



CANTIERE
DELLE
MARCHE

beyond yachting experience

CdM signs its first contract in the USA, a Darwin 106 to be delivered in time for the FLIBS 2021.

The secret of success of CdM relies on many factors. In line with our style, we go straight to the point: CdM's secret is **trustworthiness**.

The sale of **the first CdM's explorer yacht in the USA** appears to be a good point to take stock of CdM's situation. We have worked hard in these last few years to build an international reputation among the yachting community, professionals and yacht owners, mainly based on ideas encompassing a great deal of ingenuity, well-proven procedures, construction quality, attention and support to the Owners. All these things, in turn, rely on CdM's team profound experience, knowledge of the yachting market, commitment and human qualities. This is CdM's reality: we always try to do our best with a flexible and straightforward attitude.

Penetrating a market such as that of the USA required a big effort and we developed a strategy tailored to the US market. Our Business Plan 2019 included landing in the USA and we are proud to say that we did it. **In the wake of the first contract a second one is on the final straight.**

"We knew that our explorers perfectly fitted with the American Owners' requirements as for volumes, spaces, robustness, long range, technical reliability, functionality, no nonsense approach and, last but not least, customer care and after sale service. The point was how to let them know. It took a few years but we made it, eventually, as scheduled," says **Vasco Buonpensiere**, co-founder and Sales & Marketing Director at CdM.

Nowadays, CdM's yachts sail the seven seas and its reputation has now spread on both sides of the pond.

"As market matures, customers get picky and the American Owners definitely know what they want. This is why I am so proud of this contract," Vasco maintains. *"The Owner of this Darwin 106 has a great deal of experience in yachting and is assisted by a highly experienced team. This means a lot to us. It is proof that we are doing our job properly combining construction and technical qualities with style and elegance."*



The first Darwin Class 106 built for an American Owner will be based on the naval platform of the Darwin 102, engineered and modified to match his wishes. In general, we might say that it meets the American standards. According to her Owner's wishes, supported and assisted by Andrea Armas of Azure, technical consultant and project manager, the Darwin 106 will feature a specifically designed layout.

Main features:

- A country kitchen in the main saloon gives a friendly and informal feeling to the whole environment;
- Instead of a sky-lounge, the Upper Deck hosts a panoramic Owner Stateroom;
- The cockpit is fitted as a sportfisherman's one and the lazarette is equipped and laid-out accordingly.

More information about the Darwin 106 will be released as soon as the construction starts (that is shortly).