

# PRECETTI 'AS BUSY AS EVER'

By John Pagni

**H**aving been in the business for 65 years - the last four decades under the stewardship of **Paolo Passalacqua** - Precetti has established itself as a major force in the cruise ship and superyacht sectors. In addition to designing, making and installing turnkey catering systems, Precetti also supplies stainless-steel products, custom-made furniture and decorative materials (including bulk and deck heads) for catering areas, which of course comply with health and hygiene regulations set by the U.S. Centers for Disease Control's Vessel Sanitation Program.

Despite turmoil and uncertainty in the global economy, this year has seen Precetti as busy as ever. "In the three months April to June, we carried out 10 refit projects on six different ships in five shipyards on three continents, worth US\$18 million," says President Paolo Passalacqua. "All these commitments were received between last November to February, which required us to produce and then ship the equivalent of 250 containers of equipment and fittings in three months. This included all the necessary design to five locations around the world in Europe, the U.S. and Asia. We then carried out the outfitting that required 500 people working almost simultaneously to achieve the results we did. The projects were all completed on time, on budget and - I'm pleased to say

- met with the demands and satisfaction of our ship-owner customers."

The projects were diverse and challenging. Princess Cruises' ms Golden Princess got a new Horizon Court in just 12 days while in San Francisco. Fellow Princess fleet member the ms Island Princess had its Horizon Court work carried out in Trieste, where it also received 13 new standard cabins, 34 new suites and had its casino and Explorers Lounge upgraded in 25 days. To finish off the Princess contracts, the ms Dawn Princess was the third to have its Horizon Court plus its Terrace Café renewed in Singapore, again in 12 days. Meanwhile, similar projects were taking place elsewhere in the world, starting with a brand-new feature aboard the ms Pacific Jewel called The Pantry; this was completed in Singapore in just 11 days. The creation of Tillberg Design of Sweden, it is the subject of a short clip that can be seen on youtube starring TDoS designer **Petra Ryberg-Bid** and featuring Passalacqua ([www.youtube.com/watch?v=rwOTTHWwHqo](http://www.youtube.com/watch?v=rwOTTHWwHqo)). Yet another project was a weeklong sprucing up in Marseille of Oceania Cruises' Riviera to maintain its high-class standards. Lastly, a crew pantry project for the ms Seabourn Sojourn was completed during the same time frame in Genoa.

"The only way to carry out such engaging work is to remain very focused;

to have good teamwork from the project manager to those unloading the containers; and to follow a common, clearly laid-out path with priorities written in stone," Passalacqua points out. "Organization and planning is the name of the game, and the rest is to have everything in place. We have a large factory that is capable of meeting high-quality demands and a design office that can create in stone or steel and any materials in-between to come up with ideas ranging from B15 prefabricated cabins to glass displays or whatever is needed."

Passalacqua goes on to quote the Precetti company motto: "No matter what," which means no compromise on quality, to be punctual and to keep to the project's budget. "This is the way we approach our business," he states. "The only thing that counts is that when the project is over, you have a happy client. Because a happy client will come back and keep coming back - as they have done." To assure past, current and future customers, Passalacqua says that although he has been in his job for 35 years, he intends to stick around - as he has no plans to retire any time soon. ■

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