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## News July 2013



## AN AUTOMN OFFENSIVE

**After the excellent 2013 season, Fountaine Pajot is approaching the autumn with confidence, with business plans aiming to extend the growth of the business over the next three years.**

**This ambitious strategy involves three key areas:**

- **reinforcement of the sales policy,**
- **strengthened and invigorated product range,**
- **effort expended on innovation involving the concept of Eco Cruising.**

### STRENGTHENING OF THE SALES POLICY

**At the start of this new 2014 season, Fountaine Pajot is strengthening its presence on the worldwide stage by means of autumn exhibitions:**

**At Southampton, from 13 to 22 September,** the Hélia 44 will be the new model in this exhibition,

**At Cannes, during the Festival de la Plaisance, from 10 to 15 September,** with the Lipari 41 Evolution being officially unveiled side by side with the Hélia 44 and the Flagship unit, the high performance version SANYA 57.

**At Barcelona, from 24 to 29 September,** Fountaine Pajot will be exhibiting the Hélia 44 and the entirely new LIPARI 41 Evolution,

**The core range will be on display at La Rochelle in the Grand Pavois exhibition from 25 to 30 September 2013,** with the Mahé 36 Evolution, the Lipari 41 Evolution, the Hélia 44. The two Flagship units will also be present, le SANYA 57 and the new

model, the VICTORIA 67, for its first official exhibition.  
Stand No.: PANTIERO PAN 127

**In the United States, at the Annapolis nautical exhibition from 10 to 14 October 2013**, Fountaine Pajot will be using this premier American exhibition as a world-level opportunity to present the VICTORIA 67 (whose launch will take place at 5pm on Friday 11 October), its other Flagship unit the SANYA 57 (voted boat of the year by two journals) and two core range models, the Lipari 41 and the Héliá 44.

**At Pendik in Turkey from the 21 to the 29 September 2013**, Fountaine Pajot will be reinforcing its growing market and will be exhibiting the Héliá 44 and the Lipari 41.

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**Fountaine Pajot, the global benchmark for cruising catamarans, will be found at:**

Exhibitions in Cape Town: 2-5 August, at Wiatr i Gdynia, Poland from 15 to 18 August, in Helsinki, Finland from 15 to 18 August, in Sydney, Australia 1 to 5 August, in Newport in the USA: 12 to 15 September, in Auckland on the East coast from 26 to 29 September, in Fort Lauderdale, Florida from 31 Oct to 4 Nov, in Xia Men, China from 1 to 4 November, and in Sao Paolo 17 to 22 October (dealerships involved links on each city).

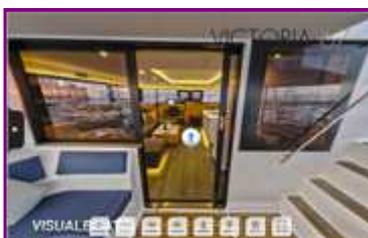
## **A STRENGTHENED AND INVIGORATED PRODUCT RANGE**

**TWO NEW MODELS, WITH A CONSTANTLY DEVELOPING PRODUCT RANGE:**

**In the news for Fountaine Pajot, from September:**

### **A NEW FLAGSHIP: THE VICTORIA 67**

Click on the image for a Virtual Tour





This elegant, totally modern sailing craft represents the excellence of the Fountaine Pajot organisation.

Our staff and the Berret Racoupeau architectural bureau design team have poured all their energies into ensuring the success of this new FLAGSHIP.

Its size means that we have easily been able to incorporate a magnificent fly deck which can be accessed from the cockpit.

This wonderfully convivial space integrates perfectly with the aesthetic design of the craft, with comfort levels worthy of those provided by the best hotels.



### **AN EXCEPTIONAL FLY DECK AND MAJESTIC LINES**

The fly bridge of the VICTORIA 67 can be accessed from either side by high-safety steps and is one of the most highly prized living spaces on board. Bench seating, side tables, and a relaxing sofa offer every comfort, allowing guests to enjoy the voyage at their ease.

Crew appreciate the excellent visibility provided by the fly deck, the ergonomic design of the helm station and the efficiency of the deck fittings, all of which provide perfect conditions for operating the craft.

Aft of the fly deck, a deck area exclusively reserved for installing solar panels and communication equipment is available.



### **5-STAR FACILITIES**

Through the discrete use of space, restrained lines and fully integrated equipment, Isabelle Racoupeau has succeeded in making the "Urban Chic" interiors of the VICTORIA 67 feel both warm and contemporary.

Functionality and efficiency have not been forgotten, and movement between the various living and sleeping spaces is achieved with ease, thanks to the grand passageways.

On board the VICTORIA 67 you are always in contact with the sea, whether through the window bays of the grand saloon, or the superb portholes in the cabin hull.



### **TWO VERSIONS ARE AVAILABLE: Owner or 6 cabins**

More information and photos:

<http://www.catamarans-fontaine-pajot.com/fr/modele/42/victoria-67>

**NEW FOR 2014.... THE LIPARI 41 EVOLUTION**



A new Lipari 41 for 2014... Fountaine-Pajot unveils the Lipari 41 Evolution which has undergone the same major innovations as the Héliá 44.

### **A NEW COCKPIT:**

A larger opening between the cockpit and the saloon provides easy communication with the galley.

The cockpit is equipped with a very pleasant lounge sofa with a view of the horizon.



### **A NEW GALLEY**

The new synthetic resin galley worktop opens directly onto the cockpit eating area.

The new refrigerator (with drawers)

has a capacity of 144 litres.



### **CABINS WITH A SAE-VIEW**

The aft cabins are fitted with wide additional bays which provide light and ventilation through an opening porthole.

### **A NEW 2014 MODEL YEAR FOR THE ENTIRE RANGE**

**From the Mahé 36 Evolution to the Salina 48 Evolution, the yard wanted to give these core-range units a contemporary design and bright colour schemes which reflect those of the Flagship units.**

#### **The result is truly impressive:**

In the saloon, the cabinet-work in light oak Alpi laminate, the galley work-surface made of sky-grey resin, the grey laminate deck, the taupe ceiling ducting in a highly decorative interior material, in camaieu with taupe curtains, and the Tundra beige trim, all provide a highly contemporary feel.



For the cabins, the yard has also chosen a selection of colour schemes which are both feminine and bright: taupe colour chine curtains, limestone ceiling lining, Tundra beige sofa trim, light oak Alpi cabinet-work and floor in grey laminate.



Thus the high-performance, reliable and spacious MAHE 36 Evolution, LIPARI 41 Evolution, HELIA 44 and SALINA 48 Evolution catamarans reflect the major trends in interior design.

## **LIMITED EDITION SALINA 48 ON COURSE FOR LONG VOYAGES...**

**The yard has designed a limited edition Salina 48 Evolution for those who love long trips.**

Thus the SALINA 48 Série Limitée is equipped with special equipment at a preferential price for round-the-world voyages or long-range cruising. With a specially decorated hull, it has, first of all:

- A positive energy balance, due to its ECO CRUISING range of equipment: 2000W converters, courtesy lights, ECO CRUISING indicator, integral roof-mounted solar panels,
- High levels of performance and equipped for ease of manoeuvrability: helm-station winch controls, automatic reefing on first reef, triple reef blocks, three-blade retractable screw, Gennaker boom and deck fittings, Pentex Gennaker, Hydranet main-sail and Genoa, safety equipment,
- Ecologically responsible, with holding tanks,
- Comfortable, and equipped with leading brand equipment: GARMIN electronic pack, VOLVO PENTA engines, INCIDENCES sails and HARKEN deck fittings, for world-wide sailing, BOSE HIFI etc.



## EXPENDING EFFORT ON INNOVATION INVOLVING THE ECO CRUISING CONCEPT

In their Eco Cruising versions, all Fountaine Pajot Catamarans produce a positive energy balance, whether at mooring or at sea.



Eco Cruising is truly a primary value for Fountaine Pajot, expressed as optimised electricity production from solar panels and the installation of wind- and water-generators.

# Fountaine Pajot

C A T A M A R A N S



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