebrating its 125th birthday in 2020. True to the company's motto "Coating Concepts of the Future", ALEXSEAL® yacht coatings is the impressive result of decades of relentless research and development and stands for exterior and interior coating systems of the highest quality. Thanks to the company's development and design departments' consequent teamwork, countless individual wishes regarding color tones can be fulfilled. This offer is used more and more to emphasize a yacht's uniqueness by a distinctive color.

Today, some of the biggest and most impressive superyachts in the world have been painted with ALEXSEAL®. To ensure that the coating not only retains its radiance for as long as possible but also offers a maximum of protection for the surface, there has been a significant focus of the ALEXSEAL® research team has always been the improvement of resistance against salt water and UV rays.

In times of climate change, topics like sustainability, efficiency and innovation become more important. For us, it is a matter of course, not just to watch but to participate. Therefore, we are always eager to engage ourselves in projects with research institutions, scientific groups, or even other companies that aim to provide valuable insights for the development of new technologies and the improvement of our existing products.

Because that's just what we do: We never back down from a challenge.



During the long history of Mankiewicz, ALEXSEAL® wasn't the first marine product. The ad below promoted an early marine coating in the 50s.



Caprice — the first ALEXSEAL® project

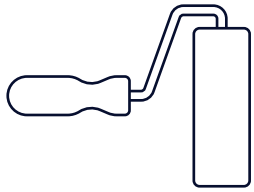


Revolutionary

Topcoat application by rolling

Our new ALEXSEAL® *Topcoat 501 Roll Additive* will be a revolution for the smaller boatyards and applicators who prefer working with brush and roller for topcoat applications.

ALEXSEAL® *Topcoat 501 Roll Additive* is an auxiliary product for ALEXSEAL® *Topcoat 501*. It improves the leveling of the surface during the application by brush or roller. The additive is very easy to handle — add one capful or 10ml of A5018 – *Topcoat 501 Roll Additive* per already mixed quart or liter (1% to the ready to paint mixture) right before the application. The product is coming in a 4 US ounces packaging.



Try it out and
be convinced
of the result!

Your Benefits

- Reduction of air bubbles during application by brush or roller
- Better flow of the topcoat
- Perfect & even application results



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