

ALEXSEAL®

Yacht Coatings



Innovation. Applied.

More Than Just the World's Best Marine Coatings

Making the best marine finish is a straight forward, but hard to achieve formula: Start with the most seasoned and capable chemists in the industry. Use the absolute best raw materials. Apply the strictest of quality control. Employ the most sophisticated and precise manufacturing processes. Provide consistently uniform and reliable products with the highest gloss, durability, and ease of repair. And finally, provide your customer the most experienced, highly trained technical support people who are committed to every customer's success.

While ALEXSEAL® may be a relatively new name to the market, there is more marine urethane experience in every ALEXSEAL product than in any other brand. In fact, the developers of ALEXSEAL were the visionaries who decades ago first brought aliphatic polyester polyurethanes from the aerospace industry to the marine market. They created the trade of urethane application. When it comes to marine coatings, they have seen it all—in the field and in the lab. In 2002, they set out to create ALEXSEAL, committed to take their vast experience in combination with the latest state-of-the-art availabilities in raw materials to the next level—using materials that did not exist when earlier generation products were formulated and are still not found in competitive products today. The skills of the more than 150 chemists and over 100 years of manufacturing experience of ALEXSEAL's parent company, Mankiewicz, continue to innovate and use more advanced raw materials than the competition. The basic formulation of ALEXSEAL Topcoats has been proven, stable and unchanged for longer than any other in the industry.

What does this mean to you as an owner, project manager, yacht builder, or applicator? Reliability. You can trust that you will always get the same high gloss, highly durable, and easy-to-repair finish from today's can of ALEXSEAL as you did ten years ago and as you will ten years from now. No one else has delivered this consistency of quality to the market. Our good name depends on the results – No one should have to accept a finish that fails due to changing or experimental formulations – You can count on ALEXSEAL to provide the products that will give you consistently superior results.



Luxury superyacht *Kokomo*, coated in ALEXSEAL®

I've been painting boats for 33 years. For the last six years I have used only ALEXSEAL products. The whole range of products is foolproof. We now specialize in metallic painting of luxury yachts with the ALEXSEAL metallic system. The quality is in every product and it stays there. I've never had a warranty complaint from our customers with ALEXSEAL products - no yellowing, no fading, just no problems at all.

Peter Dijkstra - Peter Dijkstra Yacht Painting

Quality control at ALEXSEAL starts the minute a raw material is received. Until each ingredient is individually tested – and every single batch that comes into ALEXSEAL is tested – and the results confirm compliance to ALEXSEAL's precise specifications, that material is kept in quarantine so there is no possibility of an inferior ingredient ending up in a batch of ALEXSEAL product.

Just as a great recipe does not always make a great meal, great ingredients alone don't always make a great marine paint. That's why every single batch of ALEXSEAL products is first mixed in a smaller test volume, sprayed out, and matched to a set of master paint chips under several lighting conditions. Color matching is an absolute passion and obsession at ALEXSEAL. The difference between two similar colors is called "delta-E". The instruments ALEXSEAL uses to test the delta-E are much more discerning than even the finest artist's eye. Only after the pilot batch matches precisely and with a difference from the master chips which is undetectable by the human eye, is the batch scaled up to complete the production run. The chips on the ALEXSEAL Premium Topcoat 501 color cards you receive are actual paint, not printing ink. With every batch matching the master chips, you know that the color you see on the color card will be the color of the paint you buy today, will perfectly match the paint you bought last month and will be the same color you can buy in the future.

No one else goes to these lengths, but quality control at ALEXSEAL does not stop there. Every single can is labeled with easy-to-read lot and date numbers consistent with global standards yet to be implemented by other paint makers. ALEXSEAL then retains samples of every batch. If there is ever an application question in the field, the technicians at one of ALEXSEAL's application centers can duplicate your field conditions precisely, with the exact same paint you are using. The application center's environmental chambers can replicate the humidity of Malaysia, the arid conditions of Dubai, open air spraying in a breeze, closed-in low airflow conditions, and every environment in between. In fact, large panels of topcoat are sprayed under a wide range of environmental conditions to test flow out, curing, hiding and other properties, confirming the properties of the finish are consistent across the wide range of possible application conditions you may encounter. These panels then go through UV and wear testing. The durability, color retention and gloss of these panels after exposure must be maintained to meet ALEXSEAL's high standards. After all, Mankiewicz has been producing the highest quality coatings for over 100 years and every ALEXSEAL product benefits from this experience and dedication to quality. It's no wonder Mankiewicz has received Daimler's highest supplier rating – something no other paint manufacturer has achieved.



Mankiewicz Application Center in Hamburg, Germany

At ALEXSEAL we like to say, "Our secret of success is no secrets". When we have to make changes to a product formulation, we treat it as a whole new product. We extensively test the new formulation's properties and performance life in our application centers. Only then do we team with a strategic partner or builder and together we carefully field test with controlled, separately labeled batches of paint. Not before the success of such testing on multiple projects and under different conditions do we release the new product – with a new product number or name. You will never see a paint failure because you were a secret tester for ALEXSEAL products and you will never have to use anything but the latest and best ALEXSEAL products. Clear and open communication – you should expect no less from your yacht finish supplier.

Consistency of product is important - equally important is innovation. There is no understating the amount of technology in a can of ALEXSEAL Topcoat, but the greatest finishes require the best preparation and base layers. ALEXSEAL's primers, fillers, and fairing products are formulated to optimize the results of the topcoat. It is here that ALEXSEAL also brings innovation and responsiveness to customer needs. For example, ALEXSEAL® Cor Spec 135 is the only chromate-containing two-component epoxy primer available in the industry today. Others have stopped selling similar products but we understand just how critical this product is to preventing filiform corrosion, the creeping corrosion that comes from under the primer layer which over time destroys all the good work that went into your yacht's finish. Of course we also offer ALEXSEAL® CF Metal Primer 156, a chromate-free primer that can, with proper surface preparation, provide the same high level of corrosion protection as ALEXSEAL Cor Spec 135.

We have specified ALEXSEAL for over 200 steel yachts since 2006. Prior to that, we had a lot of problems and failures with other manufacturers' paints. Since then we have had no problems. Our warranty claims went down enormously. You just never hear negative stories about ALEXSEAL, only good. Unlike with others, with ALEXSEAL, the product comes first, then the marketing.

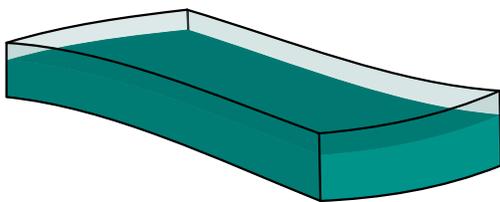
Marcel Jetten - Jetten Yachting

And we are committed to the environment. For the European market, we balance the VOCs (volatile organic compounds) of our products across the whole paint system. This means where the VOCs are most critical to the finish, where flow and minimum tack off time are critical in the topcoat, we can maintain the ideal level of VOCs while reducing the total VOCs of the system by reducing VOCs in the primers and fillers where they are less critical. In other markets, where the VOC content of each individual product is regulated, we offer a full line of low VOC products. We also lead the market in the latest water-based technologies providing topcoats that are ideal for application in interior spaces.

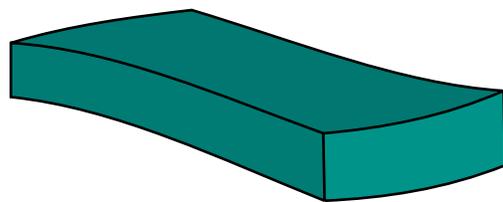
The first time you spray ALEXSEAL, you will see that we have designed a finish system for the exact needs of the yacht builder. Whereas acrylic finishes for the automobile industry are designed for painting small areas with very short drying times to accommodate high volume production, ALEXSEAL is formulated to provide the best possible spraying characteristics for the large surface area of yachts. ALEXSEAL dries just slow enough to ensure a wet edge is maintained for each pass of the spray gun. This allows the finish to flow out properly, resulting in an even, high gloss finish without sanding or buffing.

The durability and repairability of ALEXSEAL® Topcoat is second to none. While all linear aliphatic polyester polyurethane paints are comprised of parallel strands of molecules, joined with links like the rungs of a ladder, ALEXSEAL forms a harder finish by curing with many more crosslinks – targeting 100% cross linkage of all molecules of paint. That molecular binding provides physical strength as if the whole cured coating were a single large molecule protecting your yacht. This very high level of crosslinking creates a tougher finish that stands up to real world wear and tear. You will see this in longer lasting non-skid on your decks. Go ahead, tie along side, ALEXSEAL Topcoats resist damage from rubbing fenders.

Unlike other polyurethanes, in which the topcoat separates into a clear layer over a pigmented layer, ALEXSEAL Topcoat maintains the pigment through the entire coating layer. When you do have to make a repair, you won't have to worry about having to repaint a large area. Since there is no clear layer to sand through and the pigment of ALEXSEAL is uniform through the cured topcoat, it is easy to spray topcoat over the repaired area and buff the finish in quickly for an almost invisible repair. While you could do that with a soft acrylic paint, no other durable urethane offers this level of repairability with consistent color and gloss. ALEXSEAL even gives you instructions on how to perform repairs in their Care and Maintenance & Application Guide documents.



Competing urethane topcoats separate as they dry



ALEXSEAL® topcoat exhibits uniform pigmentation

Attention to little details can make all the difference when it comes to getting your finishing job done on time and on budget. With real world challenges in mind, ALEXSEAL formulated their Protective Primer so you can wait up to six months before over coating. This could be critical on large vessels where construction takes months or happens at one site followed by fairing and finishing at another. ALEXSEAL finish primer is thicker to reduce the chances of sand through and having to re-spray. To keep your project on schedule, every shipping carton for ALEXSEAL products is approved for airfreight just in case product has to be rushed to a job site or a repair in the field. Our Application Guide contains all the information you need in one place, in simple and comprehensive tables, saving you time when setting up your spray gun or looking up mixing ratios. And ALEXSEAL provides

move value in every can. For example, one gallon of ALEXSEAL Topcoat mixes to provide more sprayable material than any other manufacturer. Compare that to any competitive product and the superior value will become clearly obvious.



Designed for the harsh marine environment

ALEXSEAL is not just about what's in the can. Our business is not just about boats; It's about people – the people who design yachts, the people who build them, the people who manage the construction or refitting of them, the people who apply their finish, and the people who own and enjoy them. And it's about the ALEXSEAL people you work with. Our field people are not sales people. They are industry professionals, all with technical educations and most with many years of real-life in-the-field marine urethane application experience. Our team is on the docks. They spend a substantial portion of their time in the field conducting on-site seminars – not fixed curriculum training programs, but small group and one-on-one, side-by-side applications that build up from the applicators' existing experience. This training is not just about ALEXSEAL products – we strive to make you a better applicator, getting more from your equipment, becoming more efficient, and getting the most from the products you apply. We know your projects. Our factory technicians first apprentice under master chemists or applicators as they grow up in this industry. They work together with our field representatives. Our whole team regularly discusses all current projects so we can hone our skills and can provide you better training and products.

The ALEXSEAL team knows boats. So you know when you have a question, the person answering the phone or our representative on-site with you has been in your shoes and knows your concerns and needs. For example, if you want to know how to paint your bilge to make it easier to clean, or clear coat your transom to resist soot buildup, our people not only know how, they know exactly why you would want to do that. It's this understanding that allows them to provide insights and techniques to you that others can't. We are proud of our people and they are proud to be of service to you—be it on a new yacht or a repair, a superyacht, commercial vessel, charter catamaran, aluminum monohull, or a do-it-yourself refit—they are genuinely invested in the success of your finish.

Our warranty has to follow our products anywhere in the world. If there is ever a problem in the field, an ALEXSEAL rep is only a phone call away. They will go on site to analyze the issue and provide us a full report. I cannot say enough about their support. ALEXSEAL representatives are not sales people. They are hands-on guys who have painted. They walk the walk. They talk the talk. If you need them, anywhere in the world, they are on-site to help.

Tom Thompson - Pacific Coast Marine

When you're ready to learn more about the world's best coatings system, call us. Let's do a project together. We know once you do, you'll welcome the extent to which our entire team will go to ensure ALEXSEAL is specified on all of your future projects. We are in the yards and on the docks to solve any technical challenges. We are in the lab and on the loading dock to ensure your shipment goes out on time, as ordered. And when you call ALEXSEAL, an experienced coatings professional with a genuine concern for the success of your project's finish is there for you. What are you waiting for? Give us a try.



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