



CANTIERE  
DELLE  
MARCHE

*beyond yachting experience*

## **CANTIERE DELLE MARCHE: NEW SALE OF EXPLORER YACHT ACCIAIO 118'**

*Cantiere delle Marche adds to its orders' book a new explorer yacht: Acciaio 118'. Since May 2016, a record performance: a sale every 40 days.*

Ancona, 15 February 2017 - The apace success of explorer yachts in steel and aluminum designed by Cantiere delle Marche continues. Today, the prestigious Shipyard based in Ancona, Italy, announces the sale of an explorer yacht Acciaio 118' for one lucky owner.

The sale was made in collaboration with **Konstantin Kolpakov** and **Richard Kaye** from **Arcon Yachts**, which introduced the customers to the shipyard and have followed every single step of the negotiation with great skill and ability to play the role of broker in the most complete and modern sense of the term. Arcon Yachts will also be the Build Representative: a natural choice since Richard Kaye performs the same activities for the first unit **Acciaio 105'** under construction.

In fact, the new yacht comes after only six months from the sale of the first Acciaio 105': this model too is designed by **Hydrotec**, and will be the synthesis of the technical expertise and the design of the leader shipyard in manufacturing explorer yachts in steel and aluminum. Again Cantiere delle Marche proves to be perfectly able to accurately identify the market needs and consequently optimize its offer to meet those needs. Always keeping focused its foundational characteristics - their DNA - the Explorer Yachts builder is able to broaden the horizons of this category by offering their owners the opportunity to experience the sea 'beyond yachting limits'.

**Vasco Buonpensiere**, sales and marketing director of CdM emphasizes this concept, celebrating this sales' record and remembering that: *“Our clients come to us knowing that CdM is the only shipyard that has demonstrated repeatedly and consistently to be able to expand their way of thinking about yachting and to enable them to navigate their boats and live as they truly desire to, balancing the drive to explore the oceans of the world with that of being where social life happens, without compromise. With boats like Acciaio, Nauta Air, or Darwin, you can sail to places normally impossible to reach, and enjoy living spaces that are nowhere to be found on other yachts: you can create projects that were unthinkable until now. CdM has finally eliminated the need to plan navigations on the basis of the boat's own limits. CdM has shown the ability to enable the owners to expand their horizons beyond the limits of traditional yachting”.*



**Ennio Cecchini**, CEO and co-founder of the Shipyard added: *“Now that we’ve even won design awards and awards for the implementation of the best interior (the last Design and Leadership Award ISS 2016), we can finally confirm to the market that there is a shipyard - from the project approach to the realization of the same - that is able to offer to the World a unique range of yachts that perfectly blends style and solidity, safety and elegance. A yacht range that makes you feel at ease both in Ibiza and in Ushuaia, as our current owners are showing”*.

The yacht, scheduled for delivery in early 2019, joins the other 6 units, all over 100 feet, already under construction at Cantiere delle Marche.

Acciaio 118’ is blending all the various components that were found in CdM production until now: a strong and robust construction, using steel and aluminum, a round bilge, full displacement hull that in the last projects has evolved including a bulbous bow and shallow water capabilities, high volume, tender garage capable of holding a 6mt tender, enhanced external areas with elegant and smooth lines.

The 350 GRT vessel is using a high performing full displacement hull, with a bulbous bow, full midship section and smooth, flat aft sections which allow for optimal propeller space and an almost horizontal shaft line. These hull design features form a yacht with incredibly low fuel consumption and a long range, when coupling this with advanced hull reinforcements this creates a true explorer yacht.

The hull has not only proved to be extremely efficient but also offers seakeeping capabilities encountered only on much larger vessels. The Acciaio 118’ has significantly increased sound proofing making the yacht incredibly silent and with great stability in all conditions creating a truly extraordinary and tranquil cruising experience.

The external lines are a combination of elegance and character, with the longitudinal volume distribution becoming more balanced using long flowing lines, the windows are wide and perfectly harmonized both with interior and exterior.

As has become synonymous with CdM and the Darwin line, the Acciaio 118’ offers a customizable interior layout with unrivalled volumes boasting on average 10 percent more space compared to its rivals. The standard layout holds potentially 6 guest cabins spread over 3 decks with 4 crew cabins. The main deck houses a generous lounge and dining with the full beam owner cabin situated forward. Located on the upper deck is a sky lounge/media room opening to a covered alfresco dining, forward of the helm is a further sun bathing area. Acciaio 118’ offers a huge sun deck holding all the desired



luxuries including custom Jacuzzi, bar, sun bathing and a naturally configured hardtop to allow a sheltered area for dining.

*Ufficio Stampa*

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**CANTIERE**

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*COMPANY PROFILE*

A world leader in the steel and aluminum displacement yacht market, Cantiere delle Marche was founded in 2010 by Ennio Cecchini, CEO, Vasco Buonpensiere, Director of Sales & Marketing, and Gabriele Virgili, one of the foremost entrepreneurs in the territory of Ancona and President of CdM. Virgili also owns the facility that was specifically built for the construction of big yachts. In just a few short years, the Ancona-based shipyard has distinguished itself in the international yachting sector, providing shipowners in the world over with 80- to 110-foot Explorer Yachts. These explorer yachts have unique features that allow them to handle even the most challenging navigation in the most extreme latitudes, with the utmost safety and reliability.

Showboats International's Global Order Book 2015 testifies to the shipyard's international success: in the Explorer Yacht sector – overall, regardless of materials and size - CdM represents 12.5% of worldwide production in terms of units produced, while in the 80- to 112-foot metal Explorer Yacht sector, it commands 60% of the reference market. In only 6 years, Cantiere delle Marche has become leader in its market sector.

Over the last 12 months, Cantiere delle Marche has demonstrated outstanding achievement for having delivered four Darwin Class yachts (86', 102', 107', 102') and for having signed contracts every 2/3 months to build yachts over 100 feet and deliveries planned until 2018/2019.

Cantiere delle Marche also benefits from its collaboration with acclaimed design professionals like Mario Pedol and Massimo Gino of Nauta Yachts who designed the biggest yacht in the world – Azzam. Thanks to the contribution made by Nauta Yachts and to its own vision in this very special market, Cantiere delle Marche has, for the first time, created a synthesis of the style of the superyacht, with its light and contemporary aesthetic language, and the Explorer Yacht, with its solid substance: CdM Nauta Air.

The first 108-foot Nauta Air will be presented at Cannes Yachts Festival in 2016. Darwin Class range has been designed by Hydrotec.

The quality of CdM boats is backed by the experience of a consolidated network of well-established specialized companies, in sectors such as metal carpentry, machine rooms, interior furnishing, all of which, together with the CdM staff, have all worked together for decades to build boats and yachts that are appreciated all over the world.

It is a small shipyard that builds small yachts of enormous quality and above all, capable of guaranteeing huge navigation experiences to those who, like the founders of the shipyard, love to explore huge horizons.

**[www.cantieredellemarche.it](http://www.cantieredellemarche.it)**

**[www.cdmexperience.com](http://www.cdmexperience.com)**