

SENEGAL


We start our review of the news from **Senegal** since the activity of **BCA-Demco** and **Gianipa**, our subsidiary company in the country, has been the main commitment of our organization in recent months. We remind that in Senegal we operate in various sectors: **construction of wooden furniture, boat building, nautical tourism**. We also started at the end of last year a **social project** (called **project Sénévoile**) in the nautical field, setting up and managing a sailing school in order to promote the practice of sailing between Senegalese young people. The most significant event of the period concerns this project: on 30 and 31 August we have organized at our **sailing school in Ndangane** (a village situated 150 km south of Dakar) the **first Optimist race** for the best pupils of the school. What makes this event particularly gratifying for us is that the race was the first one in the country organized for local people and not for tourists or foreigners. The occasion of the race was provided by the conclusion of a two-month sailing course taught by an Italian boy 19 years old, Edoardo Borgia, excellent sailor in the Laser class. The event was attended by the twelve best students of the school, who competed on Saturday in a series of 8 races for selecting the 7 finalists. On Sunday there have been the final races in seven rounds and the ceremony of the podium. Blessed with a good wind and good weather conditions the race was a great success and it has been a pleasure to see the young sailors fighting with passion, enthusiasm and motivation, while having fun and keeping an admirable fair play in the hard competition. The technical level was more than acceptable, considering that none of the boys until a few months ago had never even dreamed of setting foot on a sailboat. The official and declared object of the **Sénévoile project** is to **prepare a Senegalese team for the Olympic Games** and the road to be made in order to achieve it is still long, but the foundations were laid: some of the helmsmen showed a certain talent and we are confident that they can emerge and maybe even champions. A special thanking has to be given to Edoardo, who not only did a great job from a technical standpoint, but has also lived with a lot of cheerfulness and enthusiasm a beautiful human experience. If there are other young sailors who want to contribute as volunteers to our project we are ready to consider it and we can assure that they will not be disappointed. Thanks also to our Senegalese employees who worked for the success of the event and to the local public who followed the event with interest. The “show” has aroused the curiosity of the local media as sailing is a sport at the moment practically unknown in Senegal. The event was attended also by an Italian journalist, who published an extensive report on the initiative on the site of **Gazzetta dello Sport**, the main Italian sport newspaper. Encouraged by this success, we have scheduled for December the organization of another race, which would be a true National Optimist class Championship (the first one, of course), as the boys in our school could compete with those of two other sailing clubs (the only existing in Senegal) which, encouraged by our initiative, are starting sailing courses. We take this opportunity to thank all those who contributed to the initiative, as the **LNI-Milan** or **Como Yacht Club**, providing us with boats that have known in Africa a new youth performing a useful social role.

As far as concerns the commercial activity of our Senegalese subsidiary **GIANIPA** we are continuing to operate in our nautical base in Ndangane proposing boat rental and sailing tours for tourists on the wonderful Sine Saloum Delta onboard the catamaran “Sirène du Saloum” and the other boats (sailing cruisers, dinghies and a traditional pirogue) of our fleet. The period from October until May, after the end of the hot and rainy season, is the best for travelling and navigating in the country. For information on our nautical activities in Senegal please visit the website www-voile-senegal.com

We had reported in the last newsletter the new activity that we started last year in the field of **wooden furniture**. The activity has entered into the operative phase and it seems to have good perspectives.

We inform our readers living in Milan that in our headquarters in Via Ricciarelli 21 we have set up a small showroom where you can see, test and, hopefully, buy the wooden furniture imported from Senegal (branded **Demco Design**), including in particular items of the **Pirogue series**, of the **Bois-Wax** (wood-fabric) series and the **garden furniture** in iroko. For information and prices, please visit the site www.demcodesign.it

Demco Design



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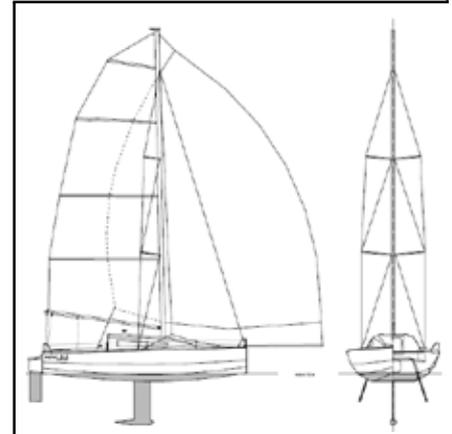


Boat building and yacht design courses

We are restarting, after a few years of interruption, to organize our courses in boat building and yacht design. We had held regularly courses from 1999 to 2008, and they had been attended by many participants who had appreciated them. We are therefore pleased to propose them again to our readers.

The **Yacht Design Course** will take place at our headquarters in Milan. According to the preferences expressed from our clients we have seen that the formula of holding the course in two consecutive weekends is preferred over the alternative that we had proposed in our previous Newsletter of an evening course “smeared” over a longer period. We have therefore established for this course the dates of **October 25 and 26** and **November 1 and 2**. The course shall be “full immersion”, from 10 am to 6.30 pm, and it will have a mainly practical character: the participants, shared in small groups, will elaborate a preliminary plan of a boat of their choice under the guidance of instructors. No special knowledge or experience is requested for attending the course, but we give it for granted that participants have some practice in the use of computers and a basic knowledge of sailing principles. The theme of the course is the **design of a small sailing cruiser around 6 or 7 m of modern design**, intended for amateur construction.

Yacht Design course



The **Boat Building Course** will be held in a laboratory of Paderno Dugnano, 15 km north of Milan, over **three consecutive week-ends in February 2015**, starting the **7th of February**. Also this course is mainly practical and shall consist in the complete construction (except finishing and painting) of a **small dinghy with the stitch and glue system**. Students who may be interested in building a boat for themselves during the course can contact us and if the boat of their choice meets the scope of the course we will be happy to build it together during the course.

Boat Building course

All the details of the two courses, programs, and costs can be found on the page “**courses**” of our website.

Since the courses are limited to a maximum of **12 people** we invite those who are interested to report it as soon as possible.



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Awards

We are pleased to inform our readers that **BCA-Demco** and his collaborators have received two important awards by authoritative institutions:

Woodenboat Design Challenge IV

A boat motor designed by Matteo Costa and Enrico Macera of **BCA-Demco** was ranked in second place in the competition that every year **Wooden Boat**, the world's most popular magazine in the field of wooden boats, promotes for professional and amateur designers from all over the world. The theme of this year's competition was a **modern wooden runabout**. The boat that we proposed, called **Capriccio**, takes inspiration in its hull lines from the **typical racers of the twenties**, with the driver's seat at the stern, but it completely changes the deck design, which allow a comfortable cockpit in the fore part of the boat.



XXIII Compasso d'Oro - Targa Giovani

The boat **El Niño**, designed by **Matteo Costa** in collaboration with the **Politecnico of Milan**, won the **Targa Giovani**, a section of the prestigious award **Compasso d'Oro**, given annually by **ADI** (Italian Designers Association) to the best products of Italian design. The boat, which had already been presented to our readers, is a **mini-skiff designed for kids** who want to go from the Optimist to more demanding dinghies.



BCA-Demco plans

Not many news in this field since our last newsletter of April. We have completed the plans either in Italian or in English of the boats of the **Kiss series**. The plans are of dinghies with a chine hull to be built in stitch and glue, designed to be compatible with the use of rigs, rudders, centerboards and other fittings of popular dinghies such as Laser, 470 or flying Junior. We intend to build the prototype of one of these boats during the boat building course in February 2015.



Research & Development

The **R & D** compartment of our company is, as always, dynamic and active. Lately it has been busy in studying a variation, or an improvement, of a "floating object" which is meeting a surprising popularity in Italy and in many other countries. We refer to the SUP (Standing Up Paddle), the board on which a paddler, in a precarious and uncomfortable position, moves on the water, generally at low speed and with a considerable effort. There seem to be plenty of space to improve this kind of "boat". What we are working is not exactly a SUP. It may be indicated by the acronym **WOW (Walking on Water)** and it seems much more efficient. We cannot, given the absolute secrecy of the final prototype that we are still developing, provide too much information or drawings on it, but we are happy to show some photos taken during the many unsuccessful tests made in order to arrive to a reliable and practical product. We think that these images confirm the seriousness and constancy with which our personnel pursues the project. We will keep you informed of the developments.

