

TRADE CONTACTS

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KARVER SAILING VALLEY

The French equipment manufacturer Karver Systems moves its sales department to the Breton site of Lorient La Base. The office is functional and will be fully operational by October 1, 2019.



Karver is part of the exclusive circle of deck designers used on the most technical sailboats on the planet: Ultims, Imoca, Class 40, Multi 50, America's Cup, TP52, Volvo, Figaro, Mini 6.50, super yachts and yachts, designed for performance or cruising. The most popular products are furlers, hooks, blocks and jammers. Mast tracks and cars as well as the winches complete the offer.

Created in 2003, by **Marin Clausin**, Karver success holds to the great ingenuity of his creator, to the strict respect of its **DNA : Performance - Innovation - Design - Service and also to the involvement and passion of its team members.**

Karver carry on its development. After acquiring Grec Marine from Lorient (mast fittings) in 2010 and the Pontos winches from Saint-Malo, last year the next step is to set up a Lorient site.

Marin Clausin, CEO Karver explains: "Karver is growing but I do not forget where we come from. The success of Karver is directly related to the development of offshore racing yachts and more particularly Imocas to whom I personally sold our first furlers and our first hooks. Even if sales, related to French regatta sailboats represent only 30% of our turnover (60% of export sales),

it is essential to be in contact with the skippers and their technical teams. I want immediate contact so as not to miss the technical evolutions and expectations of our historical customers. My wish is that Karver remains a true technical partner."

Tanguy de Larminat, General Manager and Commercial Director, confirms: "We have been talking about this implementation for a long time but the purchase of the Pontos winches has shifted the schedule by 18 months. We have been there for a few days now and it's great to be able to collect the comments of sailors when they return to the pontoon or spend a few hours at sea with them to better understand their reality. The showroom is also a powerful tool. Most of our products are technical and a demonstration is much more effective than reading a product sheet! This is particularly the case with our winches. We keep saying that they are 6 times faster (Range Speed) or 3 times less hard (Power Range) to use than conventional winches, but there is nothing like testing to realize how revolutionary they are."

Jean Philippe Connan, who has been with Marin for almost 15 years is the privileged contact of the race teams. "Teams have been waiting for this opening for several months. The increasing

professional side of the teams is a reality. Technical progress is dazzling. Foils are more than challenging some old principles. It is important to prove those teams that we are in a similar dynamic evolution." He will take turns with Marin to ensure a permanence of the Design Office

Alois Kerduel, sales manager for France is also delighted with this opening: "I invested a lot in the creation of this office and I can only enjoy its launch. It is a logical continuation to continue our development. We are going to get closer to the sailors in a significant way but also shipyards, sailmakers, riggers and stores with whom we collaborate all the year long.

Through our technical and commercial presence we will be able to respond more easily to the development of fittings solutions. Quality of service is an important a major point to us."

This new office is located 1 rue d'Estienne d'Orves 1st floor of Celtic Submarine building in Lorient La BASE. This office is next to restaurant K5 et Rom Arrangé (électronics) or Teem (boat power systems).

This office launch is not the only new event at Karver as we welcome two new staff members: a designer and an export sales rep.