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**Saunders Yachtworks and Marina Pez Vela Form Strategic Alliance**

*Gulf Coast and Central American Yacht Facilities to Collaborate on Service, Training*

**Gulf Shores, Ala.** – Coastal Alabama’s Saunders Yachtworks and Costa Rica-based Marina Pez Vela have formed a strategic partnership that will allow the two full-service yacht yards to capitalize on their overlapping customer bases.

For Saunders, the affiliation offers an enhanced sales and service reach into Central America, while the Yacht Yard at Marina Pez Vela will benefit from an increase in educational and training opportunities.

“It is important for us to acknowledge the fluidity of the sportfishing and cruising communities in the Gulf of Mexico and Central America,” John Fitzgerald, CEO, Saunders Yachtworks said. “The amount of our customers who travel regularly to Costa Rica continues to grow, and aligning ourselves with Marina Pez Vela in Quepos will allow us to provide them with even better service support.”

According to Jeff Duchesneau, General Manager of Marina Pez Vela, the partnership will provide the Yacht Yard with training opportunities during projects completed at their facility in Costa Rica as well as the Saunders facility in Alabama.

“We’re thrilled to be affiliated with a yard in the States that has this level of expertise,” Duchesneau said. “Having the technical and managerial staff at Saunders available to provide education and training to our staff will allow us to take our service offerings to the next level.”

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Both companies will support each other at regional events like sportfishing tournaments and boat shows.

### **About Saunders Yachtworks**

The Saunders family has been in the marine service business in coastal Alabama since 1959. With skilled technicians and craftsmen in all areas, Saunders manages projects ranging from routine maintenance to major refits and repowers. The company operates a full-service yacht yard in Gulf Shores that accommodates vessels up to 130 feet with a 165-ton lift. This facility also provides long-term dry storage for vessels 50 feet and under. A second yard, located in Orange Beach, offers 60-ton lift capacity with full-service and do-it-yourself options, as well as a ship's store featuring a wide variety of boating products. For more information, please visit [www.saundersyacht.com](http://www.saundersyacht.com).

### **About Marina Pez Vela**

Marina Pez Vela is Costa Rica's only full-service marina, offering 195 wet slips for vessels up to 200 feet, dry storage and a 200-ton Marine Travelift. The marina hosts four major billfishing tournaments from January to April each year, including the Offshore World Championship. Onsite amenities include six restaurants, an Italian gelato shop, a wide selection of clothing boutiques, a tour center and two- and three-bedroom rental villas. For more information, please visit [www.marinapezvela.com](http://www.marinapezvela.com)

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Saunders Yachtworks



Marina Pez Vela