

Glass balcony

Side door



Drop keel

Hyperbaric chambers



Special delivery

Founded in 1975, SeaNet Group is a leading maritime engineering company with a long tradition of providing a range of integrated solutions to marine safety and handling systems around the world. Headquartered in Genève, Switzerland, and with its main production facilities in Italy, the group consists of four companies that develop a range of innovative systems to the cruise, ferry, military, mega-yacht, research (for which it supplies the drop keel system) and offshore sectors. Today, over 4000 SeaNet systems have been installed around the world, 3000 of which are its core offering of watertight doors and over 650 relating to special systems projects.

"The company was initially born to provide watertight and, later on, splashtight doors, which remain central to the business, yet it has grown now to provide a range of key equipment and special projects to various sectors under our different brands," outlines Chairman, Giovanni Lanza de Cristoforis. "The

Selmar brand, for instance, which we acquired in 2015, perfectly suits our philosophy where safety and innovation are paramount. Selmar is a world leader in drop keel systems – a world first innovation – and so complements SeaNet's business very well. We also provide access equipment such as stern and side ramps, elevators, car decks and shell doors, plus a range of ship automation systems. However it is our innovative special divisions business that is particularly interesting."

Throughout its history SeaNet has maintained a leading position at the cutting edge of marine engineering solutions, and has a number of world firsts under its belt to prove it. In automation, for example, it was the first company in the world to use electronic circuit boards in marine safety equipment, a move that was immediately approved by all necessary certification bodies. Then, in 2010, it patented its Web Interface Safety System (WISS), which revolutionised safety systems as the first to create a browser interface making

them independent from the hardware installed, and creating lots of safety, reliability and ease-of-use benefits.

One such project that demonstrates the level of innovation and engineering expertise inherent in SeaNet's market approach is its work on the MOSE water defence system designed to isolate the Venice Lagoon from the Adriatic Sea during high tide events. "We have been entrusted with the compartmentalisation, control system and deep seabed hydraulic gate, and, having manufactured these special sectional hyperbaric chambers, are now delivering them," explains Giovanni. "These hyperbaric chambers use a revolutionary sectional design and feature pressurising and balance systems that enable maintenance operations to be performed on the barrier system underwater."

Providing highly bespoke solutions such as that illustrated by the MOSE project lies at the heart of SeaNet's success. "We are not too big, and this makes us extremely flexible

in understanding our customers' needs and delivering on them," Giovanni continues. "A major competitor may be strong at providing multiple replicated units with the exact same specifications but we have a well-proven ability to design special innovations with lower costs and a wealth of experience. Whilst we are of course multinational, operating and selling around the world, we maintain this family-owned, personal service wherever we work."

A result of this family focus is a strong affinity to close working relationships with clients and the supply chain. "Most of our most interesting projects tend to start with an idea that the client doesn't fully believe is possible, but we can prove otherwise and consistently deliver solutions," details Giovanni. "The mega-yacht market is a really strong sector for these kinds of projects as we can solve problems for all kinds of mega-toys the owners are looking for."

Keen to continue delivering its leading engineering solutions and innovative services to the global market, SeaNet Group is currently focused on a major expansion strategy. At present there are two manufacturing facilities in Italy and one in Miami, Florida, with main offices set up in

Terrace platform



Switzerland. "We have been looking closely at Canada for a while and this year we hope to open up a new business subsidiary in the region as well as a new workshop," Giovanni discusses. "We hope to apply the same strategy in the Far East to set up an asset over there in support of the healthy sales activity going on in China and Southeast Asia."

Over recent years, SeaNet Group has experienced growth rates in the region of 10 to 15 per cent every year. Expanding its global footprint will be key to the company making the most of generally favourable market conditions around the world and continuing this trend. The cruise, mega-yachts and navy sectors remain strong, according to Giovanni, and whilst not traditionally a major market for the business, the oil and gas industry will be the focus of fresh attention once it regains some strength and confidence. 🌐

SeaNet Group

www.seanetgroup.ch

- Continues to deliver innovative solutions to special projects around the world
- Experiencing strong market conditions
- Focused on global expansion strategy



Since 1975 your trusted partner for designing and manufacturing marine equipment:

- watertight sliding doors and shell doors
- passenger & cargo access equipment
- cargo handling equipment
- integrated automation solutions for marine safety
- custom solutions
- service 24/7



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