



Istituto nazionale Commercio Estero



SVILUPPOLAZIO



Roma 26 febbraio – 2 marzo 2009

### COMPANY PROFILE

#### GENERAL INFORMATION

**COMPANY NAME:** Beneteau USA

**HEADQUARTER ADDRESS:** 1313 West Highway 76

**CODE:** 29571

**CITY:** Marion, South Carolina

**COUNTRY:** USA

**TEL:** 1-843-629-5360

**FAX:** 1-843-629-5359

**WEB:** [http://www.beneteauusa.com/wps/wcm/connect/Beneteau\\_USA/Home](http://www.beneteauusa.com/wps/wcm/connect/Beneteau_USA/Home)

**EMAIL ADDRESS:** [vincent.peze@beneteauusa.com](mailto:vincent.peze@beneteauusa.com)

**CONTACT PERSON :** Vincent Peze

**LANGUAGES:** French, English

#### COMPANY DESCRIPTION

**Production: Main products, processes and services.**

*Please describe the company's activities, as detailed as possible*

**We are a subsidiary of Group Beneteau located in Marion SC.**

**We build fibreglass sailboats from 9.45 m to 15.25 m with a max capacity of 700+ boats per year.**

**250+ Employees**

**Difference between similar products/competing:**

<b>European design</b>
<b>Production value</b>
<b>Use of many European products in our boats</b>

**Foreign markets already served (in order of sales):**

<b>Canada, South America, Caribbean</b>

**Company references** (leading customers famous at international level, advertising in popular magazines, etc.)

<b>Sunsail &amp; Mooring Yacht Charters</b>
<b>50+ dealers in North &amp; South America + the Caribbean</b>

**International events to which the company attends**

<b>All major US &amp; Canadian Sailboat Shows, examples - Annapolis, Newport, Ft Lauderdale, Miami, New York, Chicago</b>
<b>Ibex, Mets, JEC, International Woodworking Show</b>

DO YOU KNOW THE FAIR BIG BLU?

YES

NO

You can visit the Big Blu web site at the following address: [www.big-blu.it/home.php](http://www.big-blu.it/home.php)



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## COMPANY PROFILE

### GENERAL INFORMATION

**COMPANY NAME:** Boating Industry magazine

**HEADQUARTER ADDRESS:** 6420 Sycamore Lane, Suite 100

**CODE:** 55369

**CITY:** Maple Grove, MN

**COUNTRY:** USA

**TEL:** 763-383-4466

**FAX:** 763-383-4499

**WEB:** [www.boating-industry.com](http://www.boating-industry.com)

**EMAIL ADDRESS:** [jmohr@affinitygroup.com](mailto:jmohr@affinitygroup.com)

**CONTACT PERSON :** Jonathan Mohr

**LANGUAGES:** English

### COMPANY DESCRIPTION

**Production: Main products, processes and services.**

Please describe the company's activities, as detailed as possible

**We are a boating industry trade magazine that reaches 26,000 marine industry professionals every month with our print publication and 12,500 subscribers online through our bi-weekly e-newsletter. Our readership is comprised of manufacturers, boat and motor dealers, distributors, marina operators and other marine retailers. More than 60 percent of our readers are the owner, president or CEO of the business where they work.**

**Difference between similar products/competing:**

Our magazine works to provide readers content they can use to become more successful and do more business, which we believe is a focus that differentiates us from our competitors. We also have several sister publications on the consumer side of the boating industry (Powerboat, Trailer Boats, Bass & Walleye) that allow us to share content with those readers when applicable.

**Foreign markets already served (in order of sales):**

**We serve the North American marketplace.**

**Company references** (leading customers famous at international level, advertising in popular magazines, etc.)

**International events to which the company attends**

**Our company usually attends the Marine Equipment Trade Show in Amsterdam, although we did not go this year due to the economy.**

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### COMPANY PROFILE

#### GENERAL INFORMATION

**COMPANY NAME:** Hargrave Custom Yachts

**HEADQUARTER ADDRESS:** 1887 west state rd 84

**CODE:**

**CITY:** Ft Lauderdale, FL  
33315

**COUNTRY:** USA

**TEL:** 954 463 0555

**FAX:** 954 463 8621

**WEB:** www.hargrave.org

**EMAIL ADDRESS:** Brian@hargrave.org

**CONTACT PERSON :** Brian W. Arend

**LANGUAGES:** English

#### COMPANY DESCRIPTION

**Production: Main products, processes and services.**

Please describe the company's activities, as detailed as possible

**Custom Yacht Designer and Builder**


**Difference between similar products/competing:**

Hargrave is a personalised Custom Yacht Designer and Builder.

**Foreign markets already served (in order of sales):**


**Company references** (leading customers famous at international level, advertising in popular magazines, etc.)

<b>Yachting, Power and Motor yacht, Show Boats International, Yacht International and several others</b>

**International events to which the company attends**

<b>Ft Lauderdale Boat Show, October</b>
<b>Miami Boat Show, February</b>
<b>Dubai Boat Show, March</b>
<b>Cannes Boat Show, September</b>

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YES

NO X

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SVILUPPOLAZIO



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### COMPANY PROFILE

#### GENERAL INFORMATION

**COMPANY NAME:** Hodgdon Interiors

**HEADQUARTER ADDRESS:** 150 Main Street  
Richmond, Maine 04537

**CODE:**04537

**CITY:** Richmond, Maine

**COUNTRY:** USA

**TEL:** + 1 207 737 2802

**FAX:** + 1 207 737 4206

**WEB:** [www.hodgdon-interiors.com](http://www.hodgdon-interiors.com)

**EMAIL ADDRESS:** [hhinckley@hodgdonyachts.com](mailto:hhinckley@hodgdonyachts.com)

**CONTACT PERSON :** Hank Hinckley

**LANGUAGES:**  
English

#### COMPANY DESCRIPTION

**Production: Main products, processes and services.**

Please describe the company's activities, as detailed as possible

Focusing on finely crafted yacht interiors, Hodgdon Interiors has gained an international reputation for quality. Skilled in creating elegant visual details and ingenious interior components, Hodgdon Interiors builds and installs interiors for yacht builders in North America and Europe.


**Difference between similar products/competing:**

The most significant difference is our ability to produce extremely lightweight interiors. The development of cored mouldings advances our expertise in veneered cored panels and furniture.
Our in house design and engineering staff is larger than many other operations.

**Foreign markets already served (in order of sales):**

<b>Germany</b>

**Company references** (leading customers famous at international level, advertising in popular magazines, etc.)

<b>Newcastle Marine</b>
<b>Lurssen Yachts</b>
<b>Andrew Winch Design</b>
<b>Jon Barrett Associates- interiors for two yachts under their management</b>

**International events to which the company attends**

<b>Monaco Yacht Show</b>
<b>Fort Lauderdale International Boat Show</b>

DO YOU KNOW THE FAIR BIG BLU?                      YES                       NO

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### COMPANY PROFILE

#### GENERAL INFORMATION

**COMPANY NAME:** Oceanus Yachts International

**HEADQUARTER ADDRESS:** 705 Bond Way

**CODE:** 33483

**CITY:** Delray Beach, FL

**COUNTRY:** USA

**TEL:** 001-561-274-7520

**FAX:** 001-561-450-5433

**WEB:** [www.oceanusyachts.com](http://www.oceanusyachts.com)

**EMAIL ADDRESS:** [info@oceanusyachts.com](mailto:info@oceanusyachts.com)

**CONTACT PERSON :** Katherine Sellers

**LANGUAGES:** English, German, Spanish

#### COMPANY DESCRIPTION

**Production: Main products, processes and services.**

Please describe the company's activities, as detailed as possible

**Yacht design and construction, Import/Export of marine related hardware and equipment, manufacturers representatives**


**Difference between similar products/competing:**

Focus on retro-classic designs of varying sizes, import boats/yachts/products from many EU countries including Italy, some from China and Turkey. Considering production in Italy to better serve the EU markets from a local production.


**Foreign markets already served (in order of sales):**

USA, Canada, European Union, South America, middle east


**Company references** (leading customers famous at international level, advertising in popular magazines, etc.)

Many high profile customers, articles/advertising in Yachting, Power and Motoryachts, Boats International, Meer und Yachten, DuPont Registry, Boat Industry Magazine, Robb Report, others


**International events to which the company attends**

Fort Lauderdale Boat Show, Miami Boat Show, Palm Beach Boat Show, Cannes, Istanbul, Genoa


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YES x

NO

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