IBI INTERNATIONAL BOAT INDUSTRY

Guidi lands in the United States

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Guidi America Inc. has been incorporated in Florida to develop the business across the US

Guidi Srl, the Italian manufacturer of valves, filters, water intakes, and accessories for the yachting and naval industries has just opened its subsidiary Guidi America Inc. in the United States.

The new company is based in Saint Augustine, on the Atlantic coast of Florida - the heart of US yachting. Guidi America will also be able to rely on a warehouse in the area, allowing it to guarantee prompt and fast service at all times.

Joseph Schneider, Guidi America

Guidi America will be headed by Joseph Schneider, a professional with over 20 years of marine experience, both in the United States and abroad, including several years at American trim tab systems manufacturer Bennett Marine and his recent collaboration with distributor Exalto Emirates in Dubai, where he was selling in the Middle East.

Guidi America is an independent company controlled by the Italian parent company. Guidi America is indeed a member of NMMA-National Marine Manufacturers Association, the professional association gathering the leading American yachting brands, and of ABYC-American Boat and Yachting Council, the organization that develops safety standards for the entire recreational boating industry.

The above memberships are aimed at ensuring a faster penetration of a market that requires compliance with appropriate rules, standards and clearly defined procedures, from certifications to product labeling. One of the first events Guidi America will participate in is the IBEX show, to be held in Tampa, Florida, from 3 to 5 October 2023 (*booth 2-213*).

“We are delighted to have established Guidi America - a project we had been working on for some time. The American market is particularly interesting for us, not only because of the figures it generates. We do believe that the world-class quality of our products - all Made in Italy - and their outstanding durability and sustainability can effectively meet the needs of American shipyards and boat owners, who are looking for reliability and practical solutions and want to be able to rely on fast and timely supplies”, states Daniele Guidi, Quality & Sustainability manager.

Equipment Manufacturers