

# IBI<sup>®</sup>

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*The business of boating*

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Growth gathers momentum  
as stars finally align

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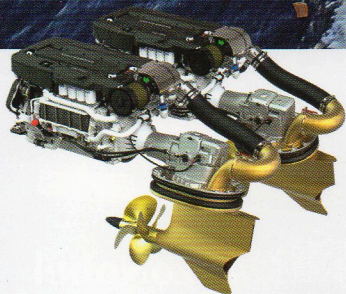


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#### CRANCHI

The builder used boot Düsseldorf to launch its new XT 36 – billed as a ‘crossover’ yacht, with the planing hull of a cruiser, but with interior volumes more in keeping with a trawler-style vessel. The ‘X’ stands for ‘Extra’, says Cranchi, signifying the generous hard top covering its main deck. Alongside the XT

36, Cranchi showed a facelift of its best seller, the M44 HT, and the Endurance 30 it introduced in Cannes last September.

For the 2018-2019 season Cranchi is planning a new sportsboat of around 26ft in both inboard and outboard versions and facelifts to a number of other models. It also has plans at the top end of its range with the introduction in September 2019 of the Magnifica 78. Cranchi has seen slow, steady growth in sales for its 2016-2017 season, according to Paola Cranchi, who confirmed to *IBI* that its Italian and European markets had been growing for the past two years, and that it was expecting this trend to continue through 2018.

