

21st ANNIVERSARY YEAR

INTERNATIONAL Cruise & Ferry REVIEW

The global guide to passenger shipping

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With ever shorter refit windows, operators need reliable contractors who can deliver on time, says Paolo Passalacqua, president of Precetti

In any refurbishment project, time is of the essence. No matter how large or small the cruise line is, taking time out of a vessel's schedule to carry out a refit is extremely costly. Days in drydock equate to lost earnings, so the pressure is on to ensure that ships are kept out of service for as short a period as possible.

With an average drydock lasting from one to four weeks, refurbishment projects are extremely intense and time is almost always the biggest constraint. Work is usually planned months in advance and any delays can jeopardise the entire project, causing costs to escalate out of control.

Choosing the right vendors to engage with is key. Not only must they deliver high quality and safe installations, but they also need to be reliable and capable of meeting rigid timeframes. The stakes are high. It can take years to build trust between the vendor and the cruise line, and just one bad project to ruin it!

At Precetti, we understand the importance of reliability. Our heritage lies in shipbuilding and refurbishment, and over the last few decades we have adapted and expanded our

operations to meet cruise lines' exacting needs in the timeframes that they require. Today, we are working on active projects with all the major shipowners, and with our eyes set firmly on the refurbishment market, we are able to offer our clients a complete turnkey solution.

Quality and reliability are the pillars of our offering and we take full advantage of the strengths of all our companies – which cover everything from building and refits of public areas and venues, such as lido restaurants, outside bars and lounges, casinos, spas, beauty centres, passenger cabins and suites, galleys, pantries, bars, buffets and provisions stores, as well as ongoing maintenance as part of a comprehensive aftersales service – to execute on even the most demanding projects.

Cruise lines can realise multiple benefits from working with a one-stop shop like us. Because we are a manufacturing company, we can count on our own resources and ensure products are ready well before installation. We are also in a position to handle a great deal of prefabrication. This not only increases the overall quality of the final product, but it means we can

significantly reduce installation times during the hectic drydock period.

Being an established manufacturer, assembler, constructor and service provider gives us an edge that smaller, more specialised contractors cannot match. Cruise lines recognise this too; today, many are choosing to use fewer vendors and subcontractors. And they almost always only work with companies that they have previously engaged with. This helps to minimise risk, streamline workflows and reduce complexity in both the installation and maintenance stages.

The future at Precetti is an exciting one. Since we set up the company in Miami, US, more than seven years ago, our business has grown exponentially. Today, we are in a position to cater to the demands of our US customers, which are increasingly choosing to drydock nearer to their established cruise routes in American waters. Meanwhile, our headquarters in Italy continue to serve the needs of the flourishing European cruise ship industry. Looking ahead, as the Caribbean and Alaskan markets grow in popularity, we will also consider setting up bases nearby to serve these markets too. **C&F**

“Refurbishment projects are extremely intense and time is almost always the biggest constraint”



Paolo Passalacqua, president of Precetti

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