



*Press Release*

## OSCULATI DISTRIBUTOR OF THE FULL OCEANAIR RANGE FOR THE ITALIAN MARKET.

*On the occasion of the 2008 edition of the “Salone Nautico Internazionale” in Genoa, Osculati SpA announces a new prestigious Distribution Agreement.*

Osculati, the Italian leading company in the field of nautical accessories manufacturing and distribution, has added another string to his bow. Since some weeks, in fact, Osculati has been entrusted by the British company Oceanair to be its sales representative in Italy for the whole range of products. Decisive for this choice was Osculati's capillary presence on the national territory, its widespread and professional sales network, its two distribution stores in Milan and Lucca and its 18 agents operating on the national territory. The stores are, as a matter of fact, the most important logistic location in Italy dedicated to nautical accessories.

Oceanair, founded in 1990, is a leading company top of the market in the design and production of day curtains and night curtains for boat internals. It has official distributors all over the world, a staff of more than 100 people and an annual net turnover of 10 million Euros.

Oceanair's wider and wider range of hatchways, portholes, shaped windows and glass roofs for boats includes a new complete line of more than 30 articles. All Oceanair's curtains have been especially developed for nautical use, textures and fittings have been duly tested to check if they can endure harsh sea environments, without leaving out the stylistic and aesthetic aspect.

The offered range of product is wide: from the original shadowing solutions for SkyScreen hatchways to the innovative plissé curtains SkySol, shapable to fit even the most particular windows.

An especially dedicated catalogue will contain Oceanair's whole range of products, while some items will be included in Osculati's catalogue. Due to the high customization level of Oceanair's products, the close cooperation between these two company will result in profitable technical advice in real time for yards, site-personnel, designers, resellers and final users. Moreover, to ease this cooperation, the staff of Osculati now counts a new product manager, i.e. Mrs. Giovanna Gusmeroli.

The cooperation between Oceanair and Osculati underlines, and not only to improve the company visibility, the acknowledgement of the importance of the commercial and distribution network of the company of Milan by one of the worldwide known brands.

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