



# General Presentation

# Agenda

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- Introduction
- Philosophy
- Equipment
- References
- After Sales Services
- References
- Overview

# Introduction

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History



# History

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## 1954:

- Founded by Mr. W.H.A. Cramm
- Mainly active in the dredging, agriculture, concrete construction, road works and fishing sectors

## Early 1970's:

- Specializing in high-quality hydraulic systems for the yachting industry.

## 2005:

- Core business: custom-made hydraulic equipment for yachts above 25meter



# Philosophy

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Modular Equipment, Customer Focus



# Modular Equipment

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All equipment for yachts from 25mtr to 100m+. Provide a complete solution for the customer, from basic-delivery to a turn-key solution.

Equipment/ service-range:

- Basic Equipment
- Standard Equipment
- Full Custom Equipment
- Services from day-rates to turn-key

“Basic” equipment for approx. 80% standard, final 20% customised according to wishes of client. (Passerelle, ladders, cranes, etc.)

Standard Equipment - Delivery of Mooring equipment, thrusters, stabilizers, etc.

Full custom equipment - Together with the client a full-custom part of equipment will be designed.

# Customer-focus

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- Partner for all equipment
- Equipment for full range of yachts above 25 meter
- Equipment approved by different notified bodies
- Extended warranty for the equipment



# Equipment

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Passerelles, Boarding Ladders, Deck-cranes, Sliding Beam Cranes,  
Door/ platforms, custom equipment



# Equipment - Passarelles





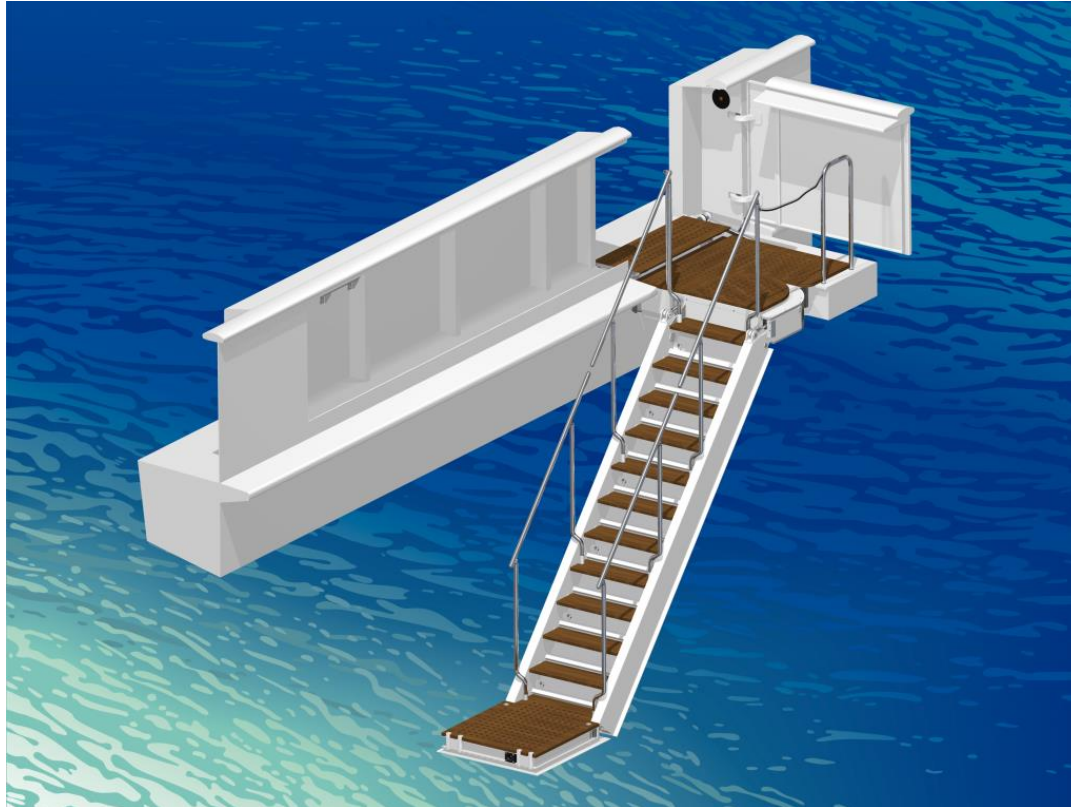
# Equipment - Passarelles



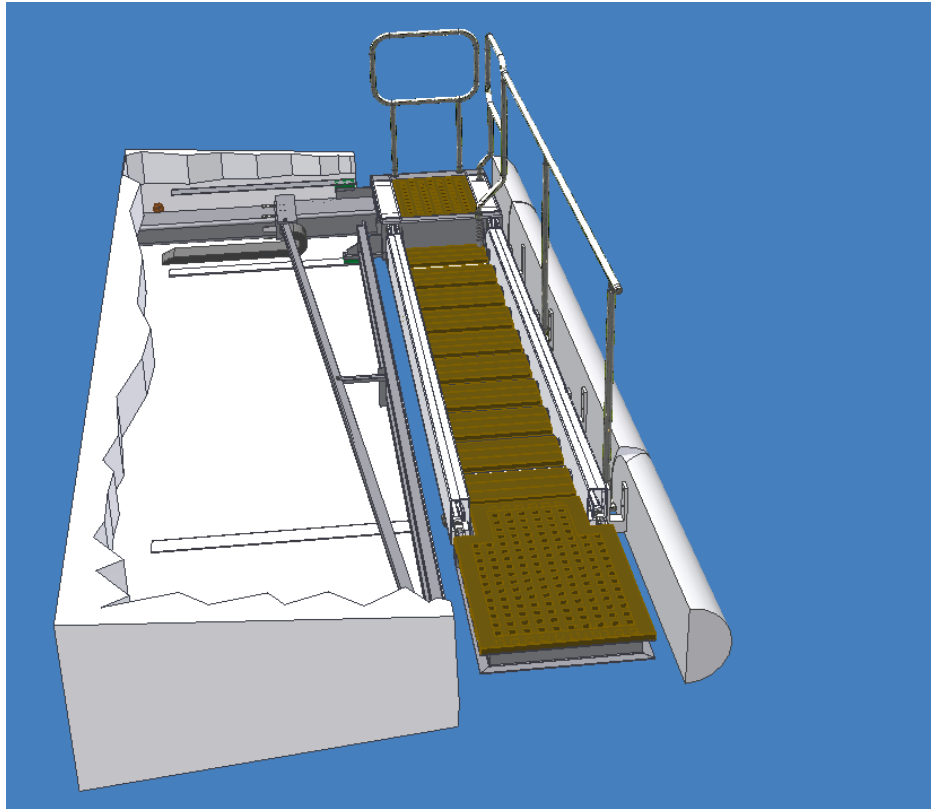


# Equipment – Boarding Ladders

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# Equipment – Boarding Ladders





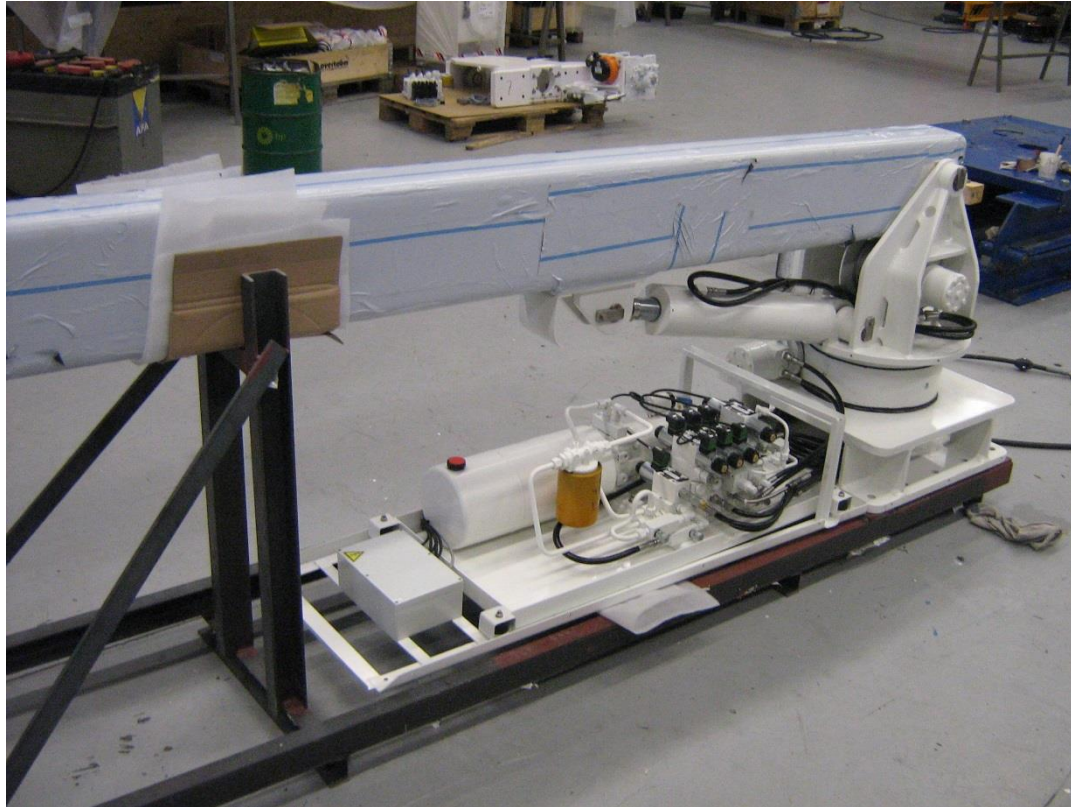
# Equipment – Boarding Ladders

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# Equipment – Deck cranes

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# Equipment – Deck cranes

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# Equipment – Deck cranes

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# Equipment – Gantry cranes



# Equipment – Gantry cranes





# Equipment – Gantry cranes

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# Equipment – Doors / Platforms





# Equipment – Doors / Platforms

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# Equipment – Additional Equipment



# Equipment – Additional Equipment

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# Equipment – Additional Equipment

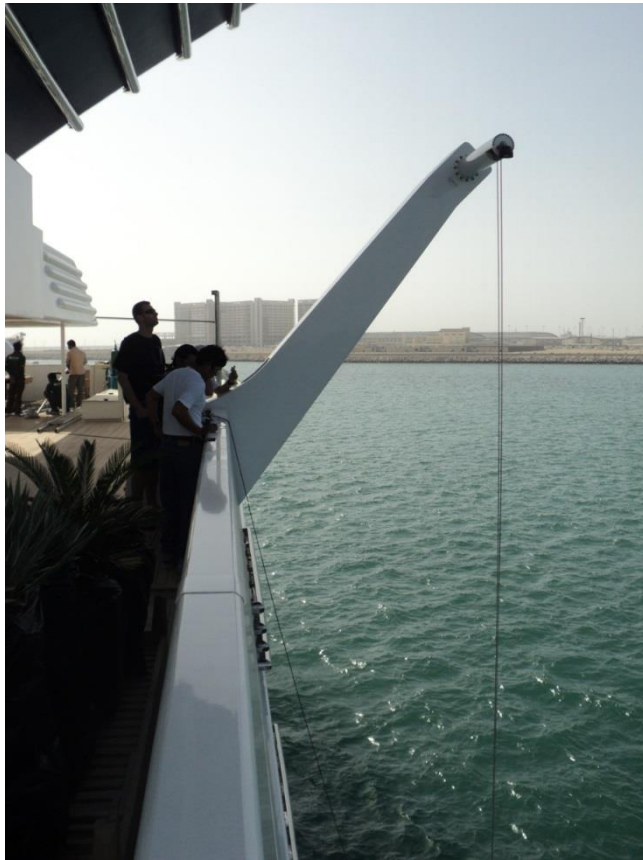
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# Equipment – Additional Equipment

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# References

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# References

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Some customers:

- Amels
- Blohm + Voss
- Damen Shipyards
- Fincantieri Yachts
- Hakvoort
- Icon Yachts
- Kusch Yachts
- Lürssen
- Oceanco
- Royal Huisman
- Etc.







Amels



## Damen Shipyards








Hakvoort





Fincantieri

# After Sales Services

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# Services

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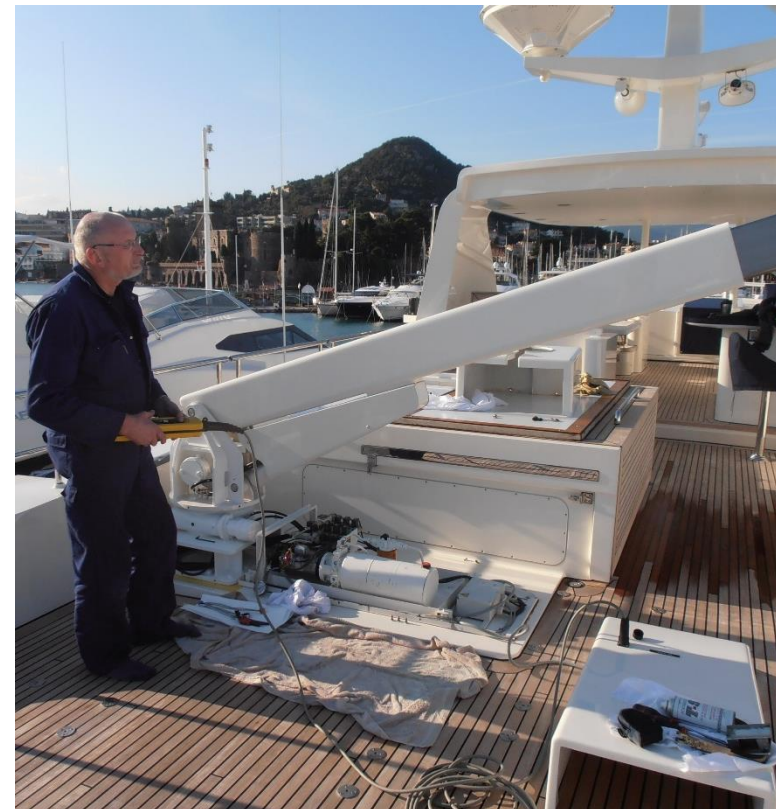
For new-build and refit, Cramm can deliver different services:

- Visit service engineer
- Refit / Overhaul of equipment
- Spare-parts delivery



# Visit service engineer

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# Refit / Overhaul of Equipment

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## Inspection

Remove /  
transport

Disassembly

Overhaul

Assembly

Transport

Installation/Testing





Inspection

**Remove/**  
**Transport**

Disassembly

Overhaul

Assembly

Transport

Installation/Testing





Inspection

Remove /  
transport

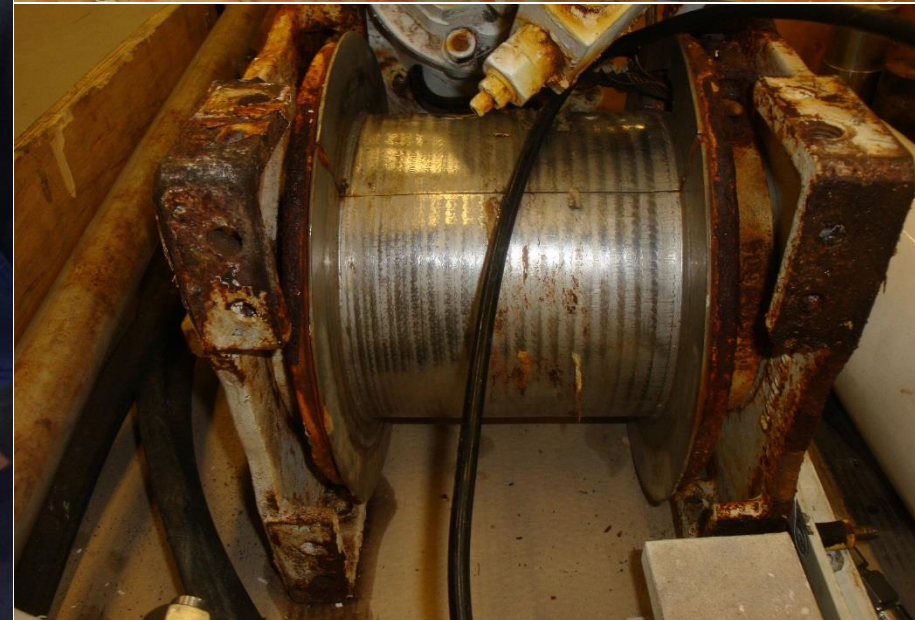
**Disassembly**

Overhaul

Assembly

Transport

Installation/Testing





Inspection

Remove /  
transport

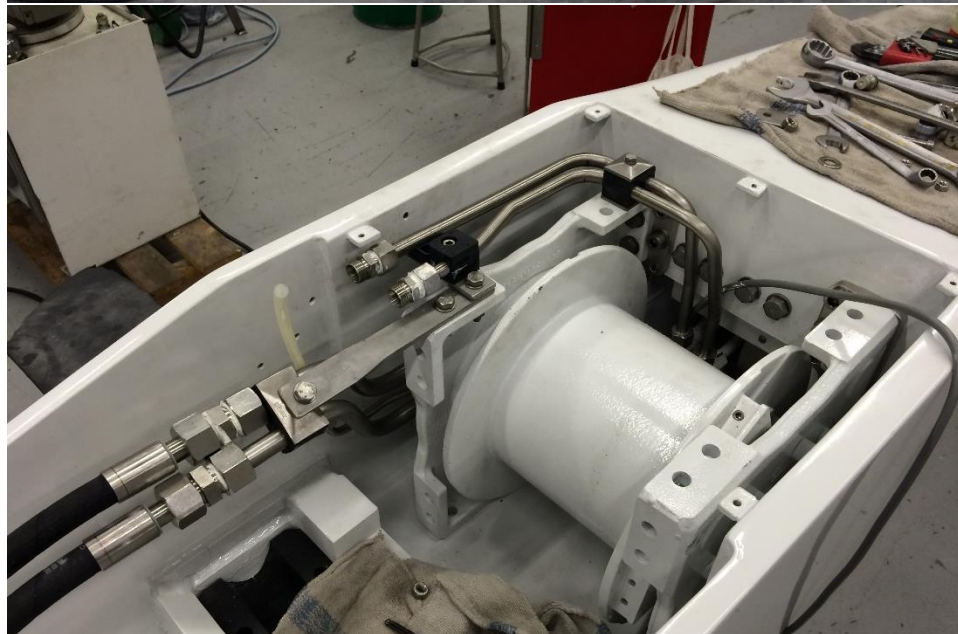
Disassembly

**Overhaul**

Assembly

Transport

Installation/Testing





Inspection

Remove /  
transport

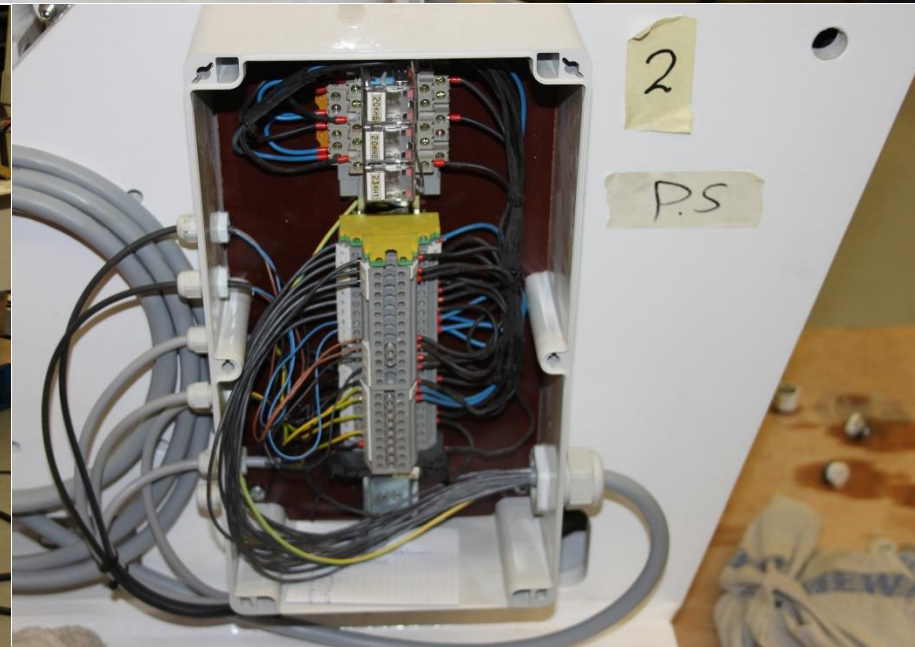
Disassembly

Overhaul

Assembly

Transport

Installation/Testing





Inspection

Remove /  
transport

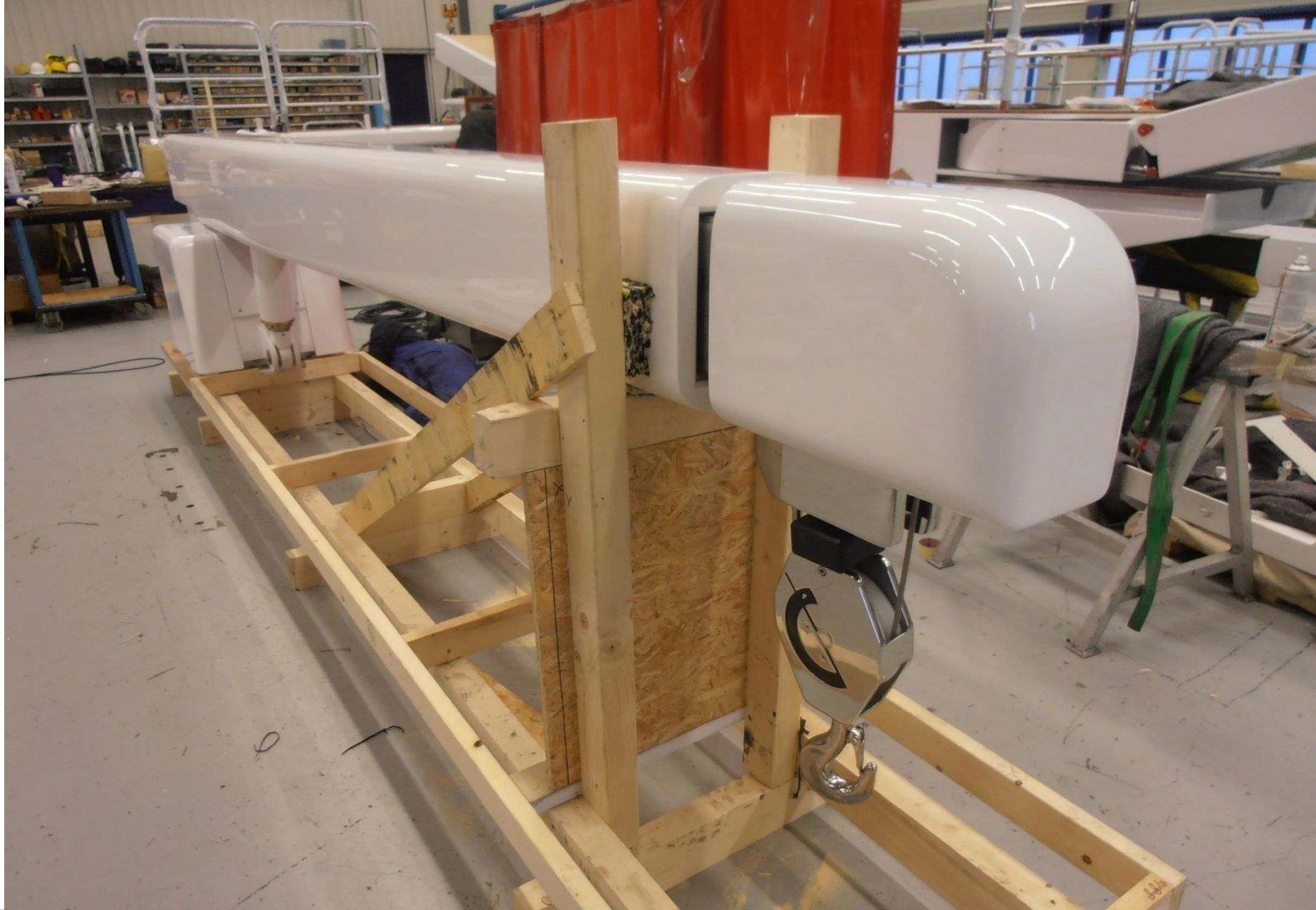
Disassembly

Overhaul

Assembly

**Transport**

Installation/Testing





● Inspection

● Remove /  
transport

● Disassembly

● Overhaul

● Assembly

● Transport

● Installation/Testing



# References - Refit

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MY Alexandar V	MY Sea Falcon II	MY Achilles
MY Masquerade	MY Lazy Z	MY Serene
MY Vagabondo	MY Addiction	MY Hermitage
MY Trust Fund	MY Titania	MY Maria
MY Lazy Z	MY Achilles	MY Solemar
MY Octopus	MY Le Grand Bleu	MY Leander
MY Liberty	MY Nimbus	MY Sunrise
MY Amphitrite	MY Etoile 'dAzure	MY Astrid Conroy
MY Mosaique	MY Blade	MY Tatoosh
MY Tatoosh	MY Prediction	MY Alfa Nero
MY Skat	MY Maryah	MY Lady Duvera
MY Kalizma	MY Jamaica Bay	MY Virginian
MY Mirab VI	MY Icon	MY Boadicea





# Overview

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## Cramm Yachting Systems:

- Partner for all equipment
- Equipment for full range of yachts above 25 meter
- Equipment approved by different notified bodies
- Extended warranty for the equipment
- Refit Assistance
- Long term hydraulic experience





Thank you for your  
attention