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# FAIRING & FINISHES

The Official Newsletter of  
ALEXSEAL® Yacht Coatings

**Volume XIII**

**A New Era of Acrylic Topcoats** – X series

**MY Predator** – Painted with Base Coat/Clear Coat System

**Dutch Perfection** – Yachts made in The Netherlands

**Chances, Changes, Challenges** – Interview with Colin Squire

**Brush 'n' Roll** – Rollable Topcoats

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**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.

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# Setting the Course

Both yachtsman and CEO – our captain Michael O. Grau



Perfect in the wind: Michael's team becomes German Champion in the J70 class in 2019 and 2021.  
© Sven Jürgensen

In 1972, Michael O. Grau took the wheel of the third-generation Mankiewicz family business, which is also home to ALEXSEAL® Yacht Coatings. In his nearly 50 years of experience in the world of industrial coatings, he has discovered countless markets and built the Hamburg-based traditional company into one of the world's largest privately owned coatings companies. Throughout his time as CEO, he has always found relaxation and inspiration in his greatest hobby: Sailing. Not only is his birthplace Hamburg, but also his family roots have laid the seafaring in his cradle.

Due to his passion for yachting, he has a deep understanding of the requirements for perfect yacht coatings in his blood. He also brings the virtues associated with yachting to the entire crew at Mankiewicz on a daily basis: Working hand in hand, combined with foresight in the course and clear commands among each other are demanded and encouraged by him. They are the anchor and drive for everyone at Mankiewicz and especially for everyone who works for ALEXSEAL® on the perfect finish for our customers and their yachts.

In this issue, you can read about the projects that this passion has lately spawned.

Enjoy reading and cast off.  
Your ALEXSEAL® team



← Michael O. Grau – Navigating through the world of paint since 1972

↓ As helmsman of his J70, Michael O. Grau has won the prestigious Kiel Week in 2020. Also on board are David Chapman, Gerry Mitchell and Florian Thoelen - who, by the way, also works for Grau in the coatings company. And they are going to continue their Journey in 2021 at the European Championship (Copenhagen, DK) and the World Championship (Los Angeles, CA)  
© Sven Jürgensen



# A New Era of Acrylic Topcoats

The launch of the ALEXSEAL® X series

The Acrylic Topcoat X is the newest addition to the ALEXSEAL® coatings portfolio. Using the latest acrylic resin technologies combined with decades of yacht coatings knowledge, the topcoat will redefine the marine acrylic coatings market with brilliant paintwork results and simple, time-saving application.

## Faster to finish

A successful application result on a yacht depends not only on the quality of the material but also on the application process. That is why the ALEXSEAL® team focused on all aspects of the yacht coatings market to develop a new generation of acrylic topcoat that delivers excellent results in a wide variety of application conditions.

The resin technology used in the new X series allows for a higher pigment load in the coating, which offers excellent coverage per square foot and full hide in two coats with most colors, which saves both time and money. The industry standard for Acrylics, 2:1 mixing ratio, provides for a user-friendly and consistent application every time.

The different application conditions around the world (temperature, humidity, dust, etc.) were also considered during development to ensure that the product always delivers a reliable performance. Whether you are painting one boat per year or 100 boats per year - the fast-drying properties of the X series will help reduce dust inclusions in the coating layer and minimizes time-consuming rework. If dust inclusions do occur still, the excellent buffing properties will allow for a fast and straightforward repair when needed. Less corrective work, fewer coats, easy handling, and proven application parameters provide a quick and smooth path to a high-gloss finish.

## Brilliance meets functionality

The ALEXSEAL®'s full range of colors is available for the X series, allowing various individual hull, deck, and stripe combinations. The finish is above the level of existing acrylics in the yacht market and equals polyester topcoats.

The product has been successfully applied in several North American new-build and refit projects and has delivered great results in terms of functionality and distinction of image (DOI). The close coordination between applicators and product developers brings theory and practice together in an outstanding surface.

### Your Benefits

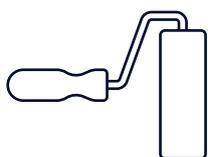
- Extra gloss **X** extra flow
- Brilliant finish **X** high resistance
- Fewer Coats **X** easy handling
- Proven application **X** less corrective works
- Innovative formula **X** proven raw materials





## Robust surface, proven performance

In formulating the X series, ALEXSEAL®'s laboratory experts from the USA and Germany relied on a balanced mixture of innovative and proven raw materials that provide a flexible binding matrix along with proven pigments to achieve the color brilliance typical of ALEXSEAL®. All of this results in an extremely glossy finish with exceptional DOI. Along with high abrasion resistance that helps protect from fender rub and scratching, an excellent UV protection for a long-lasting finish will let the boat owner enjoy a high surface quality for years to come.



## Rollable revolution

A unique advantage of the Acrylic Topcoat X is the possibility to apply it by brush and roller which offers great opportunities for all applicators that do not have a professional spray cabin set-up. The use of the roll additive is possible as well as the combination with all the other auxiliary products of the proven ALEXSEAL® Topcoat 501, for example, non-skid and flattening additives ensure an extremely large processing variety.



## Excellent finish remains your choice

Whether with spray gun, brush or roller: A strong application performance and outstanding distinction of image results make Acrylic Topcoat X interesting for a variety of applications. Picnic or sportsfish boat, sailing or motor yacht - ALEXSEAL® has created an all-rounder that makes the path to the brilliant finish easy.

# Dutch Perfection

## Best practice results of a strong European yachting market

Yacht owners around the globe emphasize individuality and quality. Regardless of whether it is powered or under sail, small yacht or a superyacht, owning an impressive masterpiece is the customer's aspiration; perfection in craftsmanship and technology is what drives the shipbuilders. In Europe, the Netherlands has raised an impressive variety of large and small shipyards that have made precisely these demands their philosophy. We take a look at four selected partners of ALEXSEAL® who share the vision of brilliant finishes with us.

Contest Yachts: The CS42 in Majestic Blue  
©Contest Yachts



## Contest Yachts

"Building dreams together" for sailing yachts from 42 to 85 feet and different versions of motor yachts of 52 feet – that's for more than 60 years the vision and mission of the CONTEST YACHT team. The boatbuilders in Medemblik use therefore a sophisticated, vacuum-infused composite process to create customized yachts with high-end interiors and a superior handling & performance. For the exterior appearance they rely on ALEXSEAL® Yacht Coatings solutions. "Highlight colors of our customers are Palma Blue, Royal Nights Metallic and Diamond Gray", so the Dutch yacht experts who underline the worth of the cooperation with ALEXSEAL®. "The technical support of the team, the performance of the products and process systems as well as the quality lead to high-quality yachts and that results in very satisfied customers!"

Always working on outstanding new ideas, the shipyard is announcing for 2021 a sailing yacht with an all-new judel/vrolijk & co design. The 50CS - another Dutch hull that will be highlighted with Premium Yacht Coatings from Hamburg, Germany.

Metallic Coating in Perfection  
Palma Blue on the Motoryacht Contest 52MC  
© Contest Yachts

# Boarnstream Yachts

Focused on semi custom-build motoryachts (32 – 98 ft), the yard established in 1964 is one of the best performing and most acclaimed shipyards in the Netherlands and even in Europe (Source: German magazine “Boote”). Their latest project with approximative launch in 2022 is the Boarcruiser 50 Traveller. It will become a pocket-sized mega yacht; a round bilge yacht with covered gangways and modern shaped wings which emphasizes the Mediterranean atmosphere. For this yacht, as well as for the complete BOARNSTREAM portfolio, the shipyard offers customers an exclusive quality service and demands this also from all suppliers. “Flexible support and thinking together with the customer about the perfect color for his yacht – that are main aspects ALEXSEAL® offers us as a shipyard besides very constant, high quality coating solutions”, says Wies Hokwerda, CEO of BOARNSTREAM.



Boarcruiser Elegance 1360  
© Guy Fleury



Certified Craftmanship - With their stringent quality controls, Aquanaut was the first yacht builder in the Netherlands to qualify for the ISO 9001 certificate.  
© Aquanaut Dutch Craftmanship

# Aquanaut Dutch Craftmanship

With a team of 35 craftsmen, Aquanaut builds motor cruisers from steel in lengths of 30 to 60 ft in 7 model-lines with over 40 variations. Everything is done “under the same roof”. At their shipyard complex (35,000 m<sup>2</sup> in the center for Sneek) they have produced 1,300 motor yachts within the last 60 years. AQUANAUT yachts come along with an individual layout, hull size, interior, color - all can be defined in detail. “Currently, we are building a lot of Aquanaut Andante types in different sizes which will be painted in ALEXSEAL® Metallic Colors”, explains Fimme Folmer, CEO of Aquanauts. “When we have questions regarding paint systems we always rely on the paint specialists from ALEXSEAL®’s distributor Van der Feer and from the ALEXSEAL® local specialists. So we get a super shiny result by a high quality paint that is smooth to apply.”

# Holterman Shipyard

Based in Meppel, the shipyard puts quality and exclusivity first for over 50 years. The yachts are made “in-house” with the highest possible craftsmanship. Each yacht is unique and fully designed with clients to guarantee them the ultimate custom-built journey. The shipyard specializes in custom-built yachts from 49 ft with an extraordinary demand for high-level finishing. A highlight model painted with ALEXSEAL® is the brand new X-TREME 105 with a stunning metallic finish which will be launched in summer 2021. “The metallic surface is a perfect addition to the robust and modern exterior design. For all materials, we expect high quality, reliable products and good service. That’s the reason why we trust in the cooperation and support of the ALEXSEAL® team and choose them for our new prestige project”, so the HOLTERMAN paint manager.

From visualization to realization: The Holtermans X-TREME 105 is in her final construction stage and will be released this summer.



© Holterman Shipyard

# Chances, Changes, Challenges

Colin Squire talking about yachting in times of crisis in Europe

It's important to take a broad view when dealing with complex situations. In our interview with Colin Squire, a young 70-year-old yacht market expert and publisher of YACHTING MATTERS, we were able to get a multi-layered view of the impact that the Corona Pandemic has had on the world of yachting - on owners, events and the industry itself.

**Colin, an interview is normally a personal exchange but due to COVID-19 we are seeing each other only digitally - where are we catching you right now?**

In my office in Bungay (UK), this is my home from home where I sit surrounded by 43 years of Superyacht memorabilia. They talk about Monaco claiming to be the epicenter of the Superyacht industry, I always smile and tell people that it is here in this office.

**Epicenter is an important keyword: The Monaco Yacht Show in 2020 - cancelled. The METS 2020 - held only digitally. The maritime event industry has been hit hard. What are the most significant changes you've noticed regarding trade shows and events?**

I believe that as an industry we had become complacent about the valuable networking offered by the shows on offer, and the number of these shows had grown significantly since the 1990's. Some of the major events have in recent years increased their daily ticket rates to elevated levels to keep the attendance focused on the elite. After the past year of the Pandemic, with little or no income, a great many companies will not have stands at any events during 2021/22 as they attempt to rebuild themselves, representatives, and fewer of them, will maybe walk the shows instead. Business rediscovered old strengths during the travel bans as traditional word of mouth amongst colleagues aided by new technological possibilities such as webinars and an increased use of online devices and systems took hold. This move online has helped many companies to market themselves over the past months.

Regarding owners and sailing events, we can only wait and see if owners want to have their crew and themselves mixing with

others from around the world, it could take another couple of years before we are back to where we were, with owners feeling safe and being able to travel freely. As for attendance, I do feel that show's during 2021, when they are up and running, will not be that well attended.

**How are event organizers currently reacting to the planning uncertainty that still exists?**

I would imagine it is all a bit of a nightmare for them at this moment. Having to deal with potentially thousands of people staying in hotels, meeting with each other over dinners and parties, walking around show-grounds, travelling etc. and as an organizer being responsible for keeping them Covid free, well it cannot be easy. But after having had such an awful 2020 anybody organizing anything has to do the best they possibly can to create something acceptable as they navigate around all of the rules that are in place. For event organizers trying to keep their brand above water they have to give it a go, I just hope for everybody's sake that the shows that we know and love get back on their feet, and soon.

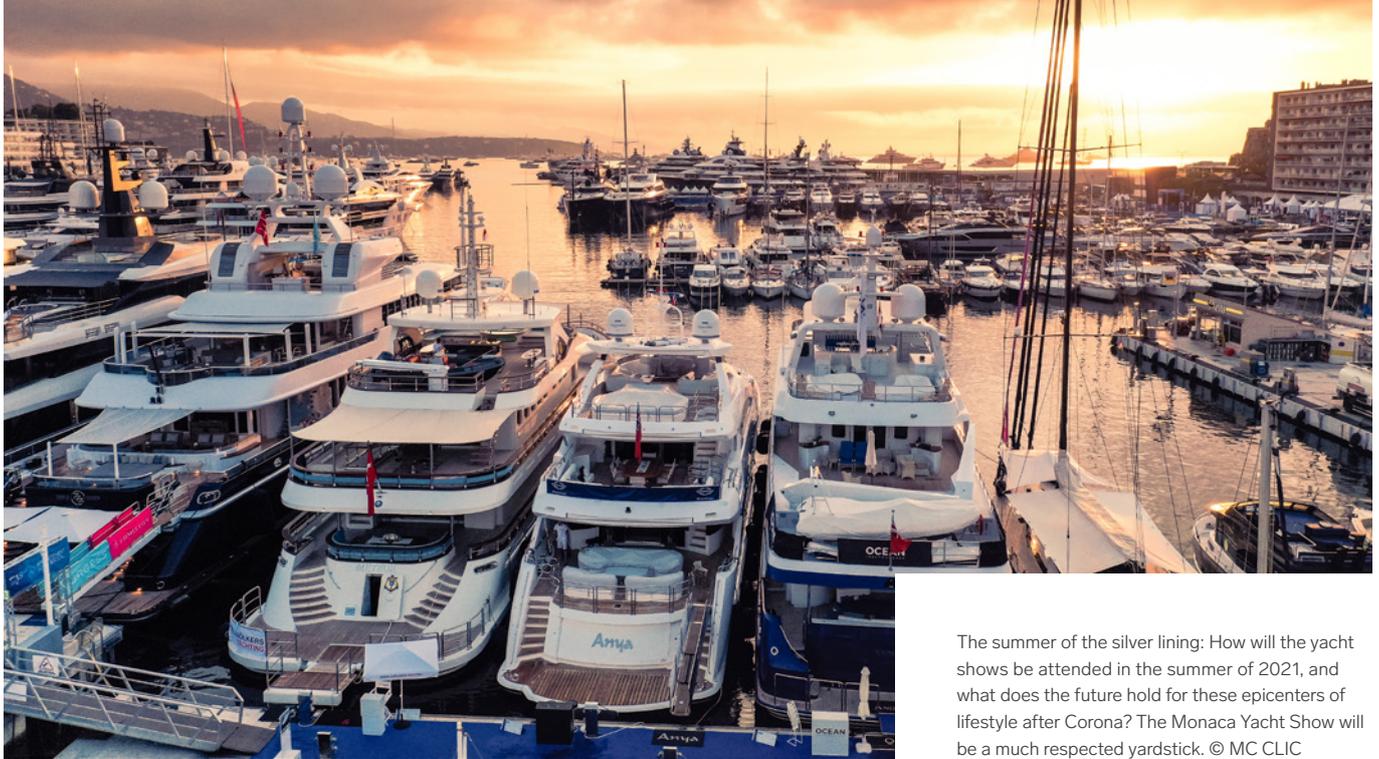
**Will exhibitions and events change with lasting effect?**

I think the feeling amongst us all is that we miss the shows and gatherings, you are not in this industry just for the money, the lifestyle is really quite spectacular. Online boatshows have not really proven to be that popular in their present format over the past year, but the future will bring changes to shows related to new technology. I can see shows getting back to some kind of normality towards the end of 2022, with the use of video conferencing becoming an integral part of a physical boat show, whereby those that cannot make the show can speak to people on the stands.

## Colin Squire: Sea- and businessman

His nautical career began in 1978 as a deck hand. For 12 years he traveled the world, later even with Captains qualification, on some of the largest yachts of the time. In 1990 he launched his first business, producing paintings and fine art prints of large Superyachts. Four years later he began delivering client marketing material onboard thousands of large yachts with his YachtFile information packages. In 2000 he began publishing his Yachting Matters magazine which he hand delivers onboard throughout the Mediterranean. In 2014 he launched superyachtcaptains.com and his latest (Covid) project is the online platform superyachtdestinations.com.





The summer of the silver lining: How will the yacht shows be attended in the summer of 2021, and what does the future hold for these epicenters of lifestyle after Corona? The Monaco Yacht Show will be a much respected yardstick. © MC CLIC

**Which areas of the yacht market have made it through the crisis well, which have had to struggle?**

The one stand out winner of the pandemic has to be yacht Brokerage, I have heard sales are the best ever, up over 20% on 2019. People with the cash to splash are seeing the advantages of having their own yacht, an infinite number of places to explore, being a part of quite an exclusive club and above all privacy. Agents have had a tough time, they make the bulk of their income during the summer or winter cruising months, the profits they make during the season keeps their qualified staff salaried during the tougher out of season months. Builders just kept on building, the lead times can be anything up to three years from plans to launch. From what I have gathered they have all managed, with the correct protocols in place, to keep construction going and taking new orders. This has also kept the suppliers of equipment and services to these builds in a good place.

**How will the yacht market develop after the Corona crisis?**

That's a good question. But if you want me to get my crystal ball out I will tell you what I see! The take-up of charter will see a few seasons of incredible growth before leveling out again, and this will lead to the value of second hand vessels increasing and I can foresee a big spend on marinas as they increase their offering. Good crew will be in short supply leading to wage increases that will hopefully bring more talent onto yachts, this will benefit trainers and crew agencies.

**Before Corona ruled the news, sustainability and environmental protection where the social focus. Is it a main topic for the yacht industry, too?**

Yes, the big drive at the moment is for the vessels that we build to be in some way eco friendly. A great number of new ideas

are being fed into the receptive minds of those that have to pay for the build. When money is of little concern anything can be achieved, and having a carbon neutral yacht is becoming somewhat of a race for many owners. Hydrogen as a fuel is being considered on a few vessels now, but then you have supply and cost issues. I have my own favourite that many have never heard of BioMSAR, this could be used if it gets approval on most conventional yachts, made mostly from glycerine, a bi-product of Bio Fuels, it burns with 20-30% less in CO<sub>2</sub> emissions and virtually no soot and can use existing fueling infrastructure. And then at some point we will be presented with autonomous yachts, these are most certainly a long way off but I am sure they will become quite normal in time as will robots that will function 24/7, live in a broom cupboard, do not need feeding and will not complain – owners heaven!

**Coming back from the future to today's business: Your well-known YACHTING MATTERS magazine is always delivered by you in person onboard the yachts. Due to the still uncertain travel planning situation, when can we expect a new issue?**

I will not publish another Yachting Matters magazine until I know that I can create and deliver something as good, or better, than the last. The release of the new edition could be later this year or maybe April of next year. The magazine always offers unique content and personal delivery, I want Yachting Matters to stay that way with its focus on events, shows, brilliant photography and interesting people. Hopefully when it comes out it will bring a few smiles to faces again, for me it has simply become a waiting game.

**Colin - thank you very much for your insights. Let's cross the fingers for all people with passion for yachting that we will be back to normal, soon.**



# A Wide Range of Winners

## Thrilling finishes at the Vendée Globe 2020/2021

Normally, there is a clear winner in sporting competitions. But the Vendée Globe, as the toughest sailing race in the world, has always written its own stories. The race in 2020 / 2021 was a real thriller, full of unexpected twists, absolute drama and pure emotion. The top two finishers and six other yachts were coated with paint systems from ALEXSEAL®. Let's take a short review at some of the highlights of the Vendée Globe and its protagonists:

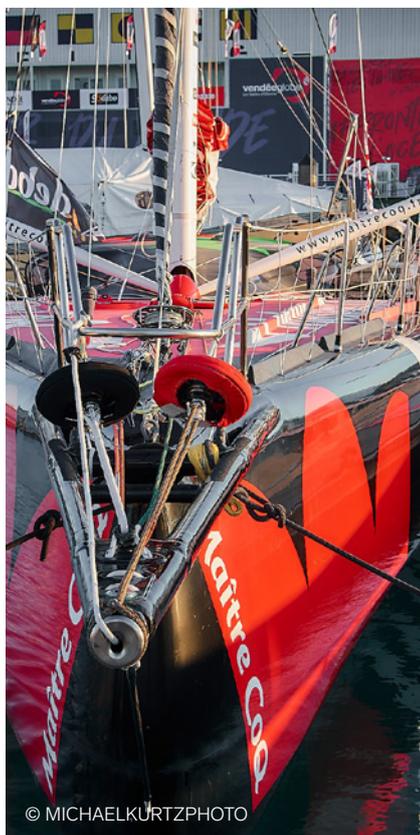
### The first is not the first

After 80 days, 6 hours, 15 minutes and 47 seconds, Charlie Dalin is the first to cross the finish line in Les Sables d'Olonnes with his APiVIA. Celebratory and relieved, yet at the same time an anxious look at his closest rivals. Yannick Bestaven flies towards the coast in the Bay of Biscay. Bringing along a time credit of 10:15 hours, which he earned in the search for the shipwrecked Kevin Escoffier. And it helps him. With MAÎTRE COQ IV, he pushes past Dalin in the time table to win the Vendée Globe.

### Boats painted with ALEXSEAL®

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





The second to make Dalin tremble in the last nautical miles was Boris Herrmann. The German also has a time credit of 6 hours due to the search for Escoffier. But a collision with a fishing trawler shatters his dreams of winning his first Vendée Globe in seconds. The crash damages his SEAEXPLORER so badly on hull and foil that he has to struggle to reach the finish line at walking pace. In the end he gets a very respectable 5th place.

## Test for men and material

The race is a roller coaster ride for the mental health of the men and women on board as well as for the yachts themselves. Heat, cold, salt water, UV radiation. Mechanical stress, collisions and much more take their toll on the sailors. Added to this are lack of sleep, loneliness and the unpredictability of the world's oceans. What a breathtaking and exciting setting.

And in the heart of this setting, we sent our ALEXSEAL® yacht coatings around the globe on the APIVIA, MAÎTRE COQ IV and 6 other yachts - as a stress and quality test par excellence. Professional yacht photographer Michael Kurtz was able to take a detailed look at the surface of the Apivia. Both in the marina, at the start and after the finish, he was able to capture the racing yacht in detail in front of the lens. "The paint looked just as brilliant after the finish as it did when the race started," he reported to the ALEXSEAL® team. That's high praise with a professional eye from the passionate sports photographer and yacht consultant, which we gladly accept.

We were delighted to support the teams with high-gloss and high-durable coatings and we are already curious to see with how many yachts will sail around the world at the 10<sup>th</sup> edition in 2024 with our coating solutions .

# The Most Beautiful Boat in the Marina

## 12 year old topcoat still beats all other finishes

Outstanding high gloss is probably the most obvious quality characteristic that a finish brings with it. A yacht, no matter what size, which glides shining and reflecting through the water, makes the heart of the owner beat faster and provides for astonished looks of all spectators.

By chance, we received pictures of the motor yacht SIL ALE, built in 2009, which found her home on the "Bodensee" (Lake Constance) in Germany. Until 2021, the steel motor yacht has been in the water with her first paint job in Cashmere Brown. The owner proudly reports on the gloss stability of the paint and praises the still excellent gloss level. Despite the age of the first paint job, his boat is still the best looking boat in the marina. After 12 years, the SIL ALE is now getting a new paint job. May she make her owner shine again for a long time!

The MY SIL ALE - a Gently 36' Sport Hardtop from Serious Yachts, NL - in her 12 year old and still shining full system from ALEXSEAL® (incl. Metallic Basecoat, M series) - a modern yacht with the charm of past times.



# Chasing a Brilliant Finish

## MY PREDATOR with a Base Coat/Clear Coat system



### What advantages do you see in this system for crew and owner?

The boss is always pleased with a flawless appearance and on the logistical side, of course, the longest possible intervals of repainting. Our crew has a more practical approach - the fast and uncomplicated cleanability of the surface puts a smile on their faces.

### Was the performance of the paint the main factor when choosing a system for the repaint of hull and superstructure?

A main factor, of course. But not the only one. The paint job of PREDATOR was carried out in close cooperation between Feadship, Yachting Protection and ALEXSEAL®. A strong support and partnership with all parties is also an essential key to perfect results.

The ALEXSEAL® Base Coat / Clear Coat paint system has its origins in the aviation sector. With the system build-up of color-giving Base Coat and additional protection-giving Clear Coat, it was possible to set new standards in application speed and gloss stability, introduced to the market by Mankiewicz, home of the ALEXSEAL® brand. The same logic is used for yacht coatings, resulting in advantages in terms of sustainability, durability and appearance. MY PREDATOR, which made a splash in the yacht market in 2008, was repainted in 2018 (Hull) and 2020 (Superstructure) with the ALEXSEAL® Base Coat / Clear Coat system. We were able to talk to Captain Greg Drewes about the results and experiences with the new coating:

**Being the captain of a superyacht is not just a job, but a real passion. When you look at PREDATOR, what do you love most about this yacht?**

The mixture of dynamism, sportiness and a certain aggressive elegance that the shape of the yacht exudes. It combines luxury and sportiness at the highest level.

**Why did you choose an ALEXSEAL® Base Coat / Clear Coat system for the repaint of the hull (2018) and superstructure (2020)?**

The system combines absolute wet look effect and high durability. This combination creates a long-term excellent appearance.

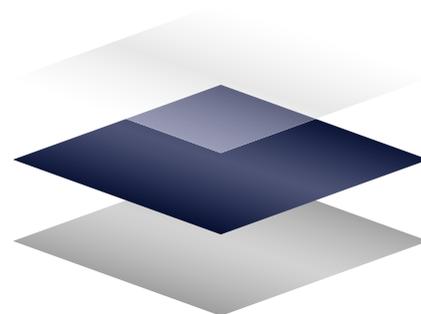
**How does the appearance of a Base Coat / Clear Coat system differ from a conventional topcoat?**

DOI is an essential factor. This is already outstanding with conventional topcoats in the yacht sector, but a BC/CC system sets yet another standard. In addition, the hull coating applied in 2018 shows outstanding gloss stability. We were so happy with results we repainted the entire vessel with the system.

ALEXSEAL®  
High Solid Clear Coat

ALEXSEAL®  
High Solid Base Coat

ALEXSEAL®  
Finish Primer 442



Theory and practice: The layers of Base Coat/Clear Coat system and as a natural proof.



# Superyacht and Fishing Schooner

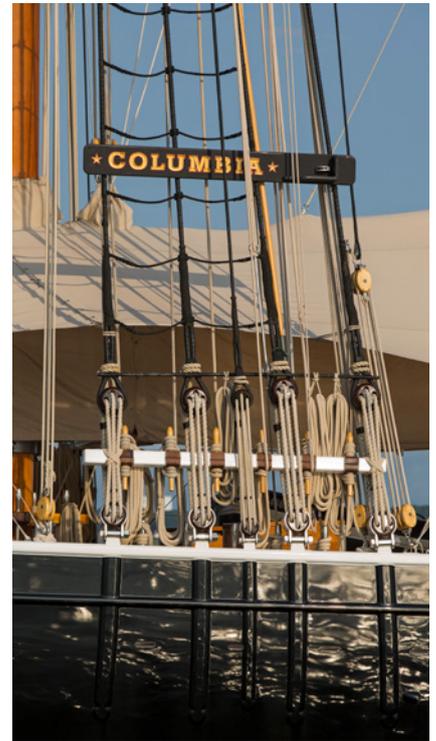
## The rebuild of the Columbia

Schooner yacht COLUMBIA was launched in 2014 by Eastern Shipbuilding Group in Panama City, FL. She was built in steel as a replica of the famous fishing schooner of the same name originally built in Gloucester, MA in 1923. In August 1927, she and her crew of 22 men disappeared off the coast of Nova Scotia. COLUMBIA is a unique marriage of superyacht and schooner, combining high class luxury and the spirit of sailing history. Today, she is a charter yacht and these days, she can be found cruising the water on New England in the summer and the Caribbean in the winter.

## Magnificent for 60,000 miles

The full ALEXSEAL® system was used for the new build project. Since then COLUMBIA has sailed thousands of miles in all types of conditions and still looks great. Captain Seth Salzmann commented, "We are very impressed with our ALEXSEAL® paint. Columbia has travelled over 60,000 miles since first launched and the paint looks great. We have a full charter and racing schedule and it's important to have Columbia looking her best at all times." Everyone at ALEXSEAL® is proud to have our coating system protecting this fine yacht – an ideal combination of history and high performance.

Majestic appearance: The replica of the COLUMBIA, built in steel, painted with ALEXSEAL®.  
© Billy Black



# Bella dall'Italia

## Refit perfection made in Italy

Italy with its location on and in the Mediterranean Sea has a coastline with a total length of 7,600 km. Numerous and varied coastal regions and picturesque harbors invite yacht owners and charter travelers to spend their vacations. They are also home to numerous prestigious shipyards that have made a name for themselves building and maintaining Superyachts.

Craftsmanship in Italy, as the cradle of European culture, has stood for centuries for the highest and most detailed craftsmanship and inventiveness. Traditions that are also lived to perfection in shipbuilding. Reason enough to take a brief look at two refit shipyards, their setup and current projects. Because where tradition and innovation meet, beauty and technical finesse are born. In other words, what shapes the character of each unique yacht.

Shining bright in Genoa – MY RoMEA is managed by Imperial Yachts. © Amico & Co.



## AMICO & CO. S.r.l

Looking back on more than 200 years of experience with ship repairs, the Amico family founded 1992 their own refit business. Based in the historical naval city of Genoa, they have created an impressive refit hub (30,000 m<sup>2</sup> docking yard area, 20,000 m<sup>2</sup> in water). They are suitable for motor and sailing yachts up 140m LOA, offering large refits, including rebuilds, lengthening, superstructure changes, paintjobs, class surveys and regular planned maintenance periods, as well as repair and service works.

Within the last 10 years, they have managed an impressive number of 1,200 projects. Amico is a real family business, trusting on a full in-house service approach with internal departments for engineering, painting, metalwork, joinery and interiors. Decades of specific refit know how making sure that refits are on time and budget.

This leads to a very high customer satisfaction - they have in fact 90% repeat business.

## Flagship project: MY RoMEA

Using the ALEXSEAL® Finish Primer 442 + Premium Topcoat 501 for their projects as for the currently finished repainting of the MY RoMEA (268 ft.), the Amico paint team highlights the product and service quality: "The ALEXSEAL® technicians are always present in the shipyard during the crucial phases of the projects and promptly assist with the various details that can emerge during works, which need managing to ensure a high quality standard on all surfaces. The main peculiarity of the ALEXSEAL® products stylized on RoMEA are the incredible shine and the full structure of the paint."



Uplifted high quality surface – New painted hull of a 141 ft refit project. © Seven Stars

## SEVEN STARS Marina & Shipyard

The shipyard based in Pisa (Italy) along the Navicelli Canal, realizes refit, rebuilt and renovation projects for yachts from 65 to 230 ft. In two locations and with some of the most competitive structures in Europe, their philosophy is focused on uncompromising quality, complete services and customer care. In addition to their constructive works, they provide services like lift and launch as well as berthing. Following their quality approach, the focus on the paint performance is set on the duration of the coating, possibility of retouching and brilliance of the end result. To get these aspects on a yacht's surface, they use a wide range of ALEXSEAL® products like the Finish Primer 442; Topcoat 501 clear, Metallic Base Coat 501. Also for their current highlight project – a motor yacht refit of a yacht build in 2011 with a length of 141 ft.

360° service facility along the Navicelli Canal – The SEVEN STARS Marina & Shipyard. © Seven Stars



# Brush 'n' Roll

## ALEXSEAL® Topcoat 501 Roll Additive – tested by Andy Miller, Boatworks Today

Theory is only helpful if it proves itself in practice. Honest feedback from our customers and users is therefore always important in order to constantly optimize our paint systems to meet individual customer requirements.

With Andy Miller, passionate yacht refit expert and Youtube blogger, we have a prominent tester who puts many different yacht paint products from a wide range of suppliers through their paces live and, above all, puts them through their paces in terms of practicality. With our ALEXSEAL® Topcoat 501 Roll Additive, he tested an additive product in one of his videos, which was developed for small boat yards and painters who prefer to apply with brush and roller.

**One of our ALEXSEAL® colleagues once said: “Andy is a Brush 'n' Roller Boy.” What is the big advantage for you and your followers of rolling and not spraying?**

Spraying is great but it does come along with a few challenges like dealing with overspray or having the proper equipment. High levels of fumes and chemicals in the air require adequate filtration and air flow to mitigate. That's not easily managed within the DIY crowd or by small marina operators. These kinds of issues can become very restrictive, especially when attempting to paint outdoors or in someone else's building where other boats or property may be affected. Having the ability to roll a topcoat material while still achieving near spray quality results is a very simple work-around to these issues and make the painting process much more accessible.

**You tested the Roll Additive for the first time directly live in front of running cameras. What was your experience with the product?**

The A5018 roll additive is a game changer for sure. In the past a great roll / tip job required a fair amount of technique and experience to achieve that wet mirror look that we're all hoping for; something that is easier said than done.

This rolling additive essentially flattens the learning curve and simplifies the overall process. Over the past year I've seen many first time DIY projects completed in less than ideal conditions turn out like they were finished by a seasoned painter. The ALEXSEAL® 501 base has always been impressive on how well it flows and levels; paired with their A5018 rolling additive it's brought to the next level.



**What tips can you give other DIY yacht painters for the Roll Additive?**

Mix it correctly and just like other coatings that are applied by Brush 'n' Roll don't over-work the material. Apply it evenly with minimal strokes and let the additive do what it was designed to do which is help with flow and leveling. On the mixing combine the 501 base, C5012 brush converter and A5018 rolling additive and allow to sit for 15 minutes (aka induction time) then mix in the R5015 brush reducer. Mix ratio should be 2:1:1 meaning 2 parts 501, equal parts converter and reducer and the appropriate volume of the A5018 additive (Ex: 16oz 501, 8oz C5012, 8oz R5015 reducer and 10ml of the A5018 additive). I've found the small graduated syringes or children's medicine cups particularly helpful for measuring out the A5018 additive. If you are ready with preparations, let the fun begin.

**»The A5018 roll additive is a game changer for sure.«**



## The DIY expert

Andy has published over 200 yacht refit videos in the last 7 years. The focus is on materials, tools, processes and their live application. Whether it's paint, fiberglass or woodworking topics.

He has a community of over 170,000 followers and his videos are clicked hundreds of thousands of times. His open, manufacturer-independent viewpoint gives DIY yacht builders great ideas.



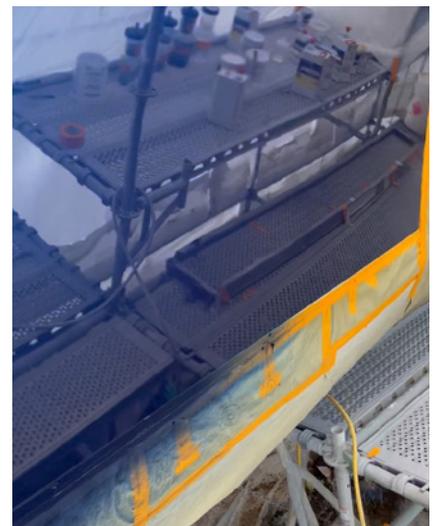
# Metallic Spot Repair

Impressive instead of impossible  
with the M0007 Metallic Blender

A yacht is always an expression of lifestyle and at the same time an exclusive commodity. Being on the water or in the dock, it can happen that you involuntarily damage the hull or other painted surfaces. Making an invisible metallic topcoat spot repair is an absolute master challenge that normally could only be done by a handful of painters worldwide. The special difficulty: The metallic flakes in the spot repair paint have to align themselves in exactly the same way as those applied with the previous paint job. The most critical part of the repair is the transition from the original paint to the edges of the newly painted surface. ALEXSEAL® democratizes this metallic paint repair process with the M0007 metallic blender (a metallic base coat). It facilitates the painting of the transition areas of the metallic to the completely repainted surface. With this product it is possible to almost match the original metallic effect and achieve a nearly seamless repair.

## Sportfish MAKARA: Example of a seamless blend

It is not uncommon for a sportsfish boat to have its paint scratched when catching large fish. It was with this in mind that owner of sportsfish Makara, a Viking 65' EB, wanted to select a metallic paint that could be repaired. During the refit of the 2001 built vessel, the repairability was needed earlier than expected. After completing an excellent finish of the hull, a section of the scaffold dropped during stormy weather and scratched the hull in eight sections. The ALEXSEAL® metallic blender had to be called into action. "Luckily the painter did not have to repaint the entire hull side", said the happy owner. "Supported by the ALEXSEAL® metallic repair recommendation and with technical assistance of the local ALEXSEAL® team, the painters at Maza Boat Corp in Florida were able to achieve a flawless metallic blend repair on the starboard hull." Time saved, money saved – mission complete.



A great combination of experienced paint men, tailored products, adjusted application parameters and technical assistance could make a metallic spot repair not a mission impossible but a mission invisible.

# Coatings on and below Deck

In addition to the hull and superstructure, other sections of a yacht also need customized solutions



## Deck Filler 252

Less is often more - and this is especially true for fillers used in large quantities in yacht construction, such as deck fillers. For sailing yachts, the focus is on weight savings in terms of higher speed, less draft and less water displacement. For large yachts with high deck structures, the center of gravity also plays an important role. The less weight far above the water surface, the less likely the swinging effect.

ALEXSEAL® deck filler with its extremely low density (.5) saves weight and offers a variety of processing properties: it is easy to apply with little pressure, can be mixed easily by hand and then sanded lightly. A fast way to a smooth surface below the decking.



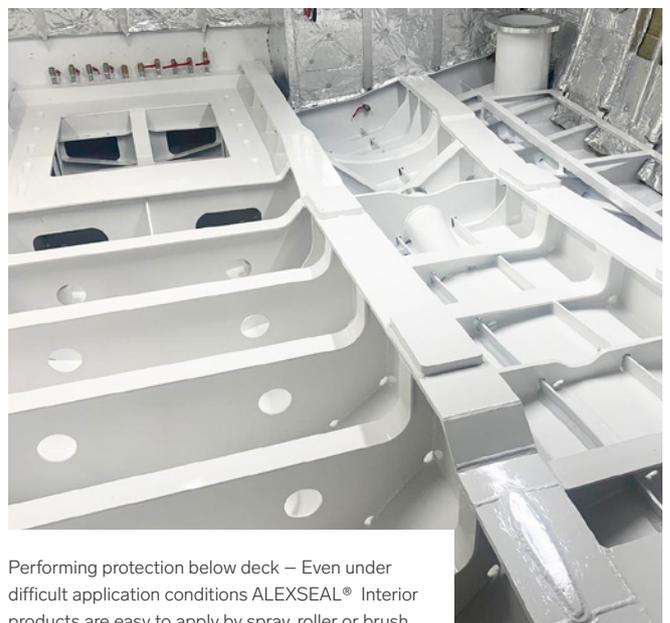
Deck filler in perfection – Achieving smooth surfaces with minimal weight helps optimize the handling characteristics of small and large yachts.

## Interior Primer 178 & Interior Topcoat 578

The ALEXSEAL® Interior Coating system has been specially designed for the interior areas of yachts, that need a high durability coating that provides high corrosion protection.

The Interior Primer 178 protects all kinds of metal substrates, that are throughout the interior of a yacht. In areas that do not need a high gloss topcoat, the primer can be a stand-alone primer. It is available in white and gray colors. The fitting Interior Topcoat 578 comes in high gloss and is extremely durable and resistant to abrasion, solvents, chemicals and hydraulic oils. Available in ALEXSEAL® white & light colored shades.

Safety first - Both products have been approved by IMO Resolution MSC.307 (88)-(FTP-Code 2010) as marine paint with low flame spread characteristics.

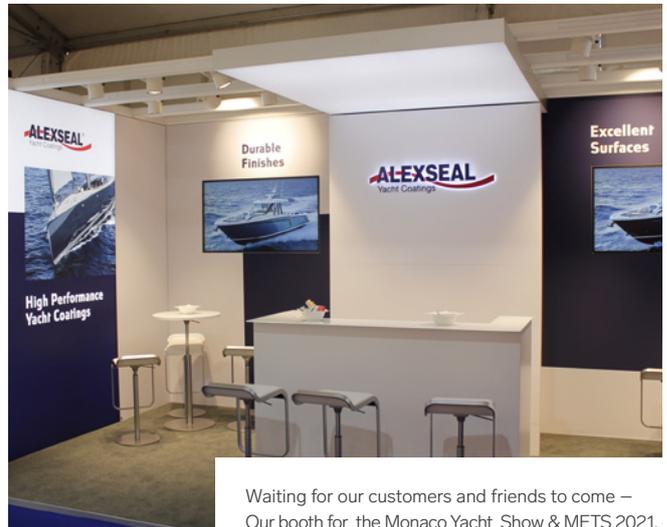


Performing protection below deck – Even under difficult application conditions ALEXSEAL® Interior products are easy to apply by spray, roller or brush.

# Meet Us in Person

Fall boat show season 2021

During the period of lockdowns and travel restrictions, we have always taken the opportunity to meet and coordinate with our partners, customers and colleagues in the digital world. The warmth and importance of face-to-face meetings cannot be replaced by Zoom and Co. Therefore, we look forward to see you again in person here:



<b>Monaco Yacht Show</b>	Monaco	September 22 <sup>nd</sup> – 25 <sup>th</sup>
<b>IBEX</b>	Tampa, USA	September 28 <sup>th</sup> – 30 <sup>th</sup>
<b>Fort Lauderdale International Boat Show</b>	Fort Lauderdale, USA	October 28 <sup>th</sup> – 30 <sup>th</sup>
<b>METS Monaco Yacht Show</b>	Amsterdam, The Netherlands	November 16 <sup>th</sup> – 18 <sup>th</sup>

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