



## SAIM MARINE AND ZIPWAKE ANNOUNCE SALES AGENCY AGREEMENT FOR ITALIAN MARKET

**SAIM, a leading Italian company distributing high-tech equipment in the marine field, has been appointed as exclusive sales agent for Italy for Zipwake Dynamic Trim Control Systems by the Swedish company.**

SAIM Group will be responsible for increasing awareness of the Swedish manufacturer's latest developments in fast acting interceptors and systems for dynamic trim control, whilst driving sales in Italy.

Both SAIM and Zipwake have established enviable reputations within their respective fields for the development and distribution of high quality marine equipment. The signing of the new agreement means both parties can look forward to expanding Zipwake Dynamic Trim Control System's market presence.

Marco Donà of SAIM Group comments on the appointment: "By leveraging the respective strengths of both organisations, SAIM and Zipwake will offer an outstanding new product set to revolutionise the boat world. I am sure Zipwake is an exciting organisation to work with. It can account on a selected team of engineers with a solid knowledge and experience from marine and automotive industry. Their products are a genuine step change for leisure boat owners who choose comfort and enjoy performance. It was their vision and their commitment in looking for competitive solutions for the well-known trim problems of planing and semi-planing boats which attracted us to work with them. The SAIM - Zipwake collaboration will bring new and exciting prospects for Zipwake interceptors in Italy".

"We are very proud that we have reached this agreement with SAIM Group and we can foresee an efficient and joint market penetration with SAIM to provide Boat builders and Boat owners in the region

with the latest technology and products for trimming their Boats" says Göran Fredin, Zipwake.

SAIM's enthusiasm for collaborating with the Swedish company further demonstrates the quality and unique benefits of Zipwake's Dynamic Trim Control Systems.

SAIM Group has been an important distributor to the marine industry for two decades, following the creation of SAIM Marine in 1993. Since then the company has been equipping applications ranging from recreational marine to commercial vessels and is the supplier of choice for many of the most prestigious Italian shipyards. SAIM Group distributes high quality equipment to over 3,000 customers along the southern coast of Europe, with operations based in Buccinasco (Milan), Fiumicino (Rome), Viareggio and Bologna in Italy and Mandelieu in France, which is run by its sister company, SAIM France Sarl. ([www.saim-goup.com](http://www.saim-goup.com))

Zipwake is a new Swedish marine brand and company fully committed to the large scale enhancement of ride comfort and dynamic performance of boats. The company mission aims at designing and producing affordable fully automatic motion-control equipment that combines cutting-edge technology with intuitive robust design.

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For more information about Zipwake, please visit [www.zipwake.com](http://www.zipwake.com)

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