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BUSINESS

Monaco Yacht Show: News summary

We bring you a summary of the key announcements to come from the Monaco Yacht Show 2017

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14:46 **Bolidt introduces underfloor sensor system**



felixsowerbutts

Bolidt has introduced a prototype for an underfloor sensor system at the Monaco Yacht Show.

The ultra-sensitive liquid-based sensors sit underneath interior and exterior flooring and, among many other uses, can be linked to sound systems, lights and alarms.

"The globalisation of our business brings with it a responsibility to provide service and support and that is why we have appointed Drettmann to be our dealer for this part of the world; we're developing a support-oriented network. This will make us a bigger and stronger company.

"We have gone from being a market follower to a market player and people no longer discard us; we're the hornet that keeps on buzzing around! But now we are going from being a market player to a market maker and we are bringing new ideas for new market niches. Our boat models fill uncovered niches, be they geographical, functional or cultural.

"There is a lot of market opportunity if you offer something you haven't done before, and something the client hasn't seen before."

👤 1

Updated: 13:59 **Alewijnse and La Ciotat extend partnership**

👤 Rory Jackson

Alewijnse Marine, the Dutch systems integrator, and La Ciotat Shipyards have announced a continuation of the contract that was previously signed. The renewed contract sees Alewijnse expand its influence at La Ciotat's facilities.

To date, Alewijnse has completed projects on more than 50 projects with LOA's in excess of 55m. The integrator's large yacht pedigree no doubt contributes to its relationship with La Ciotat, which has made no secret of wishing to attract ever larger superyachts to its facility. Further more the Dutch companies experience in the new build sector provides an excellent foundation for bringing its expertise to the large, complex refit market.

It is hoped that the continuation of the partnership will greatly benefit the local economy by boosting employment in the region, creating a trainee programme and encouraging locals into the market.

Alewijnse's success was also noticed by the French Chambre of Commerce in 2016 when the company was awarded with the prestigious Business Development Award for Dutch companies doing business in France.



12:18 **Tankoa to build bigger...**

👤 Will Mathieson





Tankoa's Michel Karsenti confirms that the 72m is not a spec boat. Instead, it is being put on the market because the current owner wants to move up to a forthcoming 80m version.

Furthermore, he explains that the company has been evaluating current industry trends, to try and ascertain true innovation.

The result is a collaboration with "the Vatican of design", Exclusiva - Project Bolide. This 72m x 12m creation, based on an existing engineered platform but radically different in its conception, will be featured as the Concept in issue 183 - The Superyacht Design Report.