



Member no. 1127  
at IIMS - International  
Institute of Marine Surveying



Member of Surveyors and Experts  
Register at Chamber of Commerce  
of Ancona, Italy, at no. 442



Member of Italian Surveyors Board  
CPI Collegio Periti Italiani at no. 738



CTU (Technical Court Surveyor) at  
Court of Ancona at no. 2439

RINA

Member no. N28509  
Non Exclusive Inspector  
CE markings and Safety  
Certificates



# SEANERGY MARINE

SURVEY + CONSULTING

SURVEYS AND TECHNICAL  
CONSULTANCY  
YACHTS AND COMMERCIAL VESSELS

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Danilo Frulla – Senior Yacht Surveyor

## DANILO FRULLA – SENIOR YACHT SURVEYOR

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Seanergy Marine was founded in 2015 by Danilo Frulla after a long experience gained in more than 20 years in the construction, after-sales technical assistance, testing and legal technical support of leading brands in the yachting and the realization of over 1000 surveys carried out throughout the Mediterranean, including pre-purchase appraisals, underwriting appraisals and surveillance of new buildings. Seanergy Marine has its headquarters in one of the most important nautical areas in Italy in the Adriatic center among the cities of Ancona, Fano, Cattolica, Rimini and Ravenna.

Seanergy Marine also collaborates with a network of Inspectors and Correspondents distributed in strategic areas both in Italy, to grant coverage of the whole National territory, and abroad in the most important and renowned touristic harbours.





## EDUCATION

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- *Degree in Naval Logistics and Operations — Qualification for Naval Conduction*
- *Master in Maritime Activities and Operations at Regione Marche*
- *Company Master at Alma School Bologna University (Economics, Planning & Project Management, Technical English)*
- *Coating Inspection and Anti-corrosion Training Courses at Genoa University Engineering Department*

## CREDITS

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- *Non Exclusive Inspector RINA Registro Italiano Navale for CE markings and Safety Certificates for yachts – member no. N28509  
Approved HazMat Expert*
- *CTU (Technical Court Surveyor) at Court of Ancona – member no. 2439*
- *IIMS International Institute of Marine Surveying – member no. 1127, with the following specialties:  
large yachts and small crafts, marine insurance claims and valuations*
- *CPI Collegio Periti Italiani (Italian Board of Surveyors) – member no. 738*
- *Member of Surveyors and Experts Register at Chamber of Commerce of Ancona, Italy, member no. 442*

For further details and information about our services please see our website:  
[www.seanergymarine.com/survey](http://www.seanergymarine.com/survey)



## SEANERGY MARINE TEAM

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**Danilo Frulla**

Senior Yacht Surveyor  
&  
Team Leader

**Luigia La Pietra**

Account Manager  
Logistic & Reporting  
Specialist  
18 year experience in  
organization of technical  
services, logistics and  
Customer Management

**Albina Azizova**

Operation Support  
Specialist  
Logistic  
Operation Support  
Insurance Claim  
Handler

**Engineer Matteo  
Dighero**

Flying Inspector  
Naval Engineer

The team is also joined by certified collaborators and partners for the following additional types of services in the range offered:

- ✓ *non-destructive analysis of hull thicknesses of composite materials and metal*
- ✓ *analysis of lubricating oils, diesel, engine fluids, tank water*
- ✓ *electro-chemical checks*
- ✓ *analysis of vibrations and noise level reporting*
- ✓ *paint survey and inspections*
- ✓ *thermal imaging investigation*
- ✓ *check of damages and repairs to structures and fiberglass for sailing and motor boats/ships, engineering verification of carbon mast and*

## FLYING AND LOCAL INSPECTORS NETWORK

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Danilo Frulla is monthly present in all the production centers of the Italian shipbuilding industry in La Spezia and Viareggio to follow the new constructions as well as the production centers of Fano and Ancona; the presence in Sardinia is granted with same-day return flights from Bologna with very low connections costs. Here below the list of Inspectors and Correspondents of Seanergy Marine network:

### ITALY

2 Inspectors	Ancona/Marche
4 Inspectors	Napoli/Campania
3 Inspectors	Olbia/Sardinia
1 Inspector	Calabria
1 Inspector	Tuscany
1 Inspector	La Spezia
1 Inspector	Savona
1 Inspector	Rome

### ABROAD

1 <i>Local Inspector</i>	Cote d'Azur/France
1 <i>Local Inspector</i>	Greece
1 <i>Local Inspector</i>	Turkey
1 <i>Local Inspector</i>	Miami (Florida)
Danilo Frulla ( <i>Flying Inspector</i> )	
Matteo Dighero ( <i>Flying Inspector</i> )	

All the Inspectors listed above are used on site in case of requests for urgent or minor damage assessment, to ensure the immediacy of the intervention, but all the steps take place through the coordination and supervision of the Surveyor Danilo Frulla who carries out the considerations and assessments general information on the admissibility of the damage, casualty reports and subsequent on-site inspections.

## MAIN CUSTOMERS AND REFERENCES – BANKS AND INSURANCE COMPANIES

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### GENERALI

#### SIATASS GRUPPO UNIPOL

Reference: Mr. Raimondo Marco, tel. +39 0105546221, mail [mraimondo@siatass.com](mailto:mraimondo@siatass.com)

#### AXA ASSICURAZIONI CORPORATE SOLUTIONS

Reference: Mrs Daniela D'Alessandro, tel. +39 0105331593, mail [daniela.dalessandro@axaxl.com](mailto:daniela.dalessandro@axaxl.com)

#### GROUPAMA

Reference: Mrs Federica Preti, tel. +39 0200663009, mail [federica.preti@groupama.it](mailto:federica.preti@groupama.it)

#### AIG

Reference: Mrs Emanuela Bassanelli, tel. +39 023690351, mail [emanuela.bassanelli@aig.com](mailto:emanuela.bassanelli@aig.com)  
Mrs Eva Lombardi, tel. +39 023690450, mail [eva.lombardi@aig.com](mailto:eva.lombardi@aig.com)

#### VITTORIA ASSICURAZIONI

Reference: Mr. Massimo Micheli, tel. +39 0248219729, mail  
[m\\_micheli@esterni.vittoriaassicurazioni.it](mailto:m_micheli@esterni.vittoriaassicurazioni.it)

#### TUA/SATEC

Reference: Mr. Federico La Fauci, tel. +39 346 511 4680, mail [federico.lafauci@satecgroup.eu](mailto:federico.lafauci@satecgroup.eu)

#### REALE MUTUA

Reference: Mrs Cristina Gallerani, tel. +39 0114312088, mail [cristina.gallerani@realemutua.it](mailto:cristina.gallerani@realemutua.it)

#### MPS LEASING & FACTORING

Reference: Mr. Andrea Malandrini, tel. +39 0577299037, mail [andrea.malandrini@mpslf.it](mailto:andrea.malandrini@mpslf.it)

#### INTESA SAN PAOLO – MEDIOCREDITO ITALIANO

Reference: Mr. Michele Lombardi, tel. +39 0554680490, mail  
[michele.lombardi@intesasanpaolo.com](mailto:michele.lombardi@intesasanpaolo.com)



## MAIN REFERENCE WORKS AND PROJECTS

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*MY CRN 62 mt. paint damage surveys*

*MY CRN Atlante 55 mt. paint damage survey*

*MY Mangusta 165*

*MY Khalila 48 mt. transmission system and paint damage survey*

*MY Benetti 145 electric system damage survey*

*MY Navetta Custom Line 42 mt.*

*MY Benetti Oasis 40 mt.*

*2 x MY Navetta Custom Line 37 mt.*

*MY Benetti 115 Fast*

*MY Riva 110 Dolcevita*

*2 x MY Azimut 100*

*3 x MY Navetta Custom Line 33 mt.*

*3 x MY Navetta Custom Line 30 mt.*

*MY Benetti Delfino 95'*

*MY Ferretti 920'*

*3 x MY Custom Line 28 mt.*

*MY Azimut Grande 27 mt.*

*MY Azimut Grande 25 mt.*

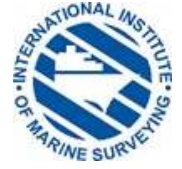
*MY Riva 88 Folgore*

*MY Canados 80'*

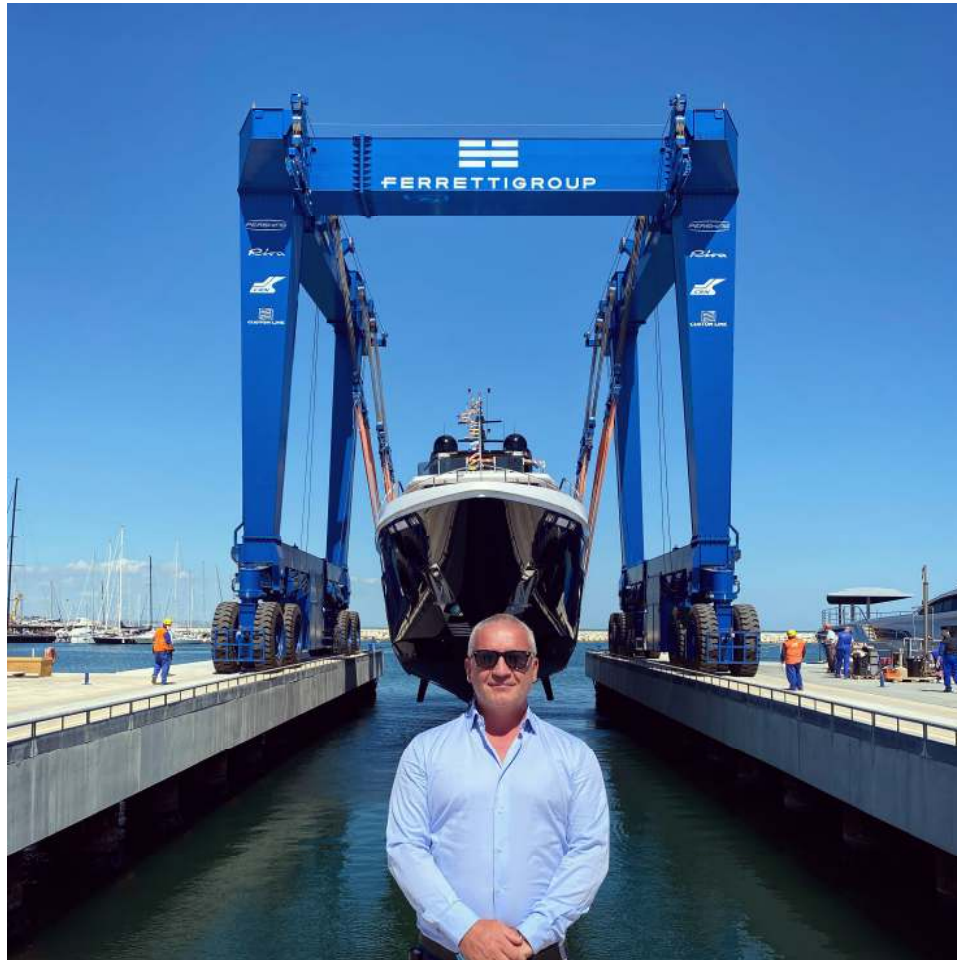
*MY Riva Bahamas 76'*

*2 MY Sanlorenzo 76'*

*MY Blue Game 60', 70' e 72' (surveys on prototypes)*



Seanergy Marine carries out about 200 surveys per year on vessels from 60 to 150 feet among pre-purchase surveys, new construction surveys, testing and pre-delivery surveys, damage assessment and insurance claims: our main customers are National and International owners, foreign Yacht Management Companies, Italian and foreign dealers and the main Italian Banks and Insurance Companies.







## PREVIOUS EXPERIENCES

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*From September 2011 to March 2015 - After Sales & Technical Service Director at Ferretti Group with Special Prosecutor's office for autonomous management with budget of after-sales area, Warranty System Management, guarantees settlement of Ferretti Group*

Products guarantees management and settlement, and technical after-sales support.

Head of Warranty System Management made up of one office for each brand of the Group (Ferretti, Pershing, Custom Line, CRN, Riva, Apremare), technical problem solving, Head of After-Sales Dept. about 45 people, Head of Service Network made up of about 150 authorized service points most of them personally created and trained, Head of Dealer Network made up of about 32 dealers

*From September 2008 - After Sales & Technical Service Manager Pershing Spa & Itama Spa Ferretti Group*

Start Up Manager for the first winterage and technical support shipyard owned by Ferretti Group at Torre Annunziata (Naples)

*From January 2005 After Sales & Technical Service Manager Pershing Spa & Itama Spa Ferretti Group*

*From April 2001 After Sales & Technical Service Manager Pershing Spa Ferretti Group*

## OUR SERVICES

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- ✓ **New Construction surveys, check of work progress and warranty period** – survey during building allows to ensure the maximum possible level of quality in one's own investment, and during the first year of vessel's life allows to prevent both technical and formal problems from arising; more, it ensures keeping commercial value through the restoring of technical non-compliances that can be verified in the warranty period by an expert eye
- ✓ **Surveys for commercial evaluations for Leasing and Insurance Companies** – in order to determine the commercial value of a vessel, with eventual estimation of restoring/refitting works, calculation of depreciation and estimation for remarketing
- ✓ **Surveys for damages estimations for Insurance purposes and claim handling** – in order to determine and verify in case of accident the amount of damages, analysis of the cause of the damage itself and evaluation of restoring and repairing works to be carried out, through the best management possible of all the procedures and rights and duties of the insured client
- ✓ **Pre-purchase Surveys and sea trials** – in order to evaluate the general conditions of a vessel in case of sale or purchase through checking methods developed and refined during many years of experience on thousands units and crafts
- ✓ **Technical Consulting** – legal controversies and insurance claim management since we are acknowledged surveyors at Court and Survey Registries
- ✓ **JH143 Shipyard Expertise Surveys** – risk assessment for Shipyards
- ✓ **Paint Survey** to check application of the correct cycle of painting products, measurement of applied thickness with ultrasonic devices and micrometres, and check of all parameters in order to improve the application performance and duration
- ✓ **CE Certificates and renewals**
- ✓ **Check of damage and repairs to structures and fiberglass, masts and rigging** for sail and motor yachts/ships