



FOR IMMEDIATE RELEASE

Innovative sales support services reducing the cost and complexity of boat designs launched by 3A Composites and STRUCTeam

Sins, Switzerland and Cowes, UK – Wednesday 5th November 2014: 3A Composites Core Materials and STRUCTeam have launched an innovative structural design solution that provides an instant preliminary study of motor and sail boats between 25ft and 70ft. The solution developed by the team provides a bill of materials and weight estimate compliant with both ISO 12215 Category A and ABS guidelines. This enables boat builders and designers to conduct rapid feasibility studies that reduce the cost and complexity of their new boat designs.

“Decreasing the cost and complexity of structural design without impacting on performance are key drivers behind the development of new boats,” explains STRUCTeam Managing Director Julien Sellier. “We input the basic dimensions of a motor or sailing yacht between 25ft and 70ft plus the designer’s preferred build technology into our software solution. The output is a rapid first calculation of the bill of materials.”

The bill of materials solution enables 3A Composites and STRUCTeam to provide boat builders and designers with valuable information at an early stage of the boat design process. The solution is tailored to the marine industry’s needs and it incorporates the primary technologies used in boat building. Designers can choose composites technologies from 3A Composites’ product range, such as glass or carbon using an infusion process, Balsa, PVC or PET foams.

The solution incorporates the advanced composites expertise of the two partners. 3A Composites brings its leadership in the development and design of sandwich core materials. This includes the company’s wide portfolio of AIREX[®], BALTEK[®] and BANOVA[®] products.

STRUCTeam, a provider of management and technology solutions within the composites application markets, adds its advanced expertise of marine design and the capabilities of its powerful cloud-based engineering and data tools and services software, CompoSIDE. Their complementary expertise enables the partnership to offer an innovative and comprehensive preliminary design approach to support designers and boat builders.

Eric Gauthier, President Global Key Accounts of 3A Composites Core Materials highlights: “To maintain its ongoing evolution, the global marine market requires value-adding partners that



provide rapid access to professional support. Our partnership with STRUCTeam aims to offer the marine industry an independent design solution.”

Julien Sellier, Managing Director of STRUCTeam agrees, saying: “Our collaboration with 3A Composites has resulted in a unique solution that is beneficial for boat builders and designers at the very early stages of their designs.”

Julien concludes: “The enhanced support that can now be provided will ensure that the marine market continues to evolve and push boundaries both in terms of material selection and design and cost effectiveness.”

Boat builders and designers are invited to contact 3A Composites Core Materials and STRUCTeam with their project details, principal dimensions and intended build technology. In response, the partners will provide a Bill of Material for the project in a record time.

Both 3A Composites Core Materials and STRUCTeam look forward to meeting boat builders and designers at forthcoming industry events where they will be delighted to discuss your requirements. Come and meet the team and experience the solution at:

- As exhibitors: 11-12 November, Composites Engineering Show, NEC Birmingham, UK.
- As delegates: 18-20 November, METS, Amsterdam, Netherlands.



NOTES FOR EDITORS

For further information, comments or to arrange interviews with a 3A Composites or STRUCTeam spokesperson, please contact:

Tina Kratochwil
3A Composites Core Materials
Airex AG
Industrie Nord 26
5643 Sins / Switzerland
Phone +41 41 789 66 24
tina.kratochwil@3AComposites.com
www.3AComposites.com

Jo Chipperfield
STRUCTeam Ltd
Old Riggers Loft, Marina Walk
Cowes
Isle of Wight PO31 7XJ
Phone: +44 (0) 1983240534
jo.chipperfield@structeam-ltd.com
www.structeam-ltd.com

Meet 3A and STRUCTeam, and view the innovative sales solution at these events:

Exhibiting: 11-12 November, Composites Engineering Show, NEC Birmingham, UK
Attending: 8-20 November, METS, Amsterdam, Netherlands

About 3A Composites Core Materials:

3A Composites Core Materials is a global organizational unit within 3A Composites, with operations in Europe, North America, South America, India and China. The branded products AIREX[®] and BALTEK[®] have pioneered the sandwich technology for almost 70 years. Fabricators use these core materials to make innovative, lightweight sandwich structures for the wind energy, marine and transportation markets as well as other industrial applications. 3A Composites Core Materials is the global leader in answering the markets' and users' needs for sustainable, lightweight and resource-friendly materials to enable the production of lighter and thus more energy efficient end products. In the wind energy market, its core materials are a key factor for growth in the generation of renewable energy.

About STRUCTeam and CompoSIDE:

STRUCTeam provides management and technology consultancy services to organisations seeking a composites solution for their business. We are passionate about composites and how they benefit your business. Our expertise covers the entire composites lifecycle and supply chain. We apply our skills and capabilities to help you develop new composites materials, production and manufacturing processes, components and products. We are independent, so we are dedicated to finding the most effective design, supply chain and product solution to your composites challenges.

CompoSIDE is an integrated suite of cloud-based design engineering modules and data management tools that significantly reduce development time and cost for composite applications. Our solution can reduce our clients' design time by up to 75%, and cut up to 40% from project costs. Unlike existing software products, we focus on delivering a secure, web-based collaborative solution that integrates seamlessly with our clients' existing systems and quality standards.