



VERSILIA SUPPLY SERVICE

WORLDWIDE MEGAYACHT SUPPLIER



B2B PRESENTATION

VSS - The History, mission and vision

Versilia Supply Service (VSS) is a yacht supply and support company that provides the world's finest yachts with the literally anything that they may need from engine room equipment and spares to gourmet foods and offers a worldwide delivery service.

Our headquarters are in Viareggio and we have offices In Livorno, Italy, the home of the Italian luxury yacht industry, thus placing us in a unique position to obtain yacht spares and equipment from the world's most prolific yacht builders and marine component manufacturers.

At Versilia Supply we specialize in offering a bespoke, personal and professional service.
Our aim is to supply "anything, anywhere, anytime" globally from our extensive warehouse.

THE MISSION

To Guarantee an efficient 360° supply service to megayachts and shipyards at competitive prices and at high quality standards.

THE VISION

To become one of the European leader in the Megayacht Supply industry through the full satisfaction of our customers.



VSS - Numbers and Skills

2015->2016

Company turnover: **+30%**

N° employees: **31**

Internal departments: **3 macro Departments**

Administration

Sales

Logistics

10 Service Departments

Bridge

Deck

Cordage

Engine

Fovod&drink

Galley

Interior

Newbuild

Safety

Watersport

Clothing



Certifications: **ISO9001**

Supply Partnership:

Benetti

San Lorenzo



Distributor for: **+50 brands**



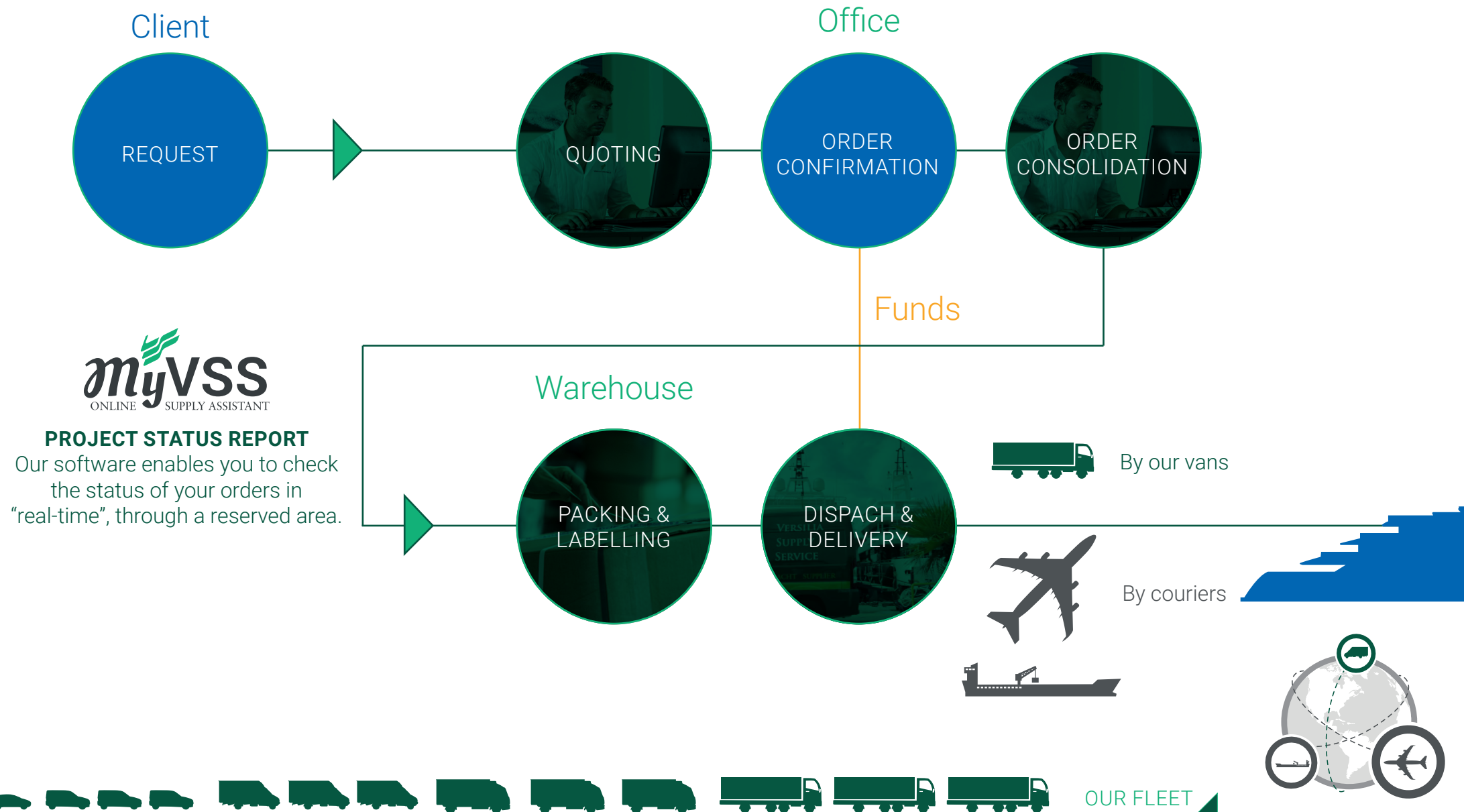
N° clients from 1985: >10000

Average n° clients for year: 1137

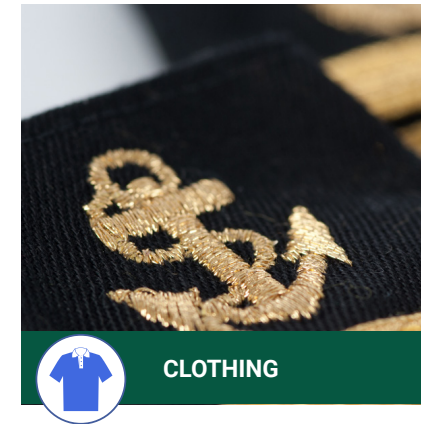
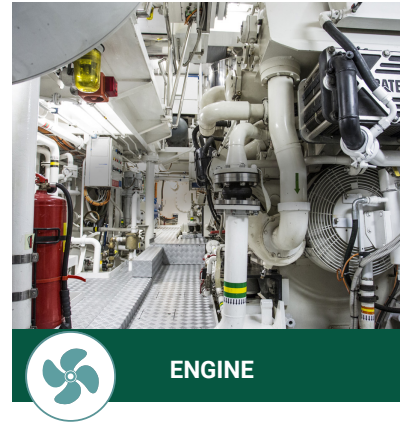
Average Mt yacht served: 63,47mt

Biggest served yacht: 164mt

VSS - Supply Procedure



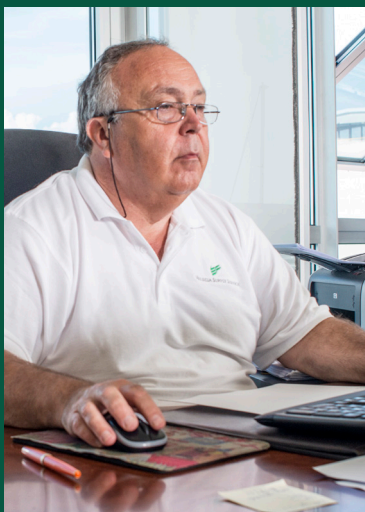
VSS - Our Services Departments



We can source any product of any brand and origin

VSS - Meet the Team

GIULIANO TOMEI (CEO)



Came from merchant ship experiences as Captain and he did stop ashore on 1981 working 5 years for a large merchant ship supplier company getting large experience on sourcing parts.

On 1985 GT started VSS in partnership with 2 merchant ship's owners. Up to 1990 VSS did supply either Merchant ships and yachts. In 1991 the decision to supply only yachts was made. By the above story we can say that VSS is one of the oldest yacht supplying company in the world.



Renza Manfredi
Marco Fillogari
Elena Dolfi
Michela Stefani



Andrea Raffagnagi
Nicola Del Carlo



Marco Musso
Matteo Olivieri
Andrea Marcucci



Alessandro Riccio
Donato Mastropietro
Alfredo Della Latta
Marco Baccelli



Paolo Cei
Daniele Tomei



Roberto Tedeschi
Sergio Barozzi
Luca Salzano



Fabrizio Soraggi
David Polloni



Stefano Benedetti
Silvia Montagnani



Stefano Tomei
Giancarlo di Vanni



Simone Cecchini
Filippo Sassano



Cosimo Bologna
Gabriele Cosignani
Francesca Del Dianda
Giacomo Angeli
Marco Puglisi
Alice Cusimano



Tara Richmond
Valentina Basciu
Sheyla Santi

THE GROUP

- VSS
- MARINE STORE
- RICHMOND'S
- HPS
- WYS



VSS - Worldwide Shipping And Logistic

BY OUR FLEET OF TRUCKS

We deliver throughout
Europe and the
Mediterranean Area



BY COURIERS

We deliver worldwide

THE BUYING POWER

We are Cheaper Than Your Corner
Chandlery Shop!
Our large stock and turnover
guarantee the lowest prices.

THE QUALITY OF THE SERVICE

At VSS we will always give you an immediate
and clear feedback as well as an efficient response
to whatever you may need.

FAST DELIVERY

By our own fleet of vehicles we are very efficient
in terms of both costs and speed, but we don't stop there,
if your delivery has to go further afield then we have
long-standing relationships with international carriers
to check that your order will be delivered seamlessly.

OPERATIVE OFFICES

VIAREGGIO

HEADQUARTER

Via M. Coppino, 423 (LU) - 55049 - ITALY

WAREHOUSE

Via Paolo Savi, 381 (LU) - 55049 - ITALY

LIVORNO

CENTRAL OFFICES

Piazza Giovane Italia (LI) - 57126 - ITALY

PALMA DE MALLORCA

BRANCH OFFICES

Club de Mar. Muelle Pelaires s/n - 07015 - SPAIN

SHIPPING & LOGISTIC

SARDINIA

PICKUP & DELIVERY POINT

Centro Commerciale Marina Casa B int. 11/c I-07021

Porto Cervo (SS), Sardegna, Italy

ASIA

PICKUP & DELIVERY POINT

(Visun Tuscany Yacht Repair Service Center), Hedong District Sanya City, Hainan Province, PRC

MARSEILLE

PICKUP & DELIVERY POINT

Marseille Shipyard, 31st of March Street - ISL 1041 - Senglea

MALTA

PICKUP & DELIVERY POINT

Malta Shipyard, Boulevard des Bassins de Radoub Formes 5 - 6
13002 - France

VSS - Major Customers



and many more...



Go to: myvss.versilia.it
and click Register

“MY VSS” the new online supply assistant that will help customers to keep a full control of your orders, providing both inventory & account files which may be imported into the yacht management software.



Check your orders



New quotations



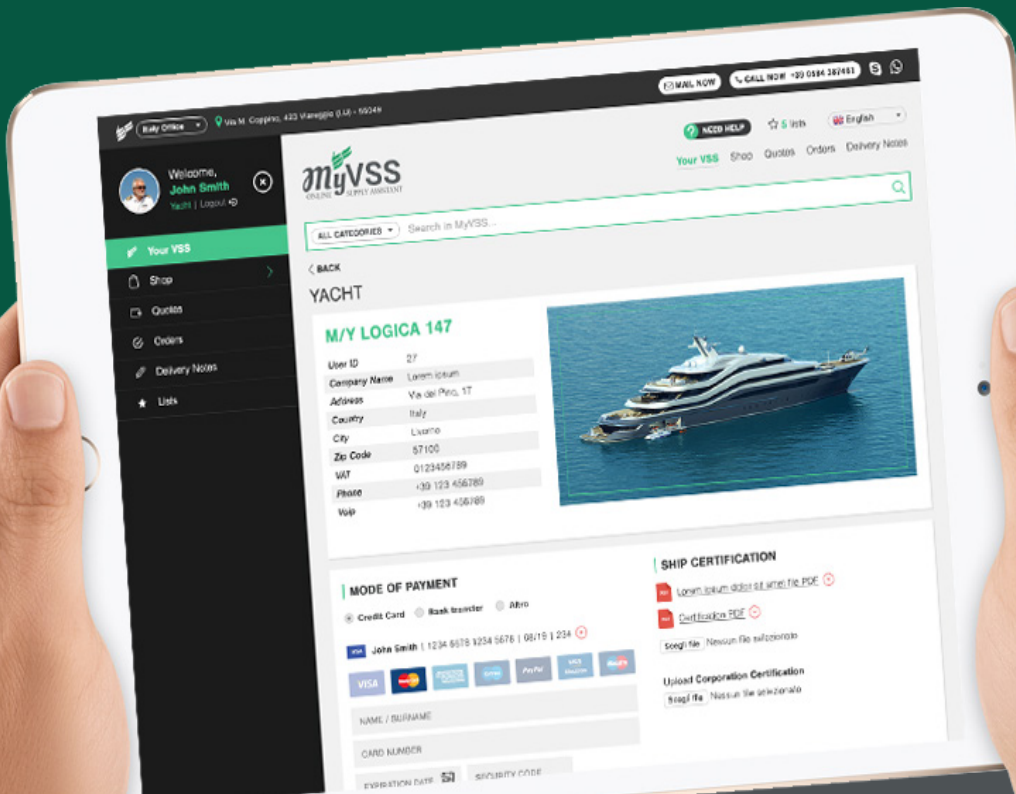
Track your shipments



Recommended lists



Shop online, with more than 100.000 Products





VERSILIA SUPPLY SERVICE

WORLDWIDE MEGAYACHT SUPPLIER



SUPPLY PROCESS

VSS - Recommended List

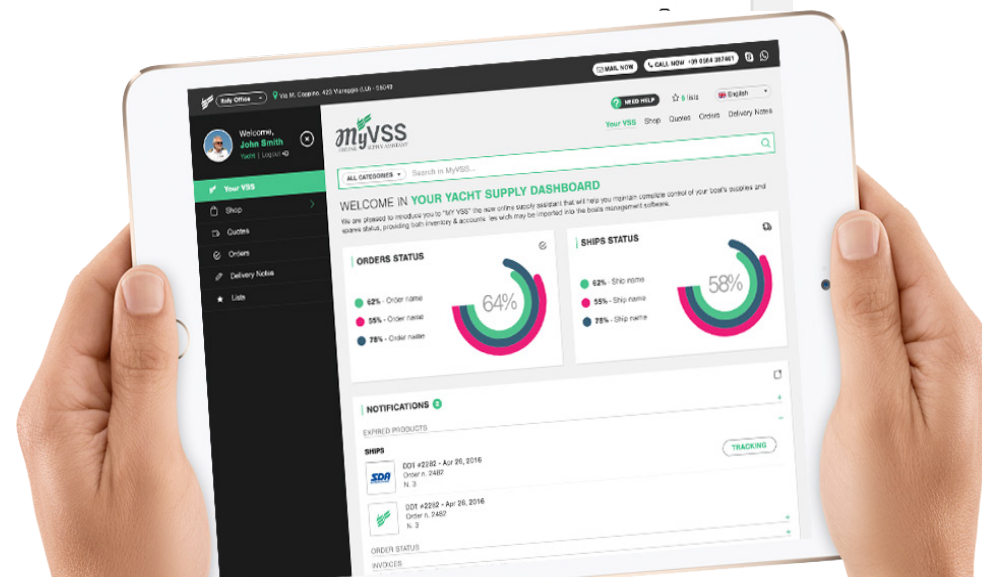
The screenshot displays the myVSS web application interface. At the top, there's a header with the 'Italy Office' location, contact information, and a 'MAIL NOW' button. A user profile for 'John Smith' is visible on the left. The main navigation bar includes 'Your VSS', 'Shop', 'Quotes', 'Orders', and 'Delivery Notes'. The 'Your VSS' sidebar lists 'Shop', 'Quotes', 'Orders', 'Delivery Notes', and 'Lists'. The main content area shows 'Saved Lists' with a table of lists and their product counts. A 'Show' button is present next to each list entry.

List Name	Products	Action
Deck 12gotme	10 products	Show
Engine Paul 12/03/2017	458 products	Show
Provisions for Crew	129 products	Show
List 234	10 products	Show

We can assist yachts and shipyards with recommended lists for each vessel department such as engine room spares, deck, bridge and safety equipment but at the same time we're happy to work on wish lists prepared by the customers and quote the specific items required.

Furthermore from the very beginning of the supply process our customers can get a username and password to use a new app the we recently launched to keep control of every single passage status (quote, order, shipment, invoicing).

More info on myvss.versilia.it



1- Quote



Client:

Delivery to:

Page:
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QUOTE #. 2.482

Date: 22/04/2016

P.O.:

Sales Man: giancarlo

Dept: Coperta - Deck

Pos.	Description	Brand	Part #	Unit	Q.ty	Price €	Disc. %	Total €	Tax Code
1	Shurhold Manico Teles. 855			Pc	12,00			100	
2	Extra Large Softi Brush Deck 10 "Blue	Shurhold	975BA	Pc	12,00			100	
3	Shurhold Adattatore Curvo 102CH			Pc	6,00			100	
4	SHURHOLD 103 H ADATTATORE			PZ	6,00			100	
5	Bugliolo di Plastica Lt 15			Pc	18,00			100	
6	Swobbit 21414 Rasiera in silicone 14"			Pc	40,00			100	
7	Shurhold 265 Supporto per Rasiera in silicone			Pc	2,00			100	
8	Shurhold 285 Quanto lavaggio			Pc	20,00			100	
9	AwlWash - Awlgrip Sapone - 1USG	AWL GRIP	101217	Tn	20,00			100	
10	Spingiacqua "Raclette" Cm 70			Pc	20,00			100	
11	Pelle sintetica AION VSS in PVA Multicolore Mix colors			Pc	30,00			100	
12	Shurhold Redazza Camoscio 117			Pc	20,00			100	
13	Monichetta Bianca 19x24 4x50 mt				200,00			100	
14									
15	Single Green Pulitore concentrato 1 USG	SIMPLE GREEN		Tn	40,00			100	
16								100	
17	Polish StarClean	STAR CLEAN		Tb	200,00			100	
18	Autosol Metal Polish 75 ml Tube			Tb	30,00			100	
19	Collinite 850 cera per barche	Collinite		Pc	5,00			100	
20	Collinite 845 cera per barche	Collinite		Pc	5,00			100	
21	Swobbit 56306 Panno Microfibra "TERRY" Pacchi da 9			Pk	22,00			100	
22								100	
Follow									
This quote is valid for 30 days. No EU supplies at subjected to Exchange Rate fluctuations, Customs/Duty fees Inbound & Outbound freight charges will be applied									
Total Stuff		Discount %:	Disc. Import	Packing Handling:	Customs:	Transport:	Total Net:		VAT:
Bank Details:						Signature for Acceptance		Total Document:	
Payment Term: Rim. Diretta 30 gg. Data Fattura								€	

VERSILIA SUPPLY SERVICE S.R.L. Worldwide Megayacht Supplier - A: Via M. Coppingo, 423 - 55049 VARECO (GO) - T: (0584) 387461 - F: (0584) 388145 - M: info@versilia.it - W: www.versilia.it - P.A.M. IT 0238940468 - REA Lucca: 221760 - Reg. Soc.: Lucca 0238940468 - C.S.: C100.000 I.s.

2 - Order Confirmation



Client:

Delivery to:

Page:
1 / 5

Order Confirmation #. 2.721

Date: 29/04/2016

P.O.:

Sales Man: giancarlo

Dept: Coperta - Deck

Pos.	Description	Brand	Part #	Unit	Q.ty	Price €	Disc. %	Total €	Tax Code
1	Shurhold Manico Teles. 855				12,00			22	
2	Extra Large Softi Brush Deck 10 "Blue	Shurhold	975BA		12,00			22	
3	Shurhold Adattatore Curvo 102CH				6,00			22	
4	SHURHOLD 103 H ADATTATORE				6,00			22	
5	Secchio Blu 16 Lt con strizzatore				16,00			22	
6	Swobbit 21414 Rasiera in silicone 14"				40,00			22	
7	Shurhold 265 Supporto per Rasiera in silicone				2,00			22	
8	Shurhold 284 Quanto lavaggio		284		20,00			22	
9	AwlWash - Awlgrip Sapone - 1USG	AWL GRIP	101217		20,00			22	
10	Spingiacqua "Raclette" Cm 70				20,00			22	
11	Pelle sintetica AION VSS in PVA Multicolore Mix colors				30,00			22	
12	Shurhold Redazza Camoscio 117				20,00			22	
13	Monichetta Bianca 19x24 4x50 mt				200,00			22	
14								22	
15	Single Green Pulitore concentrato 1 USG	SIMPLE GREEN			40,00			22	
16								22	
17								22	
18	Polish StarClean	STAR CLEAN			200,00			22	
19	Autosol Metal Polish 75 ml Tube				30,00			22	
20	Collinite 850 cera per barche	Collinite			5,00			22	
21	Collinite 845 cera per barche	Collinite			5,00			22	
Follow									
This quote is valid for 30 days. No EU supplies at subjected to Exchange Rate fluctuations, Customs/Duty fees Inbound & Outbound freight charges will be applied									
Total Stuff		Discount %:	Disc. Import	Packing Handling:	Customs:	Transport:	Total Net: €		VAT:
Bank Details:						Signature for Acceptance		Total Document:	
Payment Term: Rim. Diretta 30 gg. Data Fattura								€	

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VSS - Packing & Labelling

	VERSILIA SUPPLY SERVICE		
M/Y SAMBARIO			
ITA: Anodo tipo Condaria			
ENG: MEBA.prova.003			
BRAND: FONP		PARTN°: NR22600	Q.TY: 1000,88

Item label

www.versilia.it		myvss.versilia.it
VERSILIA SUPPLY SERVICE		
M/Y SAMBARIO		
O.F. 41521		O.C. 85985
5010610-16038		
DEPARTMENT: FOOD&DRINKS		SALES MAN: BENEDETTI

Package label

Our personnel in the warehouse will barcode and label all goods in order to keep track of every item and every package. This procedure enables both VSS and the customer to know the actual position of all parts anytime.

All incoming items are unpacked upon their arrival and re-packed into our packages at the time of shipping.



3 - Invoice



Invoice #: 3.744

Client:

Delivery to:

Page: 1 / 3

#.3.744

Date: 21/10/2015

P.O.:

Sales Man: giuliano

Dept: Coperta - Deck

Pos.	Description	Brand	Part #	Unit	Q.ty	PRICE €	TOTAL €	Tax Code
1	Rif. DDT Num. 5271 del 07/10/2015 14:52:26 (giancarlo) *****						0,00	
3	NASTRO DA PACCHI E TRASPARENTE			Rl	30,00			22
4	Mille bolle x copertura "pluribo"			Kg	25,00			22
5	Filo Cerato rotolini 2 oli each (Yellow, Red, Blue, White, Black, Green)			Pc	12,00			22
6	KIT IMPIOMBATURA SELMA			Sc	3,00			22
7	Pozzame Colone Magliette			Kg	200,00			22
8	Spray Nine da 1 USG	SPRAY NINE		Tn	40,00			22
9	Simple Green Pulitore concentrato 1 USG	SIMPLE GREEN		Tn	40,00			22
10	CONTENITORE GRADUATO LT 0.600			PZ	50,00			
11	CONTENITORE GRADUATO LT 1.400			PZ	50,00			
12	CONTENITORE GRADUATO LT 2.300			PZ	50,00			22
13	PENNELLO ECONOMICO MM 50			PZ	50,00			22
14	PENNELLO ECONOMICO MM 20			PZ	50,00			22
15	STECCHI PER VERNICI PZ 20			Bs	10,00			22
16	Vacuum 20 lt	Bosch	Gas 20 L	Cd	2,00			22
17	CARTA PAPERELLA CM 85			PZ	10,00			22
18	FERNOVIS SPRAY ML 400 WHITE			PZ	6,00			22
19	FERNOVIS SPRAY ML 400 RED			PZ	6,00			22
Follow								
Total Goods:		Discount %:	Discount Amount:	Packing Handling:	Custom:	Transport:	Payment Fees:	Total Net:
								VAT:
								</



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WORLDWIDE MEGAYACHT SUPPLIER



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