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**SORAYA**  
YACHTS

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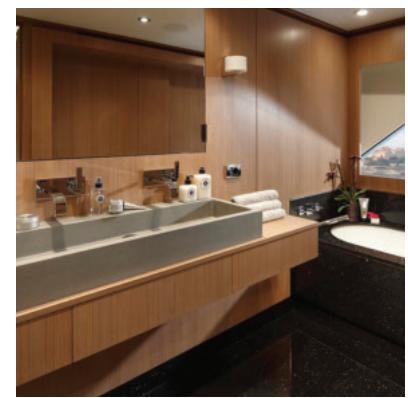
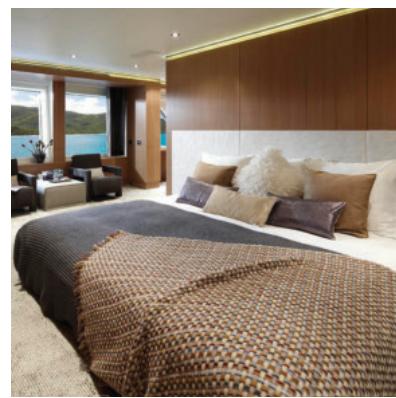
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Recently, listening to a broadcast containing a litany of bad news, I was reminded of a decision I made long ago to embrace an endearing trait of my adoptive home's culture. Optimism. Where I grew up a healthy dose of "realism" was, and still is, the norm. Ok, let's call it what it is—pessimism. Shortly after I moved to the U.S. years ago, I found out there was a real charm to that other way of seeing the world. It was after Hurricane Andrew, a small but catastrophic hurricane, had unleashed its fury on the Miami metropolitan area. Many South Florida neighborhoods were destroyed. The Burger King headquarters had a gaping hole, several stories high, in one wall. Amid all of the destruction, an awkward spray-painted sign on the side of a roofless house stood out. The bold letters spelled out a message from the homeowner. "Nice try!" To me, a newly minted U.S. citizen, that message summarized a particular blend of humor, defiance and optimism that is utterly American. These also are qualities that many believe will help normalize things in the U.S. (see our article on the Relevance of the U.S. market) after a

financial hurricane toppled companies, depleted finances and undid years of growth. One of the many casualties of the recession was giant boat builder Genmar. When we spoke with Chairman Irwin Jacobs at the 2008 Miami boat show, he was on top of the world and had major plans to expand both his company's boat lines and his markets. Instead, nine months later, he filed for bankruptcy. He's emerged again with a new company and familiar brands, including the sleek Italian-designed Marquis line. He accepted our request for a follow up interview. We could not help but ask if after this tumultuous, humbling and financially devastating episode he still considered himself an optimist. Turn to the article in this issue for the not-so-surprising answer. One of his tactics will be to stay on the cutting edge. Our feature on yacht design firm Redman, Whiteley, Dixon quotes American automobile visionary Harley J. Earl. Years ago, car manufacturers were already in trouble and he pointed to "poor" or "improperly timed styling" as the most likely causes for their financial trouble. There is a lot more to read and see. So settle comfortably and leaf through our pages. We hope you will find in the outstanding yachts and people featured in this issue further causes for optimism.



**Cecile Gauert** Editor in Chief



February 2011

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# MAKING WAVES



## New from Palmer Johnson A 210' streamlined trideck

This innovative 210-footer from Wisconsin-based Palmer Johnson is a trideck that looks very much like an open sport yacht. The new flagship's sleek profile recalls the PJ 170 (the first two hulls of the current flagship of PJ's all-aluminum sport series are now close to completion), with a vertical bow and big round portholes. The PJ 210 combines the best of different worlds. From conventional displacement-style tridecks, which Palmer Johnson has built in the past, it borrows generous open and enclosed spaces for creature comfort. Two spacious salons, a formal dining area and a cinema are available for indoor entertainment. The large ondeck master suite features huge circular windows and a fold-down balcony. Guests will enjoy four private lower-deck staterooms, a gym, sea terrace and sauna. Generous crew quarters, with a mess, accommodate up to 14. Outside, two swimming pools are available, one on the aft deck and one on the foredeck. A possible layout choice moves the dining area to the upper deck, opening up the entire aft main deck for a large pool and beach club. The owners enjoy a discreet and private access to their own sundeck area, via stairs that disappear into the mast. A helicopter can touch and go on the foredeck, where a closing mechanism allows the crew to promptly convert the pool into a helipad (an optional feature). From the open-style sport series, the Nuvolari & Lenard-designed PJ 210 borrows a streamlined profile and great allure, although the nearly vertical bow is not just for looks; its design helps give the yacht superior sea-keeping abilities, according to the builder. For comfort at low speed and anchor, the yacht features a gyroscopic stabilizer system and at-rest dynamic stabilization. A tender garage ensures the streamlined profile is preserved. Custom paint schemes are available, and PJ has already demonstrated its ability to pump up the volume in this area, with each of the hulls in the sport series featuring its very own identity and color. This new PJ, the first of which has already been sold and is expected in the spring of 2011, is designed to appeal to today's more relaxed yachting culture, PJ says. Still, if work is required, owners and guests will be able to stay in touch with the outside world through a multitude of communications equipment and Wi-Fi connections, no PC required.

FOR MORE INFORMATION, CONTACT MIKE KELSEY, PHONE: +1-920-746-6342, E-MAIL: [MKELSEY@ITOL.COM](mailto:MKELSEY@ITOL.COM) OR WEB: [PALMERJOHNSON.COM](http://PALMERJOHNSON.COM)

LOA: 208' (63.47m) - BEAM: 31'2" (9.5 m) - DRAFT: APPROX. 9'6" (2.9m) - FUEL CAPACITY: 21,134 GAL. (80,000 L)

FRESH WATER CAPACITY: 3,170 GAL. (12,000 L) - MAIN ENGINES: 2 x MTU 16V4000 ADEC M93L DIESEL ENGINES - ENGINE RATING: 3440kW (4611 BHP) @ 2,100 RPM

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## The ultimate ocean SUV Blohm & Voss 120

Blohm & Voss has released details of a new project that the German custom shipyard, accustomed to building some of the world's largest private yachts, will build for the right owner. The B+V 120 is designed as a worldwide cruiser offering maximum possible comfort for the owner and 16 guests plus space for extensive exploration equipment. The advanced propulsion plant (featuring diesel-electric propulsion with three pod drives) has been chosen to minimize noise and vibrations and maximize maneuverability and performance, while respecting the environment. Maximum speed will be 18.5 knots. Panoramic views, a dedicated owner's deck on two levels, a swimming pool, a beach club, two heliports and enormous storage capacities are some of the bells and whistles included in this spectacular vessel. Eight guest cabins are available. But so is space for a seaplane, an amphibian car and a nearly 28' submarine. Blohm & Voss is presenting the B+V 120 MY/X as the ultimate "SUV" at sea. And one more thing... to make one-of-a-kind memories for owners and guests, the yacht accommodates up to 50 crewmembers.

FOR MORE INFORMATION, E-MAIL [CRISTIAN.SCHWARZWAELDER@THYSSENKRUPP.COM](mailto:CRISTIAN.SCHWARZWAELDER@THYSSENKRUPP.COM) OR [ISABELLE.HUET@THYSSENKRUPP.COM](mailto:ISABELLE.HUET@THYSSENKRUPP.COM) OR VISIT [WWW.ABEKING.COM](http://WWW.ABEKING.COM)



## Uniesse Yachts New office in the Americas

Uniesse Yachts builds boats and yachts ranging from 42' to 101' in the lake region of northern Italy. In preparation for the launch of its new flagship, a 101 footer, the company has reinforced its presence in the Americas with a new corporate office in Miami Beach, Fla. Uniesse Americas will represent the brand in the U.S. and will manage warranty service throughout North America and the Caribbean. Uniesse Americas recently moved into the full service Miami Beach Marina, close to restaurants, attractions and customs. "Our customers will appreciate being so close to cruising the Atlantic Ocean, the protected waters of Biscayne Bay and the perfect departure point for The Bahamas or Caribbean," said Uniesse Americas President Rafael Barca.

FOR MORE INFORMATION, VISIT [UNIESSE.COM](http://UNIESSE.COM)

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## New 86' Selene trawler New flagship features Dutch design

Trawlers typically focus on fuel efficiency, seaworthiness, safety and comfort. Jet Tern Marine, the manufacturer of Selene trawler yachts, has added good looks to that priority list. The Selene 86 Ocean Explorer has a decidedly trawler style profile with a raised pilothouse and bulbous bow, yet her lines have been touched by an eye for sleek design. Dutch designer Guido de Groot, who styled the Jongert 3900 and collaborated with AB Yachts on the bullet like AB 116, is responsible for blending the traditional full displacement hull with modern design details and interior appointments that qualify her to be a luxury long range yacht. She will be the largest of the Selene Ocean Explorer fleet, which starts at 38'. Like her sisterships, the 86, built in composite using vacuum resin infusion, will feature large hull side windows and stainless steel anchor pockets, low fuel consumption and extensive range. Inside, she will feature four ensuite staterooms and, although this yacht can be handled without crew, crew quarters to complete the yacht's luxury persona. The Selene 86 Ocean Explorer is designed to carry 4,000 U.S. gallons of fuel and cruise comfortably at 10 knots with a top speed of 13 knots; tank tests are under way. Twin 610 hp Cummins QSM11 engines will be the standard power option. Sophisticated fuel polishing and fuel monitoring systems will also be standard features. Molds are under construction and hull number one is expected to launch in time to debut at the Monaco Yacht Show in 2011.

FOR MORE INFORMATION, VISIT [SELENETRAWLERS.COM](http://SELENETRAWLERS.COM)

LOA: 86' 11"

BEAM: 22' 6"

DRAFT (FULL LOAD): 6' 3"

DISPLACEMENT (FULL LOAD): 169,752 LBS.

FUEL CAPACITY: 4,000 GAL.

WATER CAPACITY: 700 GAL.

HOLDING TANK CAPACITY: 250 GAL.

GREY TANK CAPACITY: 150 GAL.

TOP SPEED: 13 KNOTS

CRUISING SPEED: 10 KNOTS

STANDARD POWER: 2 X CUMMINS QSM11 610 HP @ 2,300RPM

## Martinique charter

### Regulations make it easier

Many charter captains have been weary of visiting the French Antilles' island of Martinique due to murky immigration and custom regulations. Douglas Rapier of Martinique's Douglas Yacht Services, after clarifying the issue, says that charter pick-up and drop-off is possible in Martinique as long as the charter contract is not signed in Martinique; a full crew must be onboard. Since last year, electronic clearance is available, making it easier for commercial and charter yachts to base themselves in the French Islands. Private yachts are no problem and for the most part have temporary entry valid for 18 months.

FOR MORE INFORMATION, EMAIL [DOUGLAS@YACHTSERVICES.FR](mailto:DOUGLAS@YACHTSERVICES.FR)

## A Trinity in Dubai 164' Red Sapphire

*Red Sapphire* is the next step for the Dubai-based owner who owns the 128' Heesen sportfish by the same name. His love of fishing and barbecuing outdoors compelled him to have a spacious cockpit added on to his new Trinity yacht. In fact, extensive tweaking and customization helped the yacht comply with the owner's personal requirements and homeport. Some of the customization addressed climate issues. Trinity installed air-conditioning units to cool the aft main deck and aft bridge deck, and the yacht's expansive windshield is all tinted glass. The layout was modified extensively to accommodate everyone in comfort. The owner's priority is his family, so there were a great number of berths and a couple of staff rooms added. On the main deck forward, instead of the master stateroom are several cabins: a twin for the chef and butler, a double for the nanny and all the way forward, a recreation room/gym with TVs. The owner's suite itself occupies the aft bridge deck where it provides direct access to what amounts to a private owner's deck. The yacht's captain was actively involved in designing and customizing the wheelhouse. To prevent the bridge from aging prematurely, for instance, he had all electronics concealed under sliding panels, a convenient and easy way to extend the longevity of the console. With a 25-knot top speed, *Red Sapphire* can move through the Gulf of Aden quickly, a real plus. FOR MORE INFORMATION, VISIT [TRINITYYACHTS.COM](http://TRINITYYACHTS.COM)



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## Costa Rica marina update Pez Vela opens first slips

Costa Rica's Marina Pez Vela, currently under construction in Quepos, an inlet located on the Pacific coast near Costa Rica's famed fishing grounds was expected to open the first 100 of 300 total slips in March 2010. When complete, the marina will accommodate yachts from 35' to 200'. Initial amenities will include

Bellingham floating docks, pressurized fresh water, septic pump outs, high-speed fuel pumps, full electrical hookups, on-site customs and immigration facilities, 24-hour security, bi-lingual marina staff and a convenience store. Ultimately, the marina will have a full-service repair facility complete with 75- and 200-ton Travelifts and a dry stack facility for boats up to 35'.

FOR MORE INFORMATION, VISIT [MARINAPEZVELA.COM](http://MARINAPEZVELA.COM)

### **Battery operator** Vripack designs electric barge

Most boat builders focus on "hybrid" technology when going green, but Dutch designer Vripack went electric all the way by designing a 100-percent battery operated passenger vessel. The 59' barge has a bank of 36 batteries (she can use a maximum of 60 batteries) that power twin electric engines of 11 kW each for a top speed of 6.2 miles per hour. The craft is entirely equipped with energy-efficient LED lights. With a fully equipped galley, she can accommodate 50 people for a dinner cruise or casual gathering and is wheelchair accessible.

FOR MORE INFORMATION, VISIT [VRIPACK.COM](http://VRIPACK.COM).

## 135' fast commuter from Axis Design Classic lines and modern conveniences

Axis Design Group, the innovative Italian firm behind Kingship's Green Voyager, has released details of a new 135' "fast commuter" project. The stylish yacht maximizes contact with the sea. The main deck salon features unobstructed views through large windows and foldable bulwark sides. The lower deck features a garage that transforms into a walk around beach club, so in vogue these days. An ondeck owner's stateroom sprawls over nearly 455 square feet, while the lower deck accommodates four spacious guest cabins. Powered by twin MTU 16V4000 M90 diesel engines, the all aluminum project named Nexo will have a top speed of 28 knots and a 7,928 gallon fuel capacity.

FOR MORE INFORMATION, VISIT [AXISGROUPYACHTDESIGN.COM](http://AXISGROUPYACHTDESIGN.COM)



## Leave the helm Wireless docking

Wireless controls have proven a reliable way to maneuver a boat and are increasingly part of a well-equipped vessel. Yacht Controller recently launched their newest model. The compact Dual Band unit, which fits in the palm of the hand, allows captains to wirelessly maneuver from anywhere onboard and, because the controller simultaneously transmits on two frequencies, it is immune from signal interruption from others using the radio frequency bands. The system's five microprocessors and 10 relays offer command reliability. The remote's switches, designed by Porsche, provide easy and intuitive control in any direction. This is a plug-and-play system, perfectly suited to the marine environment as it is waterproof and the receiver even floats.

FOR MORE INFORMATION, VISIT [YACHTCONTROLLER.COM](http://YACHTCONTROLLER.COM)



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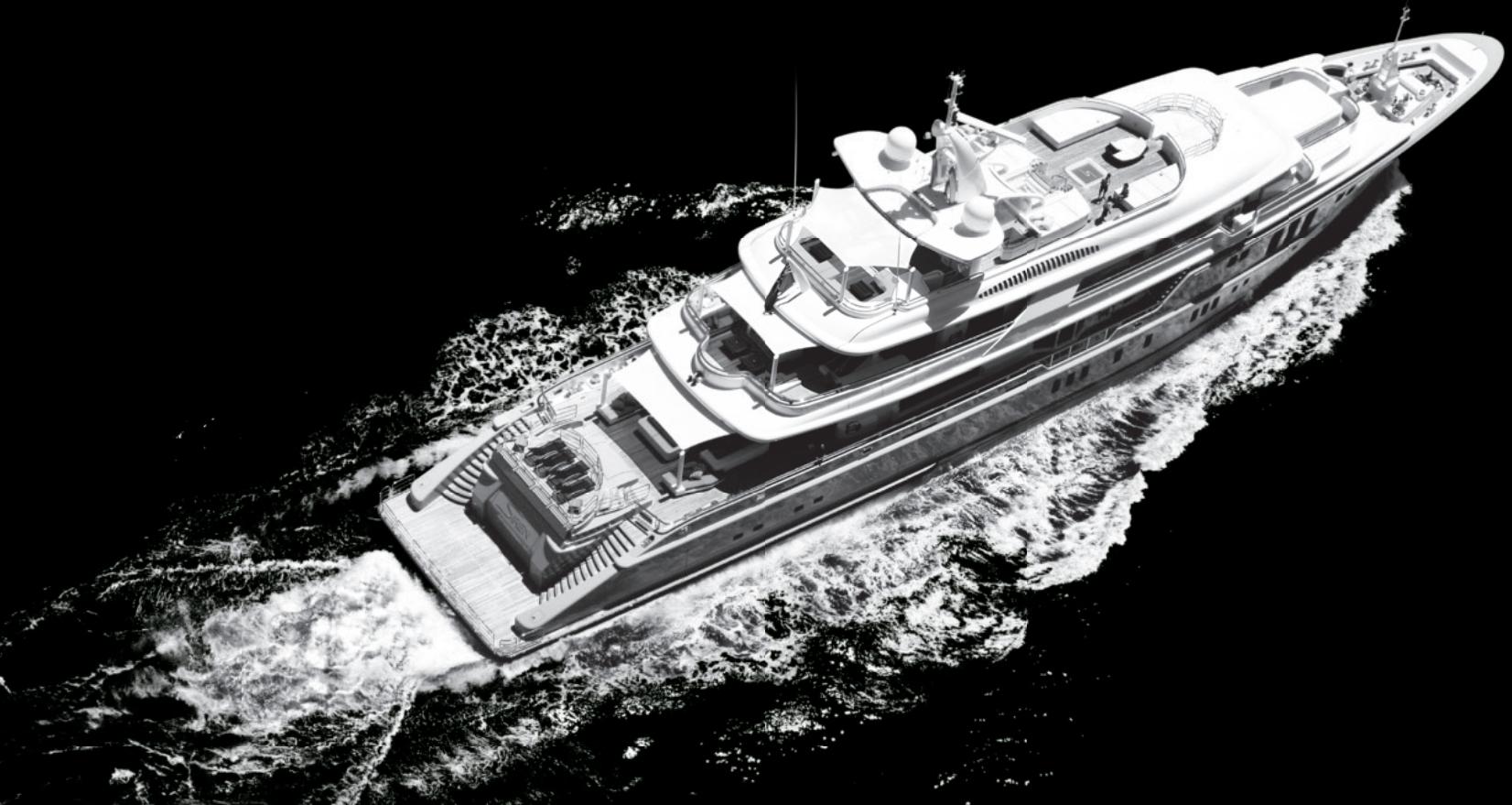
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## Jongert continues diversification New sailing and power projects

The renewed Jongert shipyard has released details of two projects, a sailing yacht and a motoryacht. Jongert is billing its latest project, the Jongert 5200M, unveiled at Boot Dusseldorf, as a new breed of sailing yacht. The 5200M, a performance cruiser with a ketch rig for easy handling emphasizes privacy, luxury and comfort. "A good example is the beach club zone," says designer René van der Velden, who created the yacht's modern and elegant profile based on a hull by American naval architect Doug Peterson. "This zone includes a large sunbathing platform, a wet bar, a shower and a toilet (and) is accessible directly from the four VIP guest cabins." A special passageway alongside the wheelhouse allows circumventing the side decks. There is plenty of space. The after deck can accommodate two jet skis on one side and a RIB on the other side. The master cabin sprawls across the full 34' beam; several layouts are available, and owners can customize the décor. The Dutch shipyard traditionally focused on sailing yachts between 79' and 197', but in 2007 it introduced a line of semi-custom motoryachts and now offers custom builds in steel, aluminum or composite. A recent addition is the innovative design by Italian design firm Gloss Design with naval architecture by Van Oossanen & Associates created for Dutch builder Ghost Yachts. The two shipyards recently agreed to cooperate on the project. The G180 is an innovative 180' displacement yacht with steel hull and a top speed of up to 24 knots with the biggest engine package, twin MTU 20V4000s. The yacht also cruises comfortably at 13 to 14 knots for people who enjoy a statelier ride, with 2 x 820 hp engines. Ghost Yachts' General Manager Björn Moonen identified Jongert as a potential partner because, in part, he liked their state-of-the-art facility and skilled work force. The shipyard, under new ownership since 2009, is also making its modern facilities and know-how available for the refit of yachts.

VISIT [JONGERT.NL](http://JONGERT.NL) OR FOR INFORMATION ON THE G180 E-MAIL [MOONEN@GHOST-YACHTS.NL](mailto:MOONEN@GHOST-YACHTS.NL).



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## A hopeful future Cuba's luxury marine industry

At the Miami boat show in February industry colleagues and media enjoyed a glimpse into Cuba's maritime past, present and a hopeful future. The International Superyacht Society and the International SeaKeepers Society hosted speaker Commodore Jose Miguel Diaz Escrich of Marina Hemingway in Havana, Cuba. Diaz Escrich, a "goodwill ambassador" for boating in Cuba, has been instrumental in restoring some of the island's brilliant boating past. While in the 1950s renowned Americans were staples in and around Havana, including writer and avid sport fisherman Ernest Hemingway, Cuba's thriving recreational boating industry came to a grinding halt in 1960 when all nautical clubs were closed. The Commodore's vision to restore Cuba's recreational boating to some of its former glory led him to consult on nautical tourism and recommend a new yacht club. Marina Hemingway debuted in 1992 with 28 members from 10 countries and grew to its current membership of over 1,600 members from 45 countries, including Monaco. Diaz Escrich's continues his work on behalf of recreational boating in Cuba and is actively seeking to expand regattas and tournaments that he hopes will someday soon include the U.S. "Tournaments will not be complete without America," said Escrich through an interpreter. To that end, his Miami visit included meetings with several game fishing association presidents and organizers. In hopeful anticipation of future U.S. boating expansion, many Cuban marinas, including Hemingway Marina are adding slips and services. For boaters concerned with environmental impact, Escrich says Cuban Law 81 is already in place to protect the country's aquatic resources. Says Escrich, "Be a friend of the sea and we will have a sea of friends." Cuba is less than 90 nm from Key West, Fla., and many in the South Florida boating industry see the eventual opening of the island, currently off the charts for all American citizens, to the recreational boating industry as a desirable goal. FOR MORE INFORMATION, VISIT CUBASEAS.COM

## Sanlorenzo's new flagship 144' steel hull

Sanlorenzo spa has released renderings of its new flagship. The displacement trideck yacht, under the 500-GT-threshold, will have a steel hull and aluminum superstructure. The styling recalls the spirit of another of Sanlorenzo's lines, the so-called "navettas", semi-displacement vessels built in composite, including the SD92 (introduced for the first time in Fort Lauderdale last fall) and the SD122. But this is a far different yacht, with a beach club and an under-lower deck that features a practical tunnel to access all service areas, including laundry room, cold-storage rooms, bow thruster and other systems. Two 2,040-mhp Caterpillar 3512B diesel engines will give the yacht a top speed of 17 knots and a range of about 4,000 nm at 12 knots. Sanlorenzo currently has two shipyards, both in Italy building composite, aluminum and now steel yachts.

FOR MORE INFORMATION, VISIT SANLORENZOYACHT.COM



## Nordhavn adds to its fleet 76' Eliana and new 78-footer

the latest 76' expedition yacht that Nordhavn has built was due to launch in April. The 76' *Eliana* may have "salty looks" favored by fans of trawler style vessels but it also features a contemporary design by Ardeo Design, using African cherry and wenge, combined with modern woven textures, glass and metal tiles. The yacht features a full beam master suite, located forward on the main deck. Nordhavn also has announced plans for the Nordhavn 78, a long range, contemporary styled yacht with separate crew quarters, affording privacy to the owners and their guests. Like the entire Nordhavn product range (with the exception of the flagship currently building, the N120), the N78 can be operated without a captain but leaves the option open for a crew, with private access in the transom. The new N78 is designed to have a 3,000+ mile range and superior fuel efficiency. The interior will feature an updated design aesthetic that includes spacious owners' accommodations and two superb guest rooms all with ensuite heads. Nordhavn now proposes three models in its 70' range: the N72, 75 EYF (an expedition style fishing yacht), the N76 and now the 78. FOR MORE INFORMATION, VISIT NORDHAVN.COM

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# 183' *Alucia* Go Deep

The 183' has a stem-to-stern rebuild to resume her career as a deep ocean exploration and research vessel...but this time with megayacht amenities and an even broader mission. Built in 1974 as *Nadir* at the Auroux yard in Arcachon, France, *Alucia* originally belonged to the French oceanographic institute IFREMER and served as the support platform for undersea exploration and as the primary surface and command vessel for a series of dives on the HMS *Titanic*. In 2004, an Auckland-based company operating research and adventure cruise expeditions, Deep Ocean Quest, acquired *Nadir*. Today, following a three-year rebuild project (so complete that the ship is classed as a new vessel), *Alucia* boasts an array of attributes that render it truly and emphatically unique. "Alucia is designed for three areas of interest," says Deep Ocean Expeditions' Rob McCallum. "These are scientific research and discovery, documentary filmmaking, and private adventure expeditions." Accordingly, the ship is equipped with a 23-ton A-frame hoist for handling its two manned submersibles, each capable of diving to 3,280 feet (1,000 m), a third sub with a 1,968' (600 m) maximum depth, and requisite support craft. A large enclosed hangar located on the working deck houses compressor gear, dive gases and a four-man decompression chamber. Videographers documenting *Alucia*'s exploits will appreciate the two complete editing/production suites, prodigious 35-terabyte data storage bank, and high-capacity satellite transmitters for streaming HD feeds anywhere on the planet. Deep Ocean Expeditions owner Mike McDowell enlisted designer Joseph Artese to develop a luxurious accommodation scheme that includes large master and VIP suites plus three double guest suites, each with a third berth. On the bridge deck, large windows in the salon and dining areas offer panoramic views. Given its capacity for fuel, spares and provisions, the ice-classed *Alucia* (offered for sale by Fraser Yachts) can visit any corner of any ocean, and remain at sea for months at a time. For the charter operator or experienced adventurer whose passions include equal parts exploration, scientific discovery and comfortable long-range cruising, the vessel fits the bill like none other, a worthy successor even to the legendary *Calypso*. FOR INFORMATION, VISIT FRASERYACHTS.COM



BUILDER: AUROUX - BUILT/REBUILT: 1974/2009 - LOA: 183' - BEAM: 39' 6" - DRAFT: 16' 3" - HULL MATERIAL: STEEL - CLASSING: BUREAU VERITAS  
ENGINES: 2 X 1600 HP CUMMINS KTA50M2 - GUEST /OWNER STATEROOMS: 6 (TOTAL CAPACITY 16) - CREW: \* 30

\*INCLUDES DECK/BRIDGE CREW PLUS SCIENTIFIC, VIDEO, DIVE AND SUBMERSIBLE OPERATIONS TEAMS.

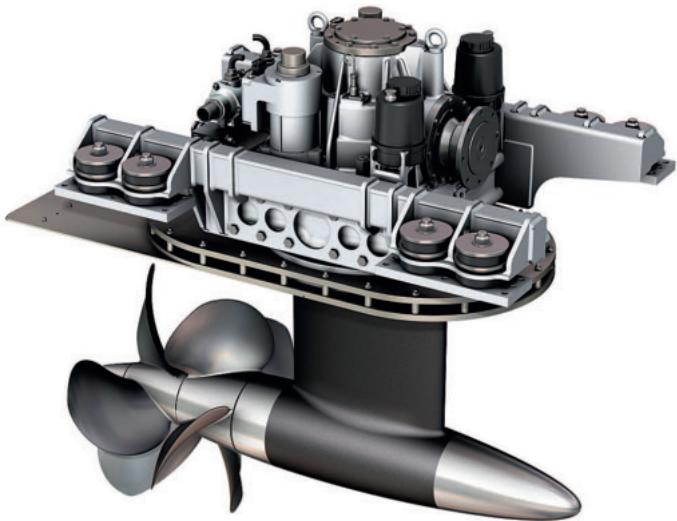
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[bannenbergandrowell.com](http://bannenbergandrowell.com)

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## ZF Marine

### New products steer the course

Propulsion system specialist ZF Marine Group has added a new line of bow thrusters that incorporates counter rotating propellers in a patented tunnel design for increased efficiency and reduced noise. The new range of bow thrusters is principally intended for pleasure craft, especially vessels requiring high maneuverability for extended operating periods. The patented taper tunnel design minimizes cavitations, contributing to noise reduction by up to 10 dB (A) –significantly quieter than any existing system installed with a traditional cylindrical shaped tunnel, according to the manufacturer. Powered by electronically controlled AC motors, these bow thrusters are suitable for heavy duty applications, providing continuous thrust for up to 30 minutes without over heating. ZF also is working closely with Tampa based Lazzara Yachts on the first application of its newest integrated propulsion and steering pod system. The ZF 4000, designed for pleasure craft of 50' to 75', is suitable for megayachts up to 120', when installed in a triple or quadruple configuration. Lazzara Yachts pioneered the use of pod style propulsion in a multiple configuration when it launched the LSX 75 (featuring quadruple Volvo Penta's IPS) and is planning to integrate the new ZF 4000 pod system in its new flagship. The 120' Lazzara, currently under construction, will use 3 x ZF4000 pods. Boat builders increasingly turn to pod systems as they offer benefits in terms of fuel efficiency, increased maneuverability and reduced noise levels; increased power makes them suitable for a wider range of pleasure craft. An electronic control system manages the ZF 4000 counter rotating propellers, which rotate independently for optimal handling. The propulsion system is believed to provide a 20 percent savings in fuel consumption and the design offers protection from floating debris.

FOR MORE INFORMATION, VISIT [ZF.COM](http://ZF.COM)

## Derecktor thinks large

### New drydock adds breathing room

Derecktor Shipyards of Bridgeport Connecticut, currently building the 281' *Cakewalk* and handling a number of refit and commercial projects, has expanded. The new dry dock on the 23-acre Bridgeport facility now allows the yard to service vessels up to 4,000 long tons, 400' in length, 82' in beam and with a draft of up to 20'. The expanded dry dock will increase the yard's capacity for repair and refit of multiple vessels during peak periods. "The new dry dock not only lets us grow our work load, but lets us easily transfer large vessels into our 300' building for major refits and other big jobs requiring a covered, climate-controlled environment," said Derecktor Service Manager Steve Shaw. In addition to the Connecticut facility, Derecktor Shipyards operates Derecktor New York in Mamaroneck, NY (the original shipyard) and Derecktor Florida in Dania, near Fort Lauderdale, which recently completed the refit of the 145' motoryacht *At Last*.

FOR MORE INFORMATION, VISIT [DERECKTOR.COM](http://DERECKTOR.COM)



# New from Nordhavn THE NORDHAVN 120



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Beautiful and sleek, yet big and brawny, the N120 gracefully carries the owners and up to eight guests, indulging them with spaciousness and richness. With four decks, four king-sized guest suites and a tantalizing owners' suite, she may rightly be considered a personal luxury ocean liner.

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For more information, contact Nordhavn at (949) 496-4848 or visit [www.nordhavn.com](http://www.nordhavn.com).

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***-Naval Architect Jeff Leishman***

***Visit the Nordhavn display at the Anacortes (WA) Trawler Fest, May 20-22, 2010***

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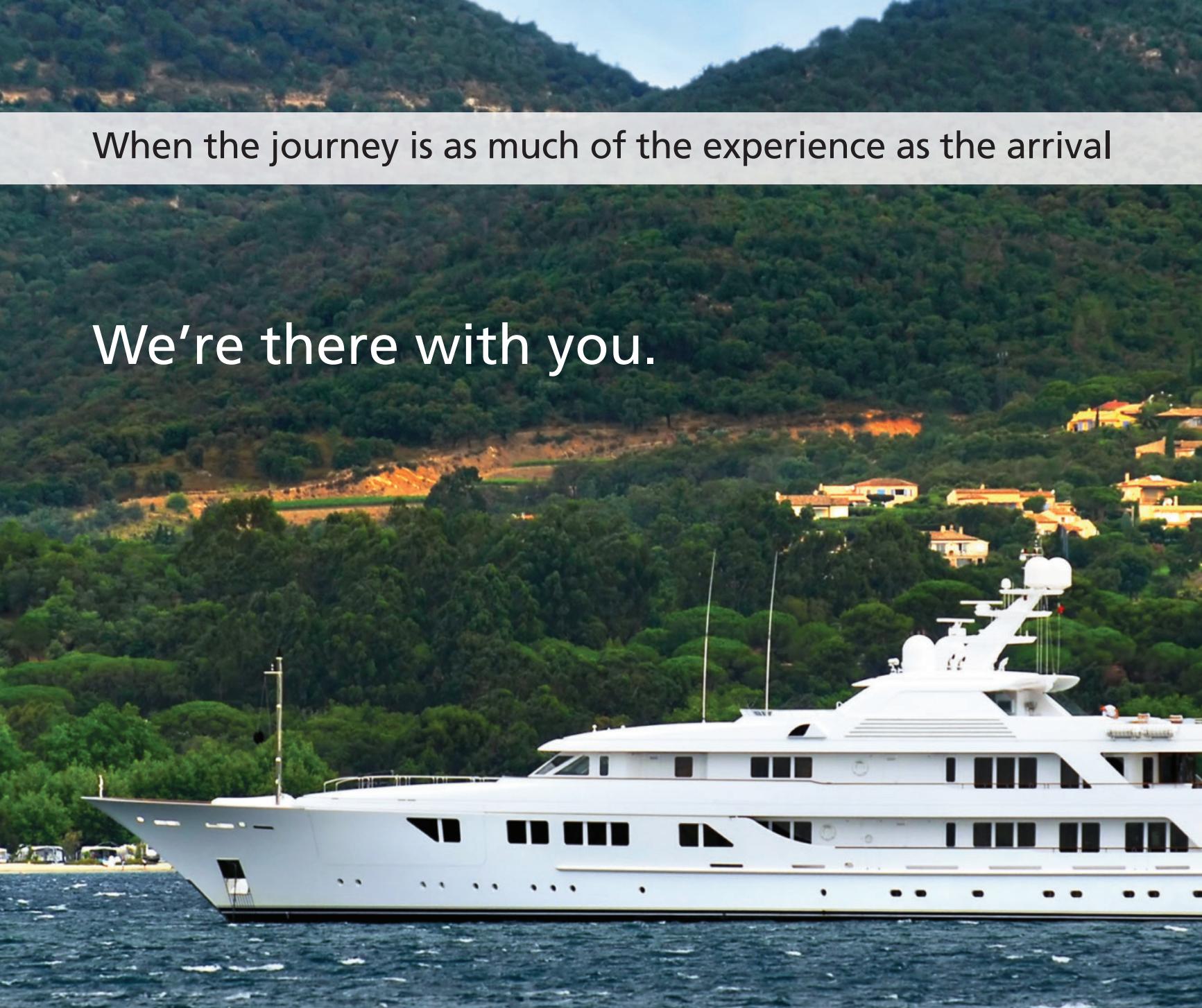
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## Renewed and new Feadship's dual launches

At the end of January, Feadship delivered both *Pegasus* (ex-*White Rabbit*), which had been under refit for 10 months, and the new yacht *Kahalani*, which means “heavenly waters”, the first brand new Feadship for a client who had previously owned the 141' Feadship launched as *Sea Sedan* in 1993 (later renamed *Kahalani*). The owner wanted to create a larger version and thus was born the new 181' *Kahalani*.

De Voogt styled the yacht according to the client's wishes, with rounded shapes, recessed and elegantly proportioned window mullions, teak cap rails and stainless-steel details. Rémi Tessier created the sophisticated interior that includes hard-wood floors, wax-finished makassar ebony with sycamore inlays and a wealth of custom-built furniture, lighting fixtures, and special wall finishes. *Pegasus* was refit for a Greek owner and extensive work included the lengthening of all three decks, resulting in a new LOA of 171' versus *White Rabbit*'s original 162'. This allowed the shipyard to include larger private spaces, an improved lazarette and fabulous beach club and larger al fresco dining facilities. FOR MORE INFORMATION, VISIT FEADSHIP.NL



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# Delivering performance Sunseeker's Predator 130

Lately, the yacht market has seen more and more long-range yachts on the drawing board, boasting fuel efficiency and green systems rather than speed. However, speed lovers are left hungry for something exhilarating and fast. To answer those needs, Sunseeker recently launched the largest model in its performance yacht series to date, the Predator 130, which reaches speeds of 27+ knots with conventional propulsion and 30+ knots equipped with Kamewa jets. She features the British shipyard's proven hard-chine hull and trademark high-deck design. The deep-V hull design offers exceptional handling and sea-keeping qualities. She also has all the features expected on a luxury oceangoing vessel, such as the latest navigation and communications equipment. Computerized engine management coupled with touch-screen monitoring provides crew with information that is literally at their fingertips, which improves efficiency and safety and helps prevent malfunctions. Advanced use of hydraulics, computer-controlled generators and electrical systems add to the Predator 130's reliability. However, generators and other machinery are sited away from guest accommodation areas for quiet cruises, and also for simple, non-intrusive maintenance. The design houses a two-and-a-half deck layout along with a large flybridge that provides plenty of seating and sunbathing space along with a full bar layout and spa tub. The Predator 130 provides ultra-spacious accommodation for 10 guests. The full-beam owner's stateroom is located forward on the main deck. Moving back through the boat there are steps to the raised wheelhouse, a large fully equipped galley, separate dining area and salon while the large aft cockpit provides ample space for al-fresco dining and seating. The lower deck comprises two large double guest suites aft and two double cabins all with their own en-suite facilities. The crew mess and accommodation for up to seven crewmembers is forward with separate access through the galley. This particular Predator 130 will feature a number of special options including hydraulically opening balconies on the salon's sides and master stateroom - the first ever to be featured on a Sunseeker. One of the lower-deck guest cabins has been customized as a gymnasium. The boat has been constructed with a light oak finish, highlighting the contemporary decor and interior.

FOR MORE INFORMATION, VISIT [SUNSEEKER.COM](http://SUNSEEKER.COM)

LOA: 126'8" - MAX. BEAM: 26'3" - DRAFT FULL LOAD: 8' 9"  
FUEL CAPACITY: 7,347 GAL. - FRESH WATER CAPACITY: 1,382 GAL.  
ENGINE OPTIONS: UP TO 7,020 HP (TOTAL)  
RANGE : UP TO 1,500 NM@10-12 KNOTS AND HALF LOAD





## Pendennis and Devonport Two shipyards, one family

U.K. based Pendennis, a shipyard as well known for its outstanding refits as its new custom builds, has acquired Devonport Yachts Ltd. In 2009, Pendennis delivered the Ed Dubois designed sailing yacht *Nostromo*, shown here at time of its launch; current projects include the Barracuda 105 and the Ron Holland 150 ketch. Pendennis also was contracted to finish the 144' sailing Cat *Hemisphere*, due to become what is believed to be the world's largest catamaran. The "Devonport Royal Dockyard" became part of the Babcock International Group in 2007 but later decided to divest itself of the yacht activity, which was acquired last year by Devonport Yachts Ltd.

Devonport has built some of the world's largest yachts, including the remarkable 252' yacht *Samar*, which made a noted appearance at the Antigua Yacht Charter meeting last winter and the 269' *Sarafsa*. Pendennis and Devonport, relocating to Falmouth, will continue to operate as separate business units that will rely on each other's strengths, according to a press release. This acquisition enables Pendennis to shore up its already healthy order book in the 60m+ (196') yacht market segment and will allow Devonport to continue building large custom yachts. Currently in the works is Devonport's project 55, a yacht designed by Redman Whiteley Dixon with interior design by Remi Tessier. Ernesto Bertarelli (owner of Team Alinghi, a two time America's Cup winner) will become a minority shareholder in the business.

FOR FURTHER INFORMATION, VISIT

DEVONPORTYACHTS.COM OR PENDENNIS.COM



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PAMELA STANLEY

# Dutch master Heesen Year starts in full swing

Dutch shipyard Heesen Yachts recently delivered *4YOU*, the latest in the shipyard's 154' aluminum series, which includes sisterships *Sirocco* (2006) and *Celestial Hope* (2008). Omega Architects, which works closely with Heesen, conceived *4YOU*'s exterior and interior designs. There is plenty of room for relaxing onboard, including two salons. The salon on the main deck includes a dining table for eight as well as coffee tables and arm chairs. The upper deck houses the second salon, which is a brightly lit sky lounge with three sofas, a baby-grand piano and a plasma screen hidden by a unique piece of art deco-inspired art, made by Dutch glassmaker Glass Déco. The sundeck, which can be partially enclosed, features an open-air fitness center and a spa pool shaded, if need be, by a removable bimini. Eight guests can be accommodated on the lower-deck staterooms, while the owners enjoy a private full-beam stateroom, located forward on the main deck. The yacht is both speedy, with a maximum speed at half load of 24 knots, and has good range (about 3,400 nm) at her 12-knot cruising speed. With the launch of *4YOU*, new slots were open and the shipyard has started outfitting hull number 14955, while hull number 15250, a semi-displacement 163'4" (50m) motoryacht, was moved into a new hall for completion. Hull 14955 is a custom 180'5" (55m) semi-displacement motoryacht, the biggest yacht to be built at Heesen to date. Powered by a pair of MTU 20V 4000 M93 diesel engines, each developing 5,600hp and each driving a five-blade propeller, she will reach the speed of 24 knots. Hull 15250, meanwhile, is the first yacht in Heesen's new 5000 series and is due to be launched in 2011, with the second yacht in the series already in production. The Dutch shipyard also signed a contract for hull number 15747, the eighth yacht in its 47-meter full-displacement series, to former owner and founder, Frans Heesen. She will be delivered in 2012. FOR MORE INFORMATION, VISIT HEESENYACHTS.NL

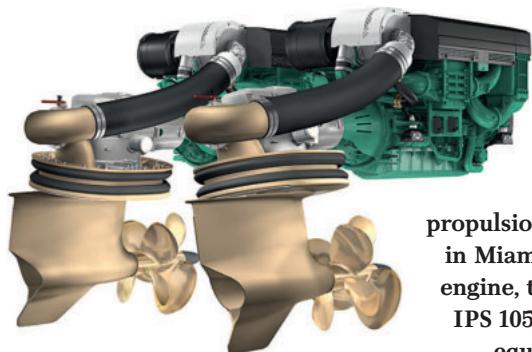


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## Joystick ease for megayachts Volvo Penta IPS 3

Car like maneuvering, minimal sound and vibrations and reduced emissions make IPS propulsion an attractive option. Until recently, this propulsion was available only on smaller craft, but this has changed with the unveiling in Miami of Volvo Penta's new IPS 1050 and IPS 1200 units. Coupled to Volvo's 13 liter engine, these units are suitable for yachts 110' and above. The two new power classes, IPS 1050 and IPS 1200, launched at the Miami International Boat Show, generate the equivalent of 1,050 and 1,200 hp, respectively. Because larger engines with higher power output and higher torque impose large demands on the propulsion units, Volvo Penta has developed a new series of propellers to match. The powerful system's reduced emissions more than satisfy the European RCD rules and the U.S. EPA Tier 2 regulations, and are also in line with the very stringent EPA Tier 3 regulations that will come into force in 2012, according to Volvo Penta. These two new systems are the third generation of IPS, which was first introduced in 2005 and all but revolutionized the smaller boat segment. Volvo Penta's range of products covers a speed range of 28 to 42 knots with IPS propeller packages specifically designed for IPS 1, 2, and 3. Five years later more than 10,000 IPS propulsion units equip almost 5,000 boats. FOR MORE INFORMATION, PLEASE VISIT VOLVOPENTA.COM



Kha Shing Enterprise Co. Ltd, builders of the Monte Fino range of flybridge motoryachts recently announced two additions to its current line-up of luxury craft from 76' – 122'. The two new yachts, designed by the U.S.-based Setzer Design Group, are 62' and 112' respectively and are being labeled as the Monte Fino S range. They will appeal to customers looking for a sportier on-the-water experience. The MFS 62 offers speeds of up to 30+ knots using pod-drives, and despite a beam of 17'5" and a relatively shallow draft of 3'6" has a capacity of 951 gallons of fuel and offers a variety of cruising speeds with ranges based on the final power plant selection. The yacht features three staterooms below and a full-beam master suite. The aft deck includes sunbathing and dining areas as well as access to the engine room or an optional crew lounge and cabin below. The MFS 62 is also available in a flybridge version. The larger MFS 112 can accommodate ample fuel and water stores and has three spacious guest staterooms in addition to the master suite, while the crew cabins and lounge are located aft of the engine room. A galley and open lounge are positioned forward on the main deck, and a generous salon and dining area are situated aft of the central bridge zone. An oversized main aft deck is an important feature of the design with ample space for entertaining and relaxation. The flybridge is multi-level and includes seating, a bar, grill and hot tub. The interior is customizable. With a beam of 22'8" and a draft of 6.2', the 112 is ideal for extended cruising and offers top speeds from 16 to 26 knots depending on the selected power option. FOR MORE INFORMATION, VISIT KHASHING.COM

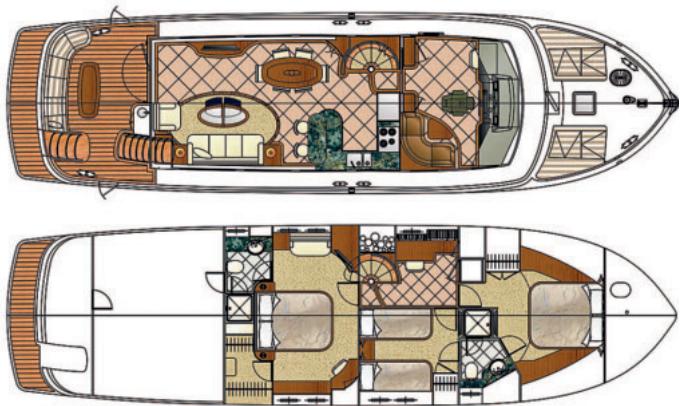


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## From Cheoy Lee More serenity

More than a year ago, Cheoy Lee launched the first yacht in the Serenity Series, a 68 footer based on the efficiencies of a true displacement hull, and not a planing hull dressed as a long range yacht. The line's flagship will be the new Serenity 83, now close to construction. The Serenity 59, the third model in the series, is due to cruise before the end of the year and the first two hulls will be delivered to Australia and Florida. Mike Burvenich designed the three stateroom yacht with a large walk in lazarette aft of the engine room. New Zealand's High Modulus designed the composite structure, subsequently granted Germanischer Lloyd class certification. A solid, hand laid hull with double bottom tanks, resin infused decks, bulkheads and superstructure provides a tough configuration, combined with a low center of gravity and hence stability. Single and twin engine configurations are available, both with full propeller protection. Estimated range on the standard 2,000 gallons of fuel is 2,000 nm at nine knots, and over 4,000 nm at seven knots with the single engine set up. The standard single engine package includes a John Deere 6081AFM developing 330 hp at 2,100 rpm. Twin John Deere 6068SFM50 (236hp at 2,400rpm) engines are the factory option, although other engine models and powers are available.

FOR MORE INFORMATION, VISIT [CHEOYLEENA.COM](http://CHEOYLEENA.COM)

## Destry Darr Design The modern touch

Fort Lauderdale-based Destry Darr Design's most recent work includes the interior of the redesigned Ocean Alexander 88 (featured in our April issue) and the Ocean Alexander 83, which was the first Ocean Alexander yacht interior specifically designed to appeal to European sensibilities and was introduced at the Cannes International Boat Show last fall. Florida-born design studio President Destry Darr Pethel, daughter of a yacht broker, grew up around boats and learned the yachting lingo and how to read general arrangements at an early age. "I don't remember ever not knowing that I wanted to be a yacht designer," she says. Her newest undertaking is a contemporary interior for the 120' Nordhavn expedition style vessel currently under construction. *Aurora*, for a repeat Nordhvan client, is a collaborative effort between Pacific Asian Enterprises, Dee Robinson Interiors, which did the initial designs for the builder, and Destry Darr Design which will be completing the design and décor for the owner. The 120', 840,000-lb. *Aurora* will have a range of 3,000nm range at 10 knots with creature comforts to match, featuring a simple, elegant and contemporary feel. The ABS-certified yacht is scheduled to launch in 2012.

FOR MORE INFORMATION, VISIT [DESTYDARRDESIGNS.COM](http://DESTYDARRDESIGNS.COM)



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# New Italian line enters market

## Columbus Yachts

Engineer Sergio Cutolo, naval architect Tommaso Spadolini (116' *Wheels* and Numarine 102 RPH) and the Naples-based Palumbo Shipyard have developed a new line of yachts to be built by Palumbo, a shipyard that has been in operation since 1967, mostly handling repairs on commercial ships. The first Columbus Yacht has a LOA of 177' and is 60 percent complete. The next hull in the series is a 199-footer; the hull should arrive at the yard shortly for assembly with a target delivery in 24 months. With steel hulls and aluminum superstructures, the yachts will be built in accordance with ABS and within the restrictive rules of the MCA in addition to RINA's Green Star Classification. The Columbus 177 has a round displacement hull and twin MTU V 4000 M60 diesel engines developing 1,760kW at 1,800 rpm, are coupled to the shaft line through a ZF reduction gear. Two fixed-pitch five-blade propellers provide the thrust. Maximum continuous speed is expected to be 18.5 knots maximum and cruising speed 16.5 knots. The 177' Columbus' range is 4,000nm at 16 knots and 5,000 nm at 12 knots. Four stabilizers fins will provide active roll reduction both in underway or "at-anchor" conditions. The yacht sleeps up to 12 in six staterooms, and provides crew accommodations for up to 13 in seven cabins. The 199-footer will be powered by twin MTU 16V4000 M60s @ 2,360 hp each for a max speed of 18 knots and a cruising speed of 16 knots. FOR MORE INFORMATION, CONTACT MERLE WOOD & ASSOCIATES AT MERLEWOOD.COM



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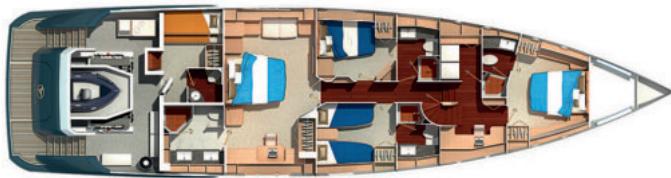
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# Tricon Marine's new concept NISI 74 features pod power

Tricon Marine follows its innovative long-range Argos Gulfstream series with the NISI 2200, "a tantalizing combination of simple elegance and breathtaking performance," expected to launch this fall. "Nisi" ("island" in Greek) reflects the roots of Tricon CEO Christos Livadas, an experienced yachtsman. He describes the NISI 2200 as "a passion project." The 74' yacht features custom superyacht attributes. "Today's yacht owners look for simplicity and spirit," Livadas says. "Size and length are no longer key expressions of an owner's needs. Many seek a yacht whose focus is design and function, and which can become a unique expression of their boating lifestyles." Livadas worked with the Setzer Design Group to create the NISI 2200's hull, which has an almost wave-piercing bow entry, with triple engine pods producing a top speed of 35+ knots, and a 1,200-nm range at nine knots. The vessel sports a slender bow, similar to a performance sailing yacht. This sharp initial shape translates into more gradual chine sections amidships and aft, forming waterlines that support double or triple engine installations and planing speeds. The geometry is so distinctive, after scale tests and advanced computer modeling, that Setzer Design and Tricon Marine have obtained proprietary rights. Other features include enhanced sound dampening, stabilizers, and the cutting-edge SmartCraft SkyHook system, which allows extensive passagemaking using push-button auto helm technologies, effectively enlisting a "silent skipper" on board. Below decks, the full-beam master stateroom, located amidships for comfort, features an impressive six-panel portal. A VIP suite, in the forecastle, and two more suites accommodate guests in comfort, and a crew cabin accommodates two. The stern tender garage's large powered door enables fast tender deployment. Teak flooring is used on the principal deck inside and out, blending the salon, galley and exterior spaces. A sunroof above the helm and large panoramic frameless windows invite sea and sky in. Livadas calls the effect akin to "the breezy atmosphere of a quaint loft in Provence." The observation deck has additional sunbeds, plus a second command station. Power and pod-like propulsion options from Zeus-Cummins, ZF-Caterpillar and Volvo Penta produce up to 3,300-hp. The triple 600-hp Zeus-Cummins package has a top speed of 28 knots. Stabilizers are ABT-TRAC, and the NISI 2200 is built to RINA Charter Class + MCA Commercial MGN 280 certification,

FOR ADDITIONAL INFORMATION, VISIT [TRICONMARINE.COM](http://TRICONMARINE.COM)



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Range	4.000 n.miles



## Sanctuary Cove innovation Daily boat tests

Daily boat tests of up to 20 different vessels are being introduced at this year's Sanctuary Cove Boat Show, the southern hemisphere's premier import-export showcase on Australia's Gold Coast. They will be located at a specially designated stern-to pontoon giving easy access to the nearby Coomera River. It is not quite Cannes-style, in that other display boats must remain at their berths during the May 20-23 event, but as elsewhere, the move is sure to be popular with dealers and clients. Another innovation is a Prestige Brokerage Display at one of the principal A to F Harbor One arms. Private motoryachts to about 130' have always been prominent at Sanctuary Cove and at two satellite events run separately by leading big boat dealers Grant Torrens and Geoff Lovett, but now this Sanctuary Cove segment will handle vessels from 50' up. The largest Australian-owned yachts are gaming tycoon James Packer's 288' Arctic P and Westfield shopping center magnate Frank Lowy's 242' *Ilona V*, followed by large Austal-Oceanfasts, Benettis and a recently-purchased Trinity. The prime Asia-Pacific circuit started with the Japan International Boat Show in Tokyo (March 4-7), the China International Boat Show in Shanghai (April 8-11), Boat Asia in Singapore (April 15-18), and then Sanctuary Cove in May. Sydney follows July 29 to August 2. Various smaller shows are held in New Zealand, India, Thailand, Hong Kong and Korea.

FOR MORE INFORMATION, VISIT [SANCTUARYCOVEBOATSHOW.COM.AU](http://SANCTUARYCOVEBOATSHOW.COM.AU)

## Vicem eyes Asia-Pacific Barry Bailey joins the company

Vicem Yachts USA, representing the Turkish builder of luxury classic motoryachts and now superyachts with its first 150' vessel under construction, has appointed American Barry Bailey to handle the buoyant Asia Pacific region in its expanding international sales effort. "Asia Pacific countries hold great potential for Vicem," said Vicem CEO Alberto Perrone Da Zara. "Barry's experience and knowledge of the yachting clientele in the region will be valuable in raising our profile, building the Vicem brand, and driving our expansion plans in this growth market." Bailey is a qualified yacht sales executive with nearly 30 years experience in the marine manufacturing and retail industries. As a co founder of Maritime Consultants

and Management in Hong Kong, he handled large yacht construction and management contracts worldwide. Through MCM he formed an affiliation with Brunswick Corporation, establishing Asia Pacific dealers for Sea Ray, Boston Whaler and Baja brands, which led to his appointment as Asia Pacific Manager of Operations in 2000. Prior to joining Vicem, he spent the last four years handling international sales for Cobalt Boats, Grady White and Sumerset Houseboats.

FOR MORE INFORMATION, SEE [VICEMYACHT.COM](http://VICEMYACHT.COM)



### Setting the record straight

Our feature on New Designs in January misidentified the design firm behind the new *Magnum 100*. Alberto Mancini designed several projects for T4Design, but in fact, it is his own company am Yacht Design, which he opened in Venice a year ago, that is behind the exciting new *Magnum* project. CONTACT : [AMYACHTDESIGN.COM](http://AMYACHTDESIGN.COM)

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# Marina Oceanus

## Bigger berths in the plans

Marina Oceanus, known also by its high-end shopping and Sheraton Resort-associated name Marina Mirage, is pressing ahead with plans to upgrade and expand its East Coast Australia facilities, buoyed by heavy berth bookings, primarily from local superyacht owners, in the last year. Concept designs include discreet floating offices for big boat brokers and service suppliers, as well as ten 50-year-title berths offered for sale. As these facilities are being taken up, sufficient cash flow is being generated to suggest completion of the project in 2011, a spokesman said. Only 120 berths are planned in an exclusive redevelopment of the existing 80-berth marina, although vessels to 215' can be accommodated. The adjacent Marina Mirage shopping, restaurant and nightlife precinct has recently undergone a \$50 million remodeling, and next door is ultra-upmarket Palazza Versace, which has its own private marina. Foreign-flag visitors increasingly use Brisbane and Gold Coast facilities like Marina Oceanus, plying to and from the Great Barrier Reef and South Pacific islands and Sydney and Melbourne, although financial turmoil and Somali piracy affecting Suez Canal passages have reduced European and U.S. numbers a little. Seen here is the Christensen 150' *Elisa* on an outer T-berth.

FOR MORE INFORMATION, CONTACT: [CHRISTINE@MARINAOCNEANUS.COM.AU](mailto:CHRISTINE@MARINAOCNEANUS.COM.AU)



## Fort Lauderdale Refit For New *Keri Lee III*

The 171' Trinity *Katherine*, purchased by a prominent Australian, is undergoing an extensive refit in Fort Lauderdale before a planned summer in the Med. Renamed *Keri Lee III*, the vessel continues to Asia Pacific waters next year, where her same name predecessors have a formidable log of extensive Pacific cruising. Grant Torrens International, one of Australia's leading big boat brokers, handled the sale and also shipped the Richmond 138' *Keri Lee II*, now called *Penny Mae*, back to the U.S. onboard the Dockwise Express. Torrens, who sells Florida built Lazzaras and other major brands in the Asia Pacific region, said that business was picking up in Australia, which did not go into recession during the recent "global financial crisis" due to its burgeoning exports of iron ore, coal and other commodities to China. GTI holds its own annual boat show at home based Sovereign Islands on Australia's Gold Coast, to coincide with the nearby import export Sanctuary Cove Boat Show in late May, and plans are afoot to extend these and other events into a Fort Lauderdale style Premier Yacht Show next year. Fort Lauderdale and Gold Coast are similar looking, high rise, beachside and canal sister cities.

FOR MORE INFORMATION, VISIT: [GRANTTORRENSMARINE.COM.AU](http://GRANTTORRENSMARINE.COM.AU)





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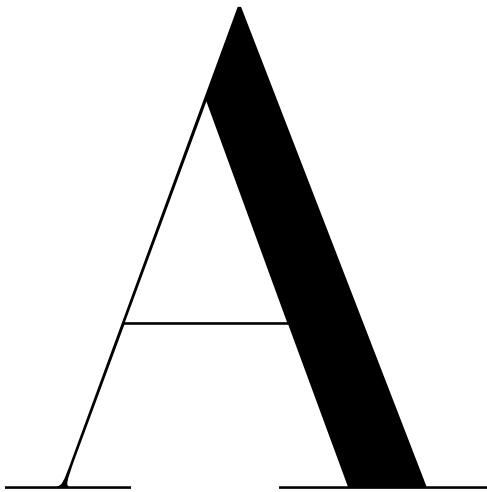
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# TRADITION MEETS INNOVATION

101' Hargrave *Sassy*

The 101' *Sassy*, which appeared at the Yacht & Brokerage Show in Miami, undoubtedly, has a Hargrave look, due in large part to vast windows flooding the main deck with light. But she also incorporates many original features in her design and layout, such as two master staterooms, making Hargrave Custom Yachts a worthy contender in the 100' range. Story **Cecile Gauert** Photos **Bugsy Gedlek**



**Light-hued design elements and large windows enhance the dining area and full-beam salon**

**Although Michael Joyce, chairman and CEO of Hargrave Custom Yachts, likes to innovate, he is proud of his company's long lineage. When he founded Hargrave Custom Yachts in 1997, he continued a tradition started by prolific yacht designer and naval architect Jack Hargrave. According to Joyce, while Jack Hargrave did design a wide range of boats for shipyards such as Burger Boat Company and Hatteras, the common thread in many of his designs were large windows with apparent mullions.**

"When Americans think of classic looks, more than 98 percent of the time they would pick a Jack Hargrave design rather than anyone else," Joyce said. Some of the classic look also has to do with the yacht's traditional Raised Pilot House (RPH) design. Advantages of the RPH design include privacy for the captain, as well as great views for the operator and guests who may enjoy occasional visits to observe navigation from this pleasant vantage point. This is also a great spot to curl up with a book, away from the main action when the yacht is at anchor or when the captain pilots from the exterior helm. For that purpose, *Sassy*'s pilothouse features a settee and table, aside from a practical standing post (a single helm chair is a possible option) facing the custom-built console equipped with a traditional wood-clad wheel. Among the modern conveniences are hydraulic steering, remote windlass operation, 17" displays and a long list of electronics from Furuno, Simrad and Concord.

Launched in 2009, this 2010 model Hargrave yacht builds on that tradition; but it also features a few innovations for the signature custom series that began when Joyce started as a full-fledge yacht builder specializing in composite yachts from 70' to 140' under the Hargrave banner. *Sassy* has attractive contemporary design elements and a long list of audio equipment for onboard entertainment, available from the flybridge down to the crew quarters.

*Sassy*, built in composite (hand-laid fiberglass and stringers, vacuum-packed, with foam core) is the first Hargrave to feature a main deck owner's suite and what can only be described as a second full-beam master bedroom with an attractive mother-of-pearl head board, large closet and his and hers bathroom on the lower deck.

**"WHEN AMERICANS THINK OF CLASSIC LOOKS, MORE THAN 98 PERCENT OF THE TIME THEY WOULD PICK A JACK HARGRAVE DESIGN RATHER THAN ANYONE ELSE."**

*Michael Joyce*





**Sassy** is the first Hargrave to feature a main deck owner's suite and what can only be described as second full-beam master bedroom with his and hers bathroom on the lower deck

Instead of the country galley frequently featured on Hargrave yachts, *Sassy* features a fully equipped open galley with several prep areas, central island with granite top, two sinks and full-size stainless-steel appliance by Kenmore, Sub-Zero and GE Profile that stand out among the attractive cherry-clad cabinetry. The effect of the new galley on the interior layout is that it created room for the ondeck master and ensuite without compromising equipment, cooking or pantry space. Regarding the exterior design, the yacht's coach roof was carried far forward to accommodate this spacious and private main-deck stateroom with practical and discreet storage, large TV screen, closets and a soothing color palette. The one small drawback is that there is little room left on the foredeck, although a banquette is available for a couple to enjoy cruising up close and personal.

In total, the yacht accommodates up to 10 guests. Two additional convertible lower-guest cabins with twin beds (that can be pulled together to form a double bed) and Pullman bunks are ideal for young adults and children. Each has a private bathroom.

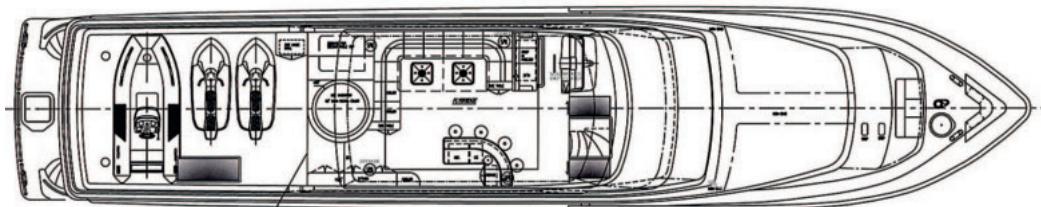
A discreet watertight door leads from the guest accommodations to a large crew area. Just outside of the door, on the port side, is a spacious and practical laundry room. If time is tight, let's say between two charters, the crew can quickly and discreetly change sheets and towels and store the laundry there until they have time to run a few loads in the stacked washer and dryers. The finish in the crew area is up to par with the rest of the yacht (with cherry veneer), and there is plenty of space for up to six crewmembers in three double cabins. A sizeable crew lounge, complete with TV, settee and refrigerator would make crewmembers onboard some 100' European yachts pale with envy. Crew quarters were not an afterthought on the yachts designed by Jack Hargrave, who logged many nautical miles as a captain, and the tradition continues at Hargrave Custom Yachts.

Back on the main deck, guests can enjoy great views through the aforementioned large windows, whether having a meal in the formal dining area or relaxing in the full-beam salon.

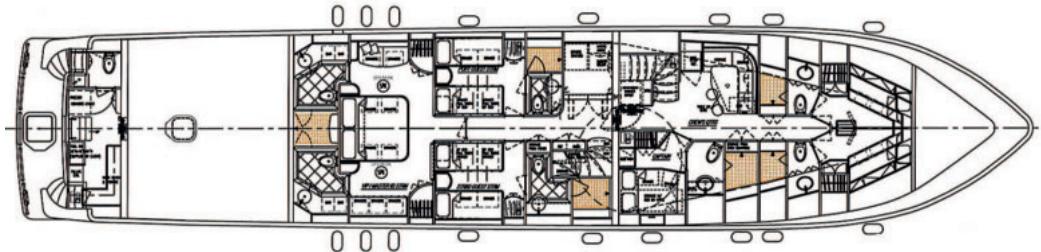
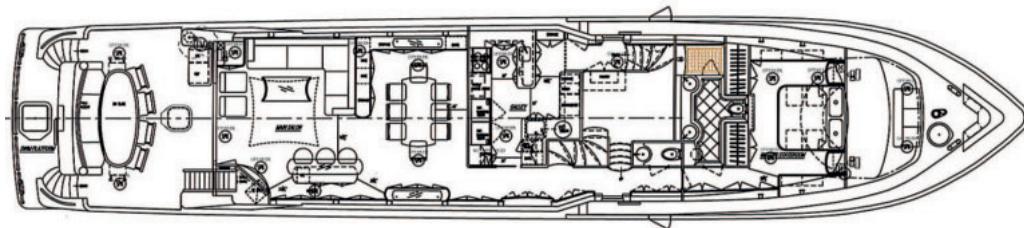
# 101' Hargrave *Sassy*

LOA: 101'  
BEAM: 21'  
DRAFT: 5' 11  
ENGINES: 2 x 1,675 HP  
CATERPILLAR 3412 C32s  
FUEL: 3,200 GAL.  
WATER: 600 GAL.  
MAXIMUM SPEED: 21 KNOTS  
CRUISING SPEED: 17 KNOTS

GUESTS: 10  
CREW: 6  
NAVAL ARCHITECTURE: J.B. HARGRAVE DESIGN  
STYLING: TED BLACK / J.B. HARGRAVE DESIGN



CONTACT:  
HARGRAVE CUSTOM YACHTS,  
HARGRAVE.ORG OR  
E-MAIL: MIKED@HARGRAVE.ORG



Guests can dine al fresco on the aft main deck or more casually on the flybridge

Emphasizing the yacht's comfortable size are light-hued carpets and upholstery, mirrors, stainless-steel elements and lighting accents. A suspended glass top seemingly hovers over the golden dragon marble top wet bar, an attractive focal point in the open layout. Outdoor dining is available just outside the salon's stainless-steel framed aft doors on the teak-laid aft deck spacious enough for a sizeable table, sofa and six teak chairs. It is also possible to dine al fresco or on the spacious flybridge, accessible from both sides of the aft deck, and through a pneumatic sliding hatch from the pilothouse.

Nearly flush with the transom, the flybridge features a sizeable shady area with a built-in bimini, integrated into the hardtop, which can be opened electronically with the touch of a button. On cloudless nights, guests seated on the flybridge can stargaze or in daytime eat lunch in the shade. A whirlpool and nearby built-in lounge with sunpad, a bar, high-low teak tables with inlaid compass roses, storage, a refrigerator and a grill occupy the central portion of this deck. The second half of the flybridge is large enough to store a tender, loading crane and Jet Skis (or install lounge chairs), while forward, a fully equipped exterior helm welcomes a captain and companion in twin helm chairs. To reach a top speed of 21 knots and cruising speed of about 17 knots, *Sassy* relies on twin 1,675-hp Caterpillar 3412 C32 diesel engines, ZF 2060 V gearbox transmission and five-blade bronze propellers. The yacht is equipped with Naiad nine sq.-foot fin stabilizers and a custom underwater exhaust system with bypass system for low-speed operation. Tradition looks good indeed. ●





# COASTAL CRUISING WITH A VIEW

Horizon 74 Vision

An early morning cruise along Miami's coast exemplified some of this attractive yacht's best attributes, including a very comfortable and panoramic pilothouse deck for ideal views and a great aptitude for maneuvers and comfortable coastal cruising. Story **Cecile Gauert** Photos **Horizon Yachts**

V  
W

The comfortable salon and dining area are one space, but the galley can be made separate when switching the Polyvision privacy glass to opaque

**While Taiwan-based Horizon Yachts** is growing a line of large yachts, the shipyard is addressing the demand for power yachts with a lighter footprint. The Horizon 74 Vision may not be a “green” yacht by design; in fact, it features conventional power (twin Caterpillar diesel engines, stainless-steel shafts and high-performance, four-blade propellers). Yet it incorporates interesting features that are likely to become more common place on future Horizons, including hard top-mounted solar panels that, on this boat, are enough to power the LED lights, rope lighting, the yacht’s name plate lights and charge the emergency navigation batteries. The attractive portholes in the lower-deck master stateroom open for fresh air, minimizing the need for air conditioning on beautiful days. A great skylight and large windows keep the salon bright during daytime. The use of halogen lights is kept to a minimum in favor of more energy-efficient LED lights. These seemingly small steps are part of a comprehensive strategy on the part of Horizon to move toward greener power boating, which includes the development of a series of solar powered yachts. Horizon introduced the SunCat 23 in Fort Lauderdale and cruised to the Miami Yacht & Brokerage Show on its own bottom; a SunCat 46 solar powered catamaran also is under construction.

Aside from these “green” tokens, the Horizon 74 is a charismatic yacht with amazing interior space thanks, in part, to the enclosed pilothouse design. With no helm station on the main deck, there is plenty of room for creature comforts. This particular hull features a Polyvision privacy glass panel between the well-equipped main-deck galley and formal dining room for eight. It is a nice option that helps bring additional light into the main deck while preserving diners’ privacy. Other attractive details in the interior include warm wood veneers in a contemporary matt finish, contrasting with a plush cream carpet in the comfortable salon area and cool granite counter tops. The skylight, allowing light to pour down from the sun deck into the main salon, provides a great focal point. Large side windows allow in fantastic views that are enough to distract from the onboard entertainment, which includes a 42” high-definition TV screen located in the nicely rounded entertainment cabinet.

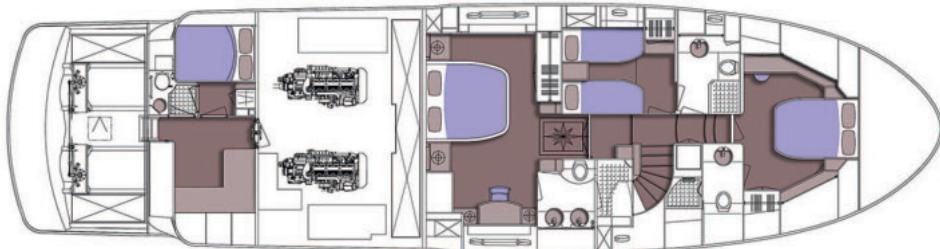
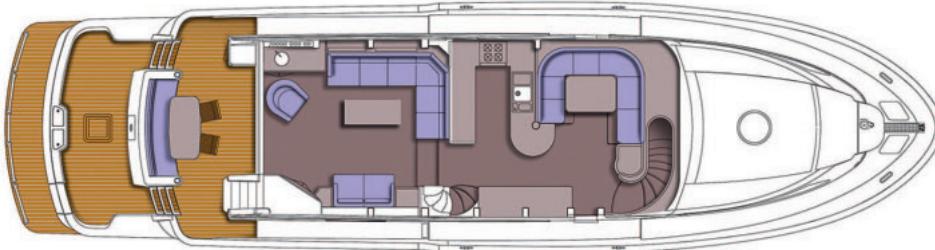
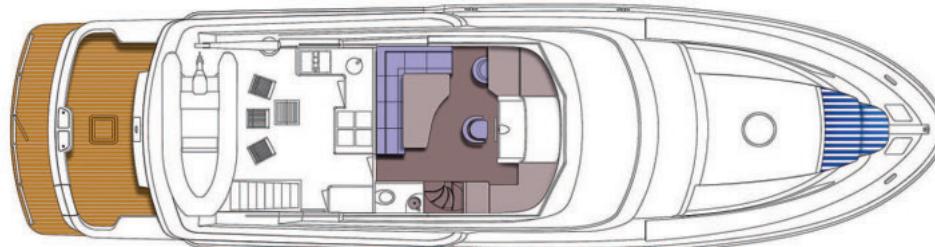
A few comfortable steps lead to the lower-deck accommodations where a lighter wood veneer helps emphasize the sense of space. The full-beam master stateroom, which is accessible through double doors and includes a desk/vanity and stylish ensuite bathroom with double



# Horizon 74 Vision

LOA: 76' 9"  
LWL: 65' 11"  
BEAM: 20' 6"  
DRAFT: 5' 8"  
HEIGHT (FROM WATERLINE TO TOP OF ARCH): 27'9"  
DISPLACEMENT (LIGHT SHIP): 138,891 LBS.  
ENGINES: 2 x 1,000 HP CATERPILLAR C-18  
CRUISING SPEED: ABOUT 17 KNOTS  
MAXIMUM SPEED: ABOUT 21 KNOTS

MAXIMUM RANGE: ABOUT 750 NM@10 KNOTS  
FUEL CAPACITY: 2,100 GAL.  
FRESH WATER CAPACITY: 360 GAL.  
DESIGNER: GREG MARSHALL DESIGN  
BUILDER: HORIZON YACHTS



The dining table accommodates all guests, but the galley's swivel bar stools are ideal for an informal lunch



sinks and a shower, is positioned amidships for optimal comfort. Two additional guest rooms include a twin-bed cabin and a forward VIP with an ensuite bathroom. A stacked washer and dryer, located behind discreet closet doors, are conveniently located close to the staterooms. A well-appointed and surprisingly spacious crew area with a double bed, a private bathroom and work area is accessible through a watertight door from the cockpit area. This enclosed pilothouse yacht with cockpit, complete with bait well, is meant for sport enthusiasts. There is plenty of room to move around and cast a fishing pole or two. A tournament fishing boat, this isn't, but with twin Caterpillar C18 diesel Acert diesel engines the yacht reaches a top speed of about 21+ knots and a cruising speed of 17+ knots effortlessly. The sweet spot for optimal comfort and fuel consumption, according to Horizon Captain Matt Vought, is anywhere between 16 to 17 knots, with engines at 2,150 rpm. At that speed, fuel consumption is about 80 gph for both engines. Gregory C. Marshall Design, a full-service design and naval architecture firm based in British Columbia, designed the Vision 74 as a larger version of the Vision 68, a logical step to offer more amenities. While the shipyard has expanded into the megayacht arena, particularly under the Premier brand, Horizon debuted on the U.S. market with a 43-footer and remained under the 80' threshold until 1994. Since then, Horizon has pursued a careful strategy of expansion and has delivered several 130'+ yachts.



The shipyard has ventured into steel-hulled yachts (most notably with the 148' Bandido Long Range Explorer), but Horizon specializes in composite construction, and the Horizon Vision 74 is no exception. The designers planned for the yacht to be lightweight and sturdy, exceeding the requirements of the DNV Classification Society. Built in composite (resin, e-glass and high-density core construction, bound together using SCRIMP technology), the hull features high-density core construction that not only creates a stiffer and impact-resistant hull, it helps insulate the interior from noise and temperature variations. The superstructure was built using the same principles. The hull color treatment is optional, but a blue or gray gel emphasizes the Vision 74's traditional good looks and gives it distinct appeal. It helped us spot the yacht, standing tall among a number of white boats, along her temporary dock at the Bayshore Landing Marina in Coconut Grove. The superstructure includes nicely sized frameless and tinted windows that elongate the yacht and help keep it visually balanced.

We climbed straight to the top, using the stylish wood-and-steel interior stairs, as the captain started the engines. The enclosed bridge is a pleasant panoramic spot from which to enjoy navigation, with great sight lines and forward views. The windows open for efficient natural ventilation, although this space can also be fully air-conditioned. Passengers have an ideal vantage point from the raised L-shaped leather-upholstered banquette or a comfortable companion bench. It allowed us to take in a full sweep of the Miami skyline shimmering under a bright morning light. A large and practical high-low table can serve as a berth with the addition of a cushion. A single Stidd leather helm chair faces the compact console equipped with electronics from Furuno (radar, plotter, GPS and compass) and Simrad. A teak and holly floor in combination with wood veneer and a great pilot wheel give the sky lounge a warm and inviting feel. From the aft deck, large enough to accommodate a tender and Steelhead 1500 Davit, as well as a barbecue grill, refrigerator and lounge chairs (when the tender is in tow), secure teak stairs lead back to the main deck, equipped with an oval teak high-low table. It overlooks the large cockpit. Accessible through the watertight transom door and the crew area, the engine room features a clean design, practical non-skid floor and tempered ambiance thanks to fans and moisture extractors. Generators are accessed through a trap door from the cockpit or from under the stairs in the crew area.

Bow and stern thrusters help make the Vision 74 maneuverable, while TRAC stabilizers help mitigate side motion at low speed. This capable cruiser can go for about 400 nm between refueling stops at 17 knots, and at 10 knots the range is about 750 nm. Comfortable and partially covered side decks lead to the foredeck area. Although, mostly used as a functional space, it features an inviting sun pad and forward deck seat. A wet bar and refrigerator are optional but are a desirable addition. It was her intriguing profile that encouraged us to take a closer look at the Vision 74, but we soon found out that this yacht has a lot more to offer than her traditional good looks.

While wood of a darker hue gives the salon a more formal look, the lower deck features lighter interiors to emphasize space



FOR MORE INFORMATION, VISIT  
HORIZONYACHT.COM



Abeking & Rasmussen 197' *Elandess*

# THE MOD MARINER



Like most yachts, *Elandess* is an evolution for both her owners and the shipyard that built her, Abeking and Rasmussen. Her predecessor in design and build is the 190' *Lady Sheridan* that Abeking and Rasmussen delivered in 2007. But, make no mistake; *Elandess* is a fresh yacht boldly moving in a new direction with a bright and innovative interior.

Story **Danielle Viguerie** Interior Photos **David Churchill** Exterior Photos **Thilo Müller**



# E

The open plan allows guests to enter from the aft deck and take in the salon, bar and dining area all at once

**Donald Starkey** is the designer behind *Elandess*' exterior lines, which were modeled after his design of Abeking and Rasmussen's *Lady Sheridan* and *Excellence III*. However, *Elandess*, which is slightly longer than her predecessor (by seven feet added to the bow and the stern), is not a replica. Starkey not only modified her forward profile, he introduced a raised walk around platform at the forward mooring deck where the owner specified that he wished to have a sitting area. Interior designers Bannenberg & Rowell optimized the lower-deck guest cabins and their bathrooms to improve functionality and symmetry. Similarly, improvements were made to aspects of all the main-deck accommodation; the owner's stateroom received a fresh new layout, and the bathroom is a good example of a completely bespoke layout based on the owners' wishes.

Although Bannenberg & Rowell also created the interiors for the recently launched 153' Heesen *Elandess II*, what was designed for *Elandess* was a complete departure in décor. "We led the owners down a very bold and contemporary path with the Abeking, going much further with architecture, color and materials than was the case with the Heesen. Behind a slightly conservative front, the owner has a refreshingly open mind and was keen to support, explore and encourage some pretty robust pushing, and breaking out of, the envelope," said Dickie Bannenberg. The advantage of the owners building more than one yacht being that they get to test out different styles. In this case it is even true for the interior designers, who, while



# Abeking & Rasmussen 197 *Elandess*

LOA: 197'

BEAM: 35'12"

DRAFT: 11'6"

CRUISING SPEED: 14 KNOTS

MAXIMUM SPEED: 16 KNOTS

CRUISING RANGE: 4,500 NM

FUEL OIL: 112 TONS

FRESH WATER: 28 TONS

LUBRICATION OIL: 3 TONS

BILGE SEPARATOR: 3 TONS

MAIN ENGINES: 2 X CATERPILLAR

1400 kW @ 1,600 RPM

TYPE: 3516 B DI -TA

S.C.A.C SERIES II

HULL TYPE: TWIN SCREW

MOTORYACHT

NAVAL ARCHITECT:

ABEKING &amp; RASMUSSEN

EXTERIOR DESIGNER:

DONALD STARKEY DESIGNS

INTERIOR DESIGNER:

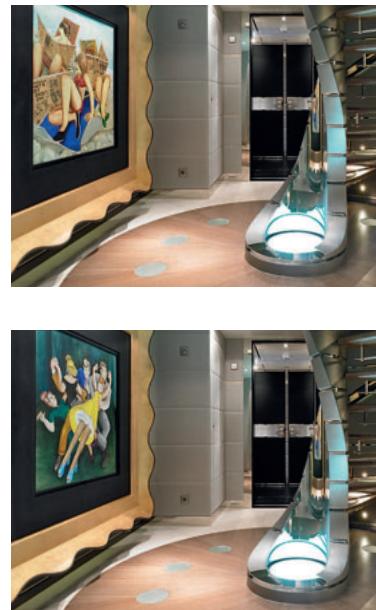
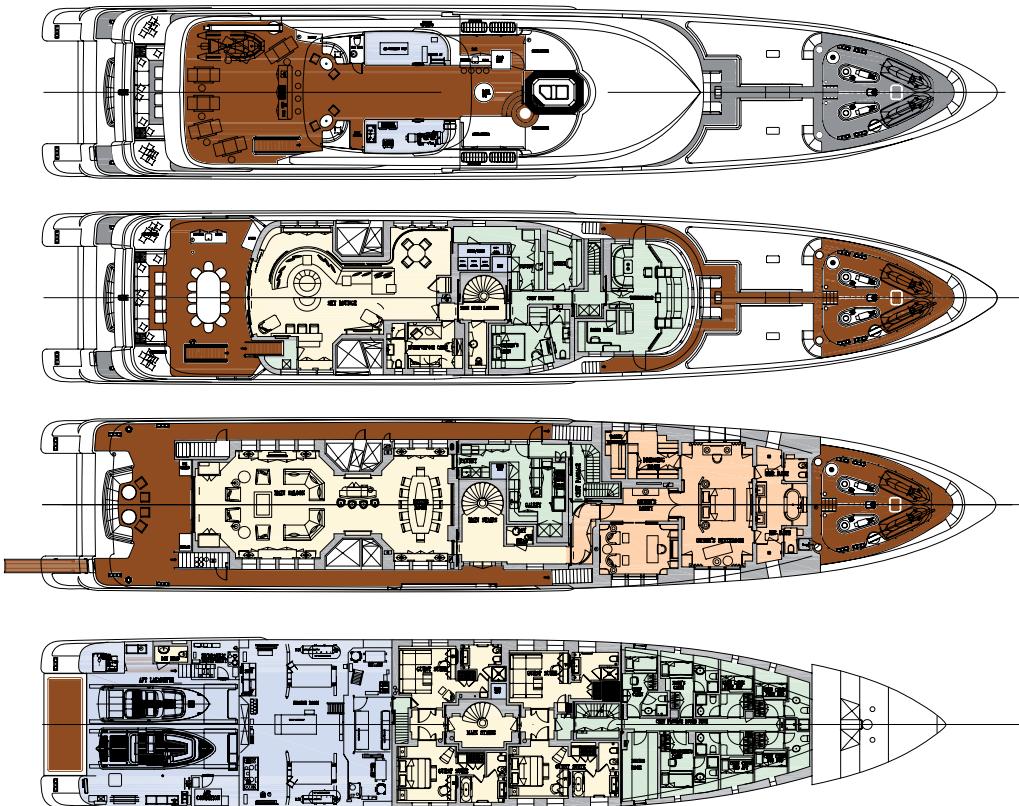
BANNENBERG &amp; ROWELL DESIGN

CLASSIFICATION: LLOYD'S

REGISTER OF SHIPPING (LROS) AND MCA

HULL CONSTRUCTION: STEEL

SUPERSTRUCTURE: ALUMINUM



This Beryl Cook painting is actually two: one for daytime, the other for nighttime; the dining room features artwork above and below the dining table, with a sculptural base by Rodiek





**The 80-sq.-foot owner's suite features unexpected materials, such as ray skin covering the folding screen behind the bed**

working on *Elandess* were simultaneously working on several other yachts of similar volume, such as Trinity's *Bacarella* and a 197' Benetti.

Bannenberg & Rowell may have guided the décor in a certain direction, but the owners were very involved, even debating whether their grandchildren could reach certain door handles. Additionally, the owner's art collection, which is modern and playful, is seen throughout *Elandess*, complementing the yacht's punchy accent colors as well as personalizing the interiors. Of special note is a humorous painting by British artist Beryl Cook facing the stairs on the lower deck. At the same time every evening, a crewmember removes one Beryl Cook painting from the frame and replaces it with another one of same dimensions. The stairs are a piece of art themselves. Steps that look like propeller blades fan out around a twisted stainless-steel tube. Running through three decks, the very top of the stainless-steel tube abuts a skylight on the sun deck, projecting light down the staircase and creating beauty in a functional part of the yacht. Subcontractors Rodiek had to build several scale models before achieving perfection. Also on the lower deck we find four spacious guest cabins that each have different injections of color, from hot fuschia to celadon, keeping the atmosphere light and fun. "It is a 1960s recording studio vibe. *Lucy in the Sky with Diamonds*," said Bannenberg. Depending on the number of guests, the guest accommodation can transform into two large suites with his and hers bathrooms. Also on the lower deck, in the forward section, are 2,430



**“WE LED THE OWNERS DOWN A VERY BOLD AND CONTEMPORARY PATH WITH ARCHITECTURE, COLOR AND MATERIALS”**

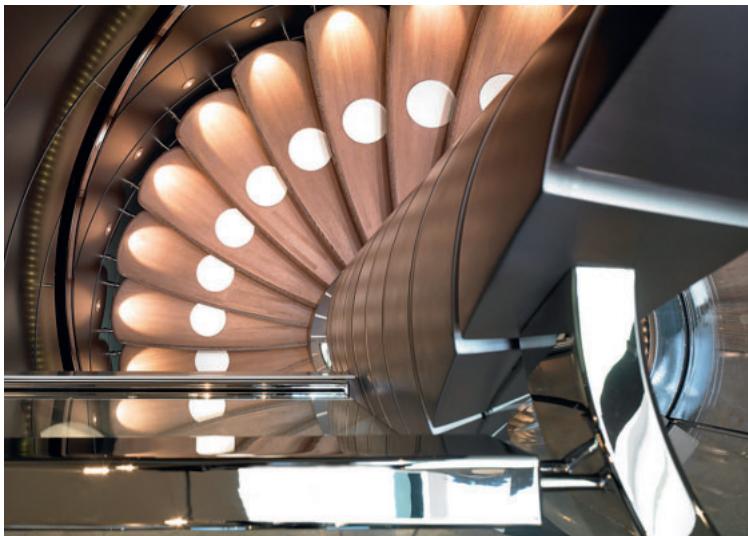
*Dickie Bannenberg*



square feet of space available to the crew of 14. Last but not least, the aft lower deck is dedicated to tender storage and a technical launching system that is a feat of German engineering and an unmistakable Abeking and Rasmussen signature. Two tenders, 24' 6" and 22' 6" respectively, are launched by a sliding cradle, which is angled down into the water. A winch system releases the tender that then slides into the water. Removable vertical side supports ease the entire operation, making it safe and fast. Most impressive is that the whole operation can be done while underway.

Up on the main deck, the bar, which separates the dining area from the main salon, continues the 1960s-inspired theme seen in the guest bedrooms. The circular shape, lighting and mod bar stools all subtly recall the groovy decade. Yet Creative Director Simon Rowell did an excellent job of not casting an overwhelming 1960s theme; the main salon, for instance, is coherent with the bar through green accents found in pillows and elsewhere. The dining area is a work of art, literally. Hand-crafted at Rodiek's workshop, the table, which seats 12, features a glass top sitting upon a beautifully designed sculptural base that resembles the hull of a ship. The painting, which has been in the owner's family for many years, on the forward bulkhead of the dining salon was earmarked from a very early stage for a prominent position on the yacht; indeed prominent, it can be seen from the aft main deck. The 80 square feet of the forward section of this deck are dedicated to the owners' quarters. The owners first walk through

LED-backlit oak-and-acrylic doors and wall sections give the owner's suite a contemporary flair



*Elandess' interior is replete with custom-made features, such as the exquisite fan-blade stairs and the sky lounge's bar and sitting area*

an office before entering the uniquely laid out bedroom. Positioned in the center of the room, the king-sized bed makes the large space cozy. Three oval floor-to-ceiling windows on each side flood the interior with light, allowing several special interior décor features to be fully appreciated. First, behind the bed is a folding screen that is made of real ray skin, offering an interesting texture and shimmer. Second, the wood veneer in the master suite is a maple sub-species never seen before or again because the owner bought the entire log. Third, Bannenberg and Rowell sourced a French company that created the innovative LED-backlit oak and acrylic doors and wall sections. Another artisan company created the backdrop of the main-deck day head, which features delicate leaves sandwiched in glass. The décor details are innumerable and all together add up to a visually stunning atmosphere that constantly solicits the eye. The owner knew that the skylounge would be where he and his family would spend most of their time. It was also a challenging space with large air ducts, necessary for engine room ventilation, and an exterior staircase on the aft starboard side. "Our solution was to create a radical space, dominated by a large question mark-shaped sofa extending most of the length of one side of the skylounge. It allows people to relax and watch the huge TV in the room; sit in a more intimate group around a coffee table and opposite the bar or simply park oneself somewhere along its length and read a book," said Bannenberg. Planked floors in bands of contrasting timbers add to the fascinating geometry of this room. Shaded by the upper deck,



## THE OWNERS WERE VERY INVOLVED, EVEN DEBATING WHETHER THEIR GRAND CHILDREN COULD REACH CERTAIN DOOR HANDLES

the aft deck is the ideal place to have dinner; the table for 12 even benefits from outdoor air conditioning, a first for Abeking and Rasmussen. However, when in the mood for warm rays, guests can ascend to the sun deck where they can enjoy the pool, or simply sink into the comfortable sun chairs. There are also two bars, one for drinks and another in a barbecue area. A product from a reputable and experienced German shipyard, *Elandess* features proven technical systems onboard. The yacht's transatlantic range of 4,500 nm at 14 knots is typical of a yacht this size. However, Abeking and Rasmussen changed the generator exhaust cleaning system, as the owner was particularly concerned with noise and vibration. She can achieve a 16-knot top speed with twin Caterpillar 3516 B DI -TA S.C.A.C SERIES II. Add to that an Environmental Protection Certification from Lloyd's Register and *Elandess* meets all the criteria and will surely be the inspiration for yet another yacht, either for her owners or shipyard. ●

In addition to its stunning décor, exemplified in this sky lounge photo, the yacht is most practical with 2,430 sq. feet of crew areas, minimal noise and vibration, Abeking's trademark tender-launching system and a spacious bridge with broad windows



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THE IRREPRESSIBLE IRWIN JACOBS

# BACK FROM THE BRINK

When *Yachts International* last profiled Irwin Jacobs in May 2008, the former Genmar Corporation chairman presided over the world's largest privately owned recreational boat-building company, with 13 brands representing an estimated \$1 billion in combined annual revenues. Soon after, economic hard times struck around the globe. And on June 1, 2009, Genmar Corporation declared bankruptcy, becoming the "poster child" for the boating industry's worst downturn since World War II – if not ever.

Story **Louisa Beckett**





Carlo Nuvolari (left) and Dan Lenard infused the Marquis line with sophisticated European styling; Jacobs wants more of the innovation and style evident on the Marquis 500 Sport Coupe; the Marquis 500 Sport Bridge and Carver 720 are at right

**Jacobs did not stay on the mat for long.** By January 20, 2010, he was back in business with seven of the former Genmar brands, including Carver and Marquis Yachts.

Jacobs described the factors leading up to the fall of Genmar as "The Perfect Storm". "In our industry...things got totally out of hand," he said. "Too much inventory, too much financing, too much speculation, and it all caught up. It was almost like the chairs were all full, no place to sit down, when this thing hit."

Jacobs said he had hoped to reorganize Genmar under Chapter 11, but that plan never reached fruition. Instead, the Genmar boat brands were sold at a court-ordered auction last January. Most of them were acquired by Project Boat Holdings, an affiliate of Platinum Equity, a global firm specializing in mergers, acquisitions and operational oversight. Jacobs and business partner John Paul DeJoria – better known as co-founder of the John Paul Mitchell Systems hair care empire – were able to purchase Carver and Marquis through their joint business entity J & D Acquisitions LLC. Once the bankruptcy auction sales were finalized, Project Boat Holdings re-sold the FinCraft, Larson, Seaswirl, Triumph and Windsor Craft brands, and the high-tech VEC fiberglass boat-building technology to J & D.

The Genmar bankruptcy dealt a serious economic blow to marine companies around the world who had done business with the giant corporation. Jacobs, who apologized to former Genmar suppliers in a letter dated February 2, 2010, said he and his partner also had not escaped unscathed. He personally lost "Tens of millions of dollars" in Genmar's final days, while DeJoria was out \$25 million.

Nevertheless, just as he had in the pages of this magazine two years ago, Jacobs still described himself as an optimist. "Oh, very much so," he said. "I wouldn't be in the boat business if I wasn't." Today, Jacobs says his seven boat brands are back on sound financial footing, thanks to an investment of several million dollars by J & D. "It isn't [that] life is going to be so perfect. But we have no leverage in our companies, no bank debt. We've put our money in ourselves, both the working capital and the money to go into it. We are in a very opportunistic position to do anything we want to do." He added, "You understand, I've never previously been in the boat business without leverage; that's not going to be the case any longer."

The J & D boat group reflects the "new normal" for American businesses in that it will be a much leaner operation than Genmar. "I have obviously a smaller company, but I've got a lot going for me, it's very

controllable. It's back to the entrepreneurial days – we're hands-on," Jacobs said. "Shame on me, I made a lot of mistakes, but the one mistake I'll never make again is to have a corporate structure trying to second-guess people who have run the business so successfully [over] the years," he added. "The Perfect Storm hit, but we were self-inflicted to a great degree, too."

J & D is now in the process of rehiring workers to staff its boat factories. Jacobs also retained many of his key people, including Marquis Yachts President Robert Van Grunsven, affectionately known as "Bob Van". Although Jacobs' plans to turn Marquis into a megayacht builder have been put on hold indefinitely, it remains his flagship yacht brand. "We've built over 500 Marquis yachts, and we've only had it since 2004," he said. The popular Marquis 500, which he describes as a "Star Wars boat", contributed greatly to the brand's success.

One of the first things Jacobs did after taking back control of Marquis in January was to honor outstanding warranty claims by dealers in good standing. "Anybody who was a dealer and had a claim in that was approved, their check went out within the two days of the time I closed the deal," he said. "I think we sent out a half a million [dollars] or more." Nuvolari & Lenard, the Italian yacht design firm that gave the Marquis line its sophisticated European styling, was an unsecured creditor to the tune of \$700,000 at the time of the bankruptcy, Jacobs reported. "We didn't have to pay them technically for what we owed them ... but we believe so heavily in them, that we made them whole in this transaction," he said. On February 8, Marquis Yachts announced it had renewed and extended its exclusive design and engineering contract with Nuvolari & Lenard, signing a multi-year agreement.

Jacobs acknowledged that Marquis Yachts' relationship with innovative designers Carlo Nuvolari, Dan Lenard and their team was an essential element of the brand's earlier success – and that in the future, innovation would be even more essential. "This is a race for the word 'new' every day," he said. "We've got to be on the cutting edge. I think Marquis clearly proved it. Up to this so-called crash that we had...in 2007, 2008, we built and sold more 50' yachts annually than any other company in the world." Today, the Marquis line ranges from 42' to

72', and a flow of orders has already begun despite the company's low-key presence (and in some cases, absence) at the winter boat shows. "We're into production now with a 72, a 69, several 50s – both sport and flybridge – and 42s, as well as a handful of Carver yachts," Jacobs said. "We've got a new Marquis 60 and we are well into it, and we've got some [other] really nice products coming out. I think we're moving with breakneck speed, but that isn't fast enough for me."

The Marquis dealer network has remained faithful, currently numbering 30 dealers worldwide. But there, too, Jacobs plans to streamline operations. "I don't believe in the dealers carrying large inventories anymore. It's too risky for them," he said. Instead, he reported, "We are going to be building several of what I call 'factory locations', where our dealers can come and bring their customers to see everything in the water." This will represent a significant investment on the part of J & D. "We're going to have to invest somewhere in the area of \$15 million, if not more," he said.

In Jacobs' view, the yacht sales picture is by no means rosy, but it is slowly improving. "We've got a pent-up demand...in spots. At this point, I'm very optimistic, not because I see something changing so quickly, but what I do see is [dealer] inventories are now becoming more in shape." Uneven competition from repossessed boats also is beginning to disappear, he said.

Jacobs is looking to the overseas market, traditionally strong for Marquis, for the first signs of recovery. "International clearly is in better shape than the domestic market," he said, although he acknowledged that here again, the scene varies from region to region. "Spain [has] slowed down. England, their pound has come down in value [against the dollar]," he said, adding the rest of Europe, Asia and South America appear stronger.

"The U.S. market is still somewhat soft in terms of yacht sales. There's business there, but it is not what I would call robust," he said. "But it has definitely hit its bottom, and there is an arrow pointing north... Definitely, the worst is behind us."

Bloody but unbowed, America's boating mogul is ready to meet the next challenge. "Our biggest thing now," he said, "is how quickly can we get up and running with enthusiasm." ●



**"THIS IS A RACE FOR THE WORD 'NEW' EVERY DAY... WE'VE GOT TO BE ON THE CUTTING EDGE"**

*Irwin Jacobs*

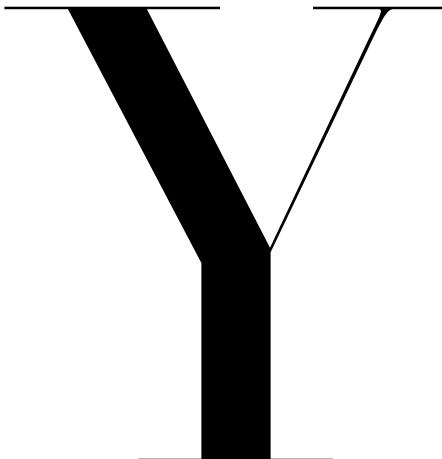


CMN's *Cloud 9* and *Slipstream*  
**TWO OF A KIND**

CMN's name is certainly not new in the pleasure yacht market, but the shipyard, now part of the recently created Abu Dhabi Mar Group, made quite a splash with the launch of two 197' sisterships in 2009. The two Andrew Winch-designed vessels, both available for charter, have distinctive personalities but are true sisterships and share a common DNA.

Story Cecile Gauert Photos Slipstream Guillaume Plisson (exteriors),  
Simon McBride (interiors), Cloud 9, Ed Holt and Superyacht Media.





*Cloud 9's* main salon has a more formal take on the yacht's overall beach theme

**You can see a yacht as a great** place to relax or you can see it as a piece of art. Many times, especially when it comes to superyachts, there is both function and beauty. Before setting foot on the 197' *Slipstream*, I had seen some of its components in galleries. A towering totem pole from British Columbia exhibited in a Paris museum popped into my mind as soon as I entered the yacht's guest lobby. The amazing silver fossil-stamped black marble was seen months earlier in a trendy gem gallery. The yacht is a successful blend of engineering and good taste with artful details that make it both extremely livable and hard to forget. Her charismatic sistership, *Cloud 9*, has the same engineering but a totally different feel thanks to an interior theme inspired by the beach. London-based designer Andrew Winch, whose name brought undeniable and instant cache to CMN's budding semi-custom production, is responsible for the designs of both the exterior and interior of the CMN 60 line. CMN (Constructions Mécaniques de Normandie) previously worked with Winch who created the interior of the 160' *Bermie*, launched in 2001, and appreciated his work. The owner of that vessel returned to CMN for another project, which was sold and renamed *Netanya 8*. *Netanya 8*, launched in February 2007, is the predecessor of *Slipstream* and *Cloud 9* and can even be called a sistership, because at 190' she provided the original platform for the CMN 60 line. (The seven extra feet allowed for the addition of a 210 sq.-foot fixed swim platform, practical accesses to the engine room, workshops and expanded fuel capacity.) CMN was historically a builder of military vessels, but pursued a policy of diversification in the 1960s and expanded to wooden sailing boats before further expanding to aluminum racing boats in the 1970s and 1980s. In the 1990s, CMN launched its first megayachts, including a supply-vessel-turned-ultimate-



## ONE SHIPYARD, USING THE SAME PLATFORM, THE SAME DESIGNER AND THE SAME SUB-CONTRACTORS CAN PRODUCE TWO YACHTS WITH COMPLETELY DISTINCT PERSONALITIES

gamefishing-machine, the 161' expedition vessel *French Look* and the 105' carbon fiber catamaran *Lady Barbarett*, reborn recently as *Necker Belle*. *Cloud 9* followed sistership *Slipstream* by a few months. The two yachts were built side by side at CMN in often-overcast Cherbourg on the Normandy shore. The welcoming workers at the shipyard made up for the weather's lack of warmth, and *Slipstream*'s captain Phil Stevens fondly recalls the months he spent at the shipyard supervising the build. "They were brilliant," he said, as he guided us through the yacht at the start of her winter charter season.

The two yachts often cruise together and both attended the Antigua Yacht Charter Show in December. Seeing them together helped prove that one shipyard, using the same platform, the same designer and the same sub-contractors (including interior companies List, from Austria, and French Chantiers Baudet) can produce two yachts with completely distinct personalities. The benefits of building several yachts based on the same platform include advantages in terms of price and proven engineering. The only drawback is that you might have a yacht that looks like another, but as *Slipstream* and *Cloud 9* prove once more, it is possible to do this and create very different yachts adapted to the needs, tastes and personalities of their owners. The changes may be mostly cosmetic, but details such as a customized superstructure and exterior paint make a big difference. *Cloud 9* features a more classic navy hull and white superstructure, while *Slipstream* (like her Australian-built predecessor) has a varnished silver superstructure topping a jet-black hull. Where *Slipstream*'s décor is masculine (just like the owners' earlier yacht), blending red, black and geometric patterns, *Cloud 9* features a beach theme with blue and blond hues producing a bright and relaxed interior.



Bold masculine colors dominate *Slipstream*'s main salon, spectacular entrance lobby and dining room

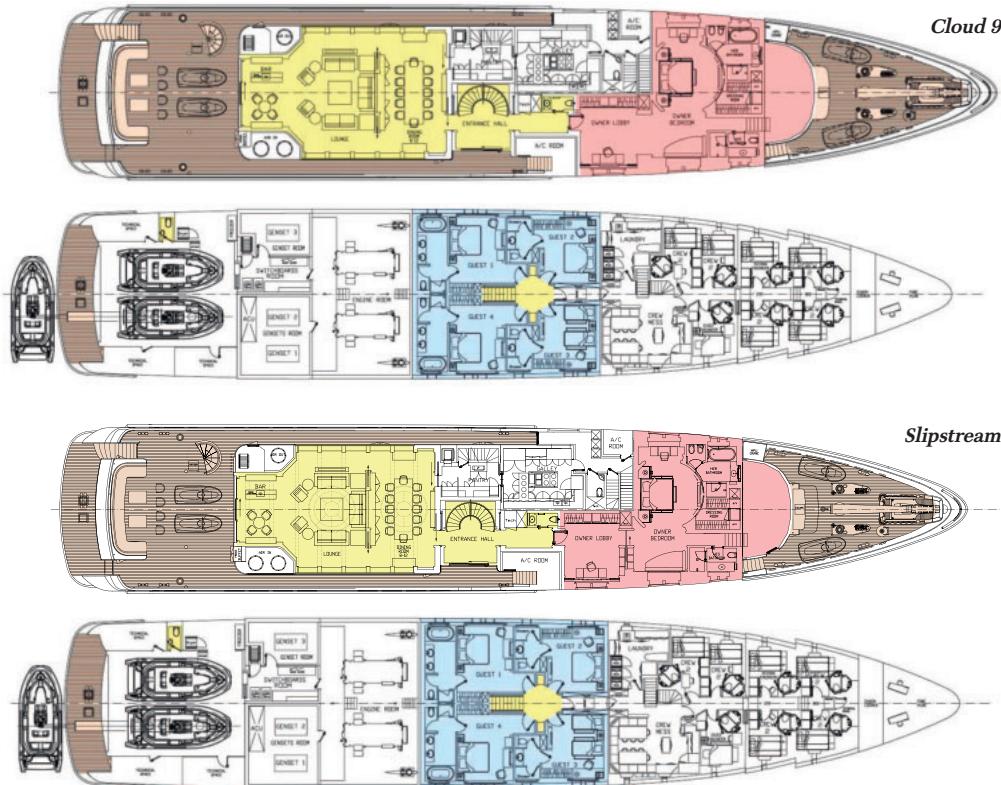


## CMN's *Cloud 9* and *Slipstream*

LOA: 197' (60 m)  
LWL: 178' (53.40 m)  
BEAM: 36'5" (11.10 m)  
DRAFT: 11' (3.35 m)  
HULL: STEEL  
SUPERSTRUCTURE: ALUMINUM  
ENGINES: 2 x CATERPILLAR 3516B  
16V "C" RATING 1641kW  
OR 2,230 HP AT 1,600RPM

MAXIMUM SPEED: 17 KNOTS  
CRUISING SPEED: 15 KNOTS  
FUEL CAPACITY:  
34,340 GAL. (130,000 L)  
FRESH WATER CAPACITY:  
7,661 GAL. (29,000 L)  
RANGE@ 12 KNOTS: 6,000+ NM  
GENERATORS (MAIN/EMERGENCY):  
3 x CATERPILLAR C9 190 kVA

+ 1 x CUMMINS 85 kVA  
STABILIZERS: QUANTUM ZERO  
SPEED ZS1500 (2 PAIRS)  
NAVAL ARCHITECTURE: CMN  
DESIGN: ANDREW WINCH DESIGNS  
CHARTER MANAGEMENT:  
SLIPSTREAM: BURGESS  
CLOUD 9: CNI



Two vastly different takes on the same formal dining room; Slipstream top, Cloud 9, bottom

Cloud 9's lobby features a waterfall-like glass sculpture meticulously assembled on board

The yacht's guest entrance lobbies help set their individual themes. On *Slipstream*, the catchy centerpiece is a trio of totems designed and carved with traditional tools by North Vancouver Island, British Columbia, Kwagiulth artist Stanley Clifford Hunt. The tallest totem is a 15-foot wooden structure, rising beyond eye level into the atrium. The totem's black, red and white are echoed throughout the interior. On *Cloud 9*, a similar centerpiece rises in the guest lobby, but this time the eye-catching art piece is a towering glass sculpture. Although amazing at first sight, the story behind its construction makes it even more so. This tower is made of individually cut pieces of glass, 800 pieces in all, which were assembled onboard. It took two or three days to finish the job, which required a do-over about half way through to achieve perfection. The evident water theme is repeated in wave patterns in sand-color carpets and touches of blue throughout the yacht's interior.

Aside from the lobbies and their centerpieces, there are a few other differences. While *Slipstream*'s owner suite features a separate office, *Cloud 9*'s owner suite is wide open with uninterrupted space from the entrance to the master bedroom. Each more than 1,040 square feet in area, the owner's suites both feature cathedral ceilings above the king-size beds, marble bathrooms with sleek automatic doors and privacy glass, and a private observation lounge a few steps up from the bedroom. On *Slipstream*, a door opens from the observation lounge onto the foredeck, while the owners of *Cloud 9* opted not to have that door, reserving the fo-





GUESTS ARE SURE TO APPRECIATE THE COMFORTABLE INTERIOR, SPECTACULAR VIEWS, STABILITY AT ANCHOR, ABUNDANCE OF WATER TOYS AND EXPANSIVE DECK SPACES

redeck as an area for the crew to relax. Among the yacht's attractive features is the bridge deck. The bright and airy skylounge converts into a theater in a matter of seconds. Curtains shut tightly for optimal viewing and a nine-foot-wide projection screen automatically unfolds from a chaise lounge while a professional projector drops down from the ceiling. Also on this deck, a circular dining room surrounded by a sweep of floor-to-ceiling windows makes for a superb dining spot no matter what the weather may be outside. The VIP located on this deck is a bit smaller than the lower-deck guest bedrooms, but a balcony with a built-in window more than makes up for the size. A gym is also available, which can be converted into a fifth cabin thanks to Pullman beds and foldable gym equipment. The lower-guest cabins are spacious, attractive and practical. Two of the four guest cabins have twin beds that convert into one large queen-size bed in a matter of minutes.

In keeping with the rest of the yacht, the sundeck is designed for flexibility with a 77' open area. Sunbeds surround a Jacuzzi, located forward. The central area features a barbecue, in the shade of the radar arch, and a dumbwaiter to facilitate service. This leaves a 790 sq.-foot area with large dining area partially protected from the wind by sliding glass doors.

The yachts' respective owners, project managers and engineers inserted their opinions, resulting in a few tweaks in layout and engine rooms; but overall the two yachts share the same engineering and systems. Their crews also share the same appreciation for the shipyard's

Both skylounges (*Cloud 9* is top left) double has cinemas and include panoramic dining areas; the owner's suites are in keeping with each yacht's theme





Customized superstructures and paint give each yacht a distinct personality

practical approach to designing accesses and systems. Early on, CMN embraced the design possibilities offered by Dassault Systemes' CATIA, now offering 3-D modeling capabilities for more effective results. Another strength of the shipyard is its experience building ships that need to be able to handle any type of ocean conditions, including fast-response patrol boats. Their in-house naval architects apply this extensive experience to CMN's megayachts, putting the 'pleasure' back in pleasure yachting. At the helm of *Slipstream*, Captain Stevens braved the temperamental Northern Atlantic Ocean, testing her in big swells. She did just fine equipped with redundant and practical systems. As examples of CMN's commercial background, Capt. Stevens points to the proven telegraph system on the dashboard and the massive hinges on the side deck doors. The yacht even has a PA system. "I quite like it; this is a very practical bridge," he said.

*Cloud 9*'s Chief Engineer Stuart Laidlaw, who worked on warships in the Royal Navy, gave us a tour of his domain, including the yacht's EVAC sewage treatment plant. He likes the ability to access the engine room and work area without being seen in his overalls; the engine room is accessible through a vast and well-organized control room. "I can see the logic behind this. It's not all gleaming pipes, but the engineering is fantastic," he said. The yachts are relatively economical and have a fast 17-knot top speed. On the crossing, *Slipstream* averaged 14.9 knots (at 65 percent load). Although the builder-stated range is 6,000 nm, Capt. Stevens says it could be much more at an economical speed of 12 knots.

For the most part, guests onboard will not see the underbellies of these yachts but they are sure to appreciate the comfortable interior, spectacular views, stability at anchor, abundance of water toys and expansive deck spaces.



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*“If a man insisted always on being serious,  
and never allowed himself a bit of fun, he  
would go mad without knowing it.”*

– Herodotus of Greece, First Historian, 5th Century B.C.



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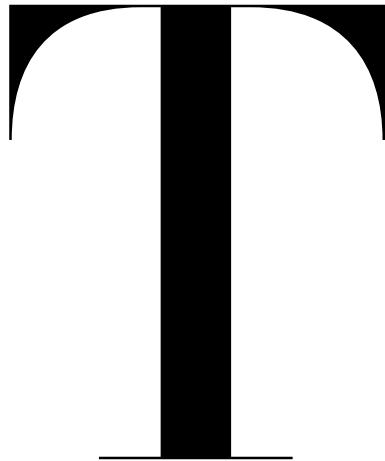


# THE ENTERTAINER

**Moonen 124 Northlander**

Sometimes we forget: A yacht is about comfort and warmth. It's the perfect retreat on the water for friends and family. The Moonen 124, the largest and highest displacement yacht to date in Moonen Shipyards' growing line of semi-custom yachts, is that and more. We got onboard for a scenic cruise in the yacht's native home of Holland last year, enough to remember what a yacht can be. Story **Cecile Gauert** Photos **Moonen**





**The Moonen 124 is also the first** Moonen yacht with a four-deck central atrium and spiral staircase, and the first to be finished at Moonen's Groot-Ammers facility, which was added to Moonen's original shipyard in 's-Hertogenbosch in 2008 to accommodate hulls to 150'. In June last year, as the yacht awaited a few finishing touches for her Monaco Yacht Show debut, we had a chance to experience the soon-to-be-renamed *Northlander* as guests. Moonen invited a group of boat writers on a cruise from their facility along the Lek River near Rotterdam, by some measures the world's largest port, to the amazing UNESCO's world heritage site of Kinderdijk, a picturesque garden of windmills that attests to the Dutch's ingenuity in their long-fought battle against water.

The cruise was easygoing, as it should be on a busy inland waterway, giving us plenty of time to explore and experience the spacious interior and expansive decks. It was a member of the boating press that gave Moonen's yachts a lasting nickname, "pocket-sized superyachts", a tag that fit so well the small but fully loaded vessels that it was all but adopted by the shipyard. The canoe-stern 85-footer semi-custom series launched in 1985 was at the genesis of the nickname. But with an LOA of nearly 125' and a 28' beam, *Northlander* is officially a full-fledged megayacht. Moonen once more has worked with Dutch design firm Art-Line Interiors and they imparted a lot of the yacht's warmth. Recently, Art-Line created the stunning interior of the 197' Lürssen *Vive la Vie* where the designers expressed their creativity on a larger scale but remained true to their credo of "balancing function and emotion" and use a contemporary architectural flair, something they've done on many yachts built by Moonen.

Art-Line also created the interior of the speedy 94' *Nilo*, a semi-displacement aluminum yacht that belongs to the Moonen Yachts Holding's new majority owner, an unassuming yet pas-

Art-Line Interiors  
imparted a lot of the yacht's  
warmth, evident as soon as  
one enters the salon



## THE DÉCOR HAS A SUMMER FLAIR WITH WHEAT COLORS AND FEATURES UNEXPECTED MATERIALS SUCH AS WOVEN CANE AND KIREI BOARD

sionate yachtsman and chairman of Istanbul-based transportation and logistics company, Merit AS. The holding consists of Moonen Shipyards, Moonen Brokerage and Inoferro, a stainless-steel manufacturer. He sees the acquisition as a long-term investment into a company with a passionate team. "That's why we wanted to be a part of it. We are not in the business of yachting to make quick money," said Salim Erdem who met Moonen Managing Director, naval architect and shareholder Emile Bilterijst in 2001. The two share a passion for boating and boat building and their meeting resulted in the first of the shipyard's fast series, the aforementioned 26-knot *Nilo*. "I knew Emile wanted to build a fast boat," Erdem said, and when they met again in 2004 they discussed plans for *Nilo*, which ultimately debuted at the Cannes International Boat Show in 2007. The acquisition came much later after lengthy negotiations.

Despite similarities in the approach to the décor, *Northlander*, of course, is a different kind of yacht; naval architects Stolk Marimecs' hull form is that of a round-bilge displacement vessel designed for long-distance cruising. René van der Velden Design achieved the looks of a small ship by using a low profile and fashion plates. At nine knots, the yacht has a 5,000-nm range. Despite the yacht's wintery name, the décor has a summer flair with wheat colors and unexpected materials such as woven cane and Kirei board, a strong and lightweight substitute for wood made of recovered sorghum, used on countertops throughout the yacht. Attractive cherry wood adds dominant notes of warm caramel.

A large group of people settled in the main-deck salon on and around a comfortable c-shape sofa. The space is convivial and bright thanks to huge windows with flowing curtains and shaggy white carpeting. It faces an attractive entertainment center with an outstanding sound



The yacht has the looks of a small ship



The master stateroom and its ensuite with a one-of-a-kind bathtub and pebble floor

system that provides a discreet divide to the dining room, simply set with an expandable round table. It's an inviting spot to congregate and lounge. Past the dining room, on the port side is the galley, finished with the same level of care as the rest of the yacht. It is a bit small but a window brings in natural light and a pantry located on the wheelhouse deck expands the prep and storage space. Further forward still is the master stateroom and ensuite with a one-of-a-kind bathtub, frosted glass and a whimsical pebble floor. The feel is relaxed thanks to a wood floor and an inviting hammock by the windows.

A spiral staircase with an original copper mesh leads to the four lower-deck staterooms. Zen-like and comfortable, they feature two twin beds or a queen-size bed and each have a private bathroom. Back on the main deck, light pours in from the top thanks to a skylight mounted on a hydraulic arm, which lifts up to allow guests to reach the sundeck. The light and an enticing aroma drifting from the pantry prove hard to resist, so we move up to the wheelhouse deck to join a party in progress.

*Northlander* is a fantastic yacht for entertaining. The skylounge is bright and airy with teak floors and white ceilings, and the party can easily spill out onto the aft deck through sliding doors. Even in cool weather, it is a comfortable place to be thanks to a partial enclosure with large windows that effectively negate wind and rain while giving guests the feeling that they are outdoors. Teak stairs lead to the wide-open flybridge. The imposing but attractive radar arch shades the dining area, while the Jacuzzi offers great views and full sun to sun-worshippers, who will find irresistible the thick mattresses surrounding it.

The skylight atop the staircase has just opened, and we take this opportunity to step back

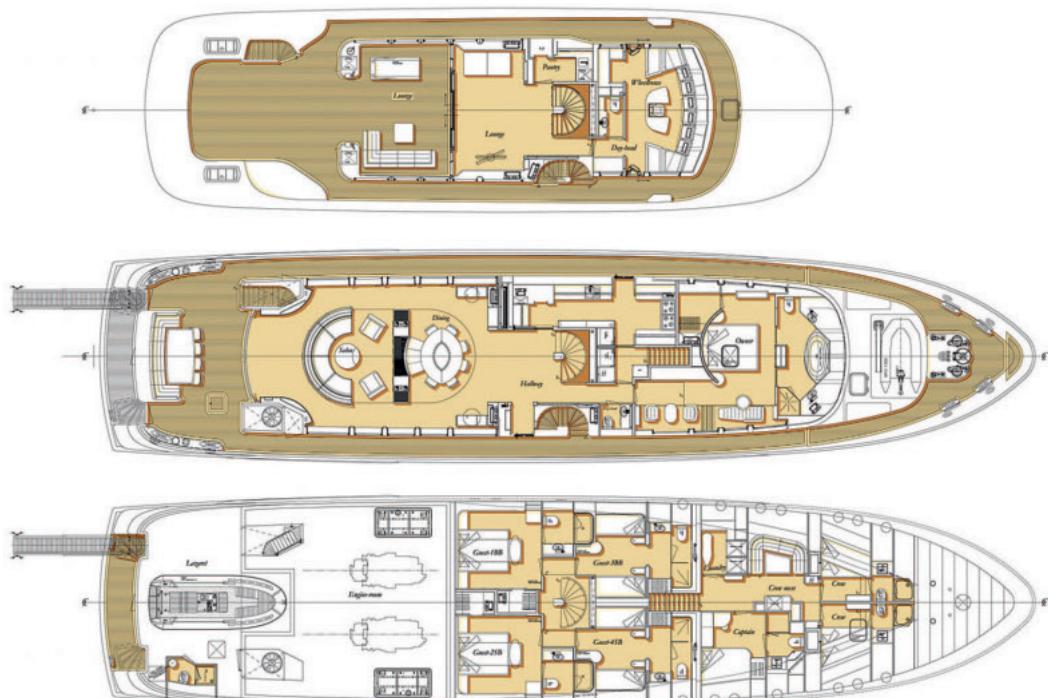
# Moonen 124

## Northlander

LOA: 125' 2" (38.16 m)  
 LWL: 18' 10" (34.74 m)  
 MAXIMUM BEAM: 28'2" (8.60 m)  
 MAXIMUM DRAFT: 8'2" (2.50 m)  
 DISPLACEMENT (FULL LOAD):  
 363.7 TONS (330 METRIC TONS)  
 HULL CONSTRUCTION:  
 GRADE "A" STEEL  
 SUPERSTRUCTURE: ALUMINUM

FUEL CAPACITY: 12,020 GAL.  
 FRESH WATER CAPACITY:  
 2,113.4 GAL. (8,000 L)  
 ENGINES: 2 x MTU 16V 2000  
 M60, 800 kW @ 1,800 RPM  
 MAXIMUM SPEED: 14.5 KNOTS  
 AT 50% LOAD MAX. RPM  
 CRUISING SPEED: 12.5 KNOTS AT  
 50% LOAD AND 85% RPM

RANGE @ 9 KNOTS: 5,000 NM  
 STYLING: RENÉ VAN DER  
 VELDEN YACHT DESIGN  
 INTERIOR DESIGN:  
 ART-LINE INTERIORS  
 NAVAL ARCHITECTURE:  
 STOLK MARIMECS  
 SYSTEM ENGINEERING:  
 MOONEN SHIPYARDS



An elegant beach feel carries into the lower-deck suites



SOMETIMES WE FORGET: A YACHT IS ABOUT COMFORT AND WARMTH. IT'S THE PERFECT RETREAT ON THE WATER FOR FRIENDS AND FAMILY. THE MOONEN 124 IS THAT AND MORE



THE SKYLOUNGE IS BRIGHT AND AIRY WITH TEAK FLOORS AND WHITE CEILINGS, AND THE PARTY CAN EASILY SPILL OUT ONTO THE AFT DECK





down to the wheelhouse deck and take a peek inside the bridge. There is no dashboard to speak of. Instead, a series of leather-framed displays are set in a semi-circle in front of a central chair. Commands and switches are on built-in arms on each side of the chair, in a set up similar to a few commercial ships, such as crew supply vessels. It looks great, but the day captain admits he is not used to navigating from a seated position and prefers to maneuver from a standing position where he can easily reach the joystick. Yet, when we check back with him a few hours later, he has already warmed up to the setup.

We never got to test the higher speed range, but in sea trials, the shipyard reported *Northlander* to reach 14.5 knots. What we did notice was how stable she was and how quiet the ride was. Decibel readings, according to Moonen, were a remarkable 33 dB in the master stateroom and guest cabins at anchor with one genset running, and with her twin MTU engines at 1,430 rpm to 1,845 rpm the readings went up to 44 and 54 dB. The well-insulated engine room and adjoining enclosed engineer's control station are located forward of a tender garage. The garage accounts in part for the clutter-free openness of the decks, which can be configured to accommodate almost any type of group. Finally the crew, housed in the forward section of the lower deck, can rest in an attractive mess area. The captain's double cabin and the cabins with lower and upper bunks for the rest of the crew feature great portholes and beautiful wood veneer. The Moonen 124's new owners (the commissioning owners' plans changed before the yacht was finished, and the yacht was sold to her existing owner and renamed last summer) hail from a cool climate and will likely enjoy many hours on the water cruising with family and friends. ●

Original features include the attractive bridge and a skylight with hydraulic lift



FOR MORE INFORMATION,  
CONTACT: MOONEN SHIPYARDS BV  
PHONE: +31 (0) 73 621 0094  
OR VISIT MOONEN.COM



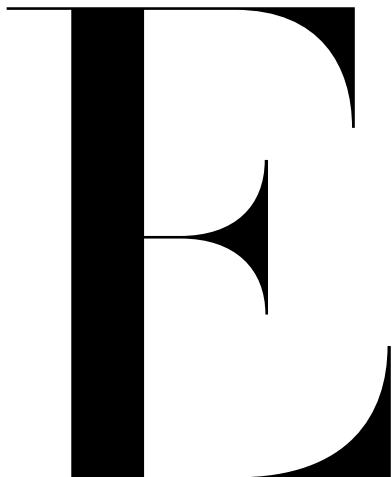
# HIGH-MINDED

## The Altura 840

The Altura 840 is a head turner. As the yacht cruised up the canal to reach the Allied Marine Group sales and service center in Fort Lauderdale, there was no mistaking what she was. The portholes gave her away. Definitely Ferretti. She has a little something of the Mochi Craft LR 23, only larger. As the yacht moved away, an interesting feature presented itself, a long and wide window in the transom, indicating a possible cabin aft. That's when there was no mistaking her identity.

Story **Cecile Gauert** Photos **Ferretti Yachts**





A bird eye's view of the open main deck from the raised pilothouse

**European models always take** a little time before they come to this side of the world. The Altura 840 made her debut in Cannes in the fall of 2008 and reached our shores in early February for the Yacht & Brokerage Show in Miami. Altura is a brand that Ferretti Yachts revived in 2005 with the Altura 690, but was a well-known entity in the Mediterranean for years. The brand first appeared with a 42' motorsailer in the mid-1970s, soon followed by a 46 and 49-footer in the early 1980s. Changing trends put a stop to the production of these yachts until 2005 when Ferretti launched the first aft-cabin motoryacht it had designed in years. The pendulum, it seems, had swung back, and a warm reception encouraged the shipyard to go for a larger yacht based on a similar concept. And thus was born the Altura 840, which won a World Yachts Trophy in 2009.

Resemblance to other Ferretti brands is no accident. The group, encompassing eight brands shares important resources: the Italian Zuccon International Studio, responsible for a great majority of the styling of yachts within the Ferretti Group and the engineering expertise of AYT (Advanced Yacht Technology). Cross-pollination is a frequent occurrence.

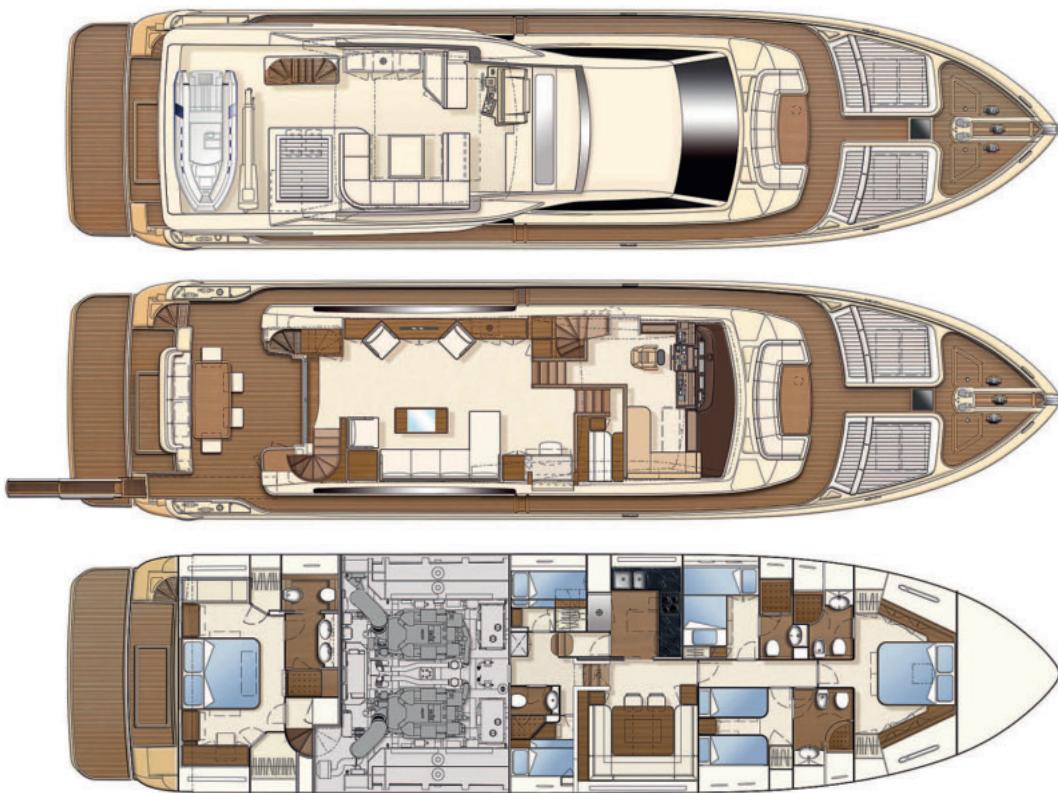
While it has a certain nostalgic appeal, this yacht is completely in the now, celebrating a quality of life onboard. In fact, the Ferretti marketing team was quick to give it a label, "the villa on the sea." The creators said the yacht was designed to appeal to a more mature and experienced yachtsman. This appears to be a code name for someone with a family who may enjoy spending a vacation with younger generations but also values the availability of a private retreat.

# The Altura 840

LOA: 84'2" (25.66M)  
LWL: 67' 7" (20.60M)  
BEAM: 20' (6.12M)  
DRAFT: 6'3" (1.90M)  
HULL CONSTRUCTION: COMPOSITE  
ENGINES (STANDARD): 2 x 1,823 HP  
MTU 12V 2000 M93s  
MAXIMUM RPM: 2,450 RPM  
FUEL CAPACITY:

1,849 GAL. (7 000L)  
MAXIMUM SPEED: 30.5 KNOTS  
CRUISING SPEED: 27 KNOTS  
WATER CAPACITY:  
412 GAL. (1,560L)  
MAXIMUM RANGE:  
ABOUT 520 MILES @11.5 KNOTS  
GENERATOR: KOHLER  
FUEL CAPACITY:

RAYMARINE ST7002  
AND ST6002  
NAVIGATION SYSTEM:  
FURUNO NAVNET 3D  
NAVAL ARCHITECTURE:  
ADVANCED YACHTS TECHNOLOGY  
INTERIOR AND EXTERIOR DESIGN:  
ZUCCON INTERNATIONAL PROJECT  
BUILDER: FERRETTI YACHTS – ITALY



An original layout locates  
the dining room below,  
across from the galley





WHILE IT HAS A CERTAIN NOSTALGIC APPEAL,  
THIS YACHT IS COMPLETELY IN THE NOW





On the outside, the Altura 840 has an appealing color scheme, a cream color with a hint of yellow, very much in fashion these days; sister brand Custom Line also used the color on a few of its charismatic cruiser-style yachts.

The foredeck is handsomely set up with a banquette, table and comfortable forward-facing sun pads. More designers and builders are paying attention to this very pleasant part of the yacht, which has tended to be reserved for lockers, storage, anchor chains and tenders. Instead, here, wide teak walkways and a couple of easy steps provide a safe passage to this pleasant recreational area. When the yacht is docked stern-to, this is an especially great way to enjoy a cocktail at the marina in privacy; umbrellas can be set up for shade. The more conventional aft deck with a table and banquette is also available of course, although it is more dedicated to dining than lounging. The flybridge offers yet another outdoor space large enough for sunbathing and dining, although, part of it is used for tender storage under way since the typical location for a tender garage is dedicated instead to the master stateroom. Still, there is room for a lunch area that can be shaded thanks to a sliding bimini, built inside the hardtop. An exterior helm station offers a great vantage point for the captain. Yet the interior helm station is user friendly as well. Set a few steps up from the main-deck salon level, it is both private and panoramic with a single helm seat facing a well-equipped console with 15' touchscreens and an inclined windshield. The instrumentation includes all the bells and whistles, including remote alarms, radar, map plotter, GPS, echo sounder and automatic pilot. A pleasant panoramic observation area with an attractive teak sole and leather banquette is located on the starboard side. Side windows are especially large for optimal views. A side door, located just aft of the helm chair, provides quick exit to the side decks and allows the crew to access the galley and the helm without walking through the salon. On the main deck, the ambiance is that of a loft: big windows, contemporary furnishing with light colors and high ceilings. It is pleasantly open and bright with ample seating. The TV is hidden when not in use, and the feeling is uncluttered. A honey tone wood veneer warms the modern interior. The lower deck features a layout that is very different from most yachts this size, in great part due to the location of the master stateroom aft. Accessed via a set of dedicated stairs, the full-beam stateroom has the distinct advantage of privacy. The big rectangular window, evident from the outside, doubles as a headboard of sorts. Located right above the king-size bed, it helps flood the room with natural light. Open the curtains and you can peer outside first thing in the morning. Side portholes open for ventilation and added light, and a built-in lounge chair is a great spot to catch up on reading. The ensuite bathroom is located forward of the bed, adding a layer of insulation from the engine room positioned amidships; although with the generators running, the stateroom is impressively quiet.

Guest cabins, a VIP and two twins, are located away from the master suite



## THE ALTURA 840 MAY BE MISTAKEN FOR A CRUISER, BUT SHE IS SURPRISINGLY SPEEDY

Numerous options are available for outdoor living and lounging

The forward part of the lower deck, accessed through another set of stairs, accommodates a VIP cabin, all the way forward and two additional guest rooms with twin beds. Each has a private bathroom. The galley and dining room (located across from each other, they are separated by a sliding door) are also located on the lower deck, but they don't feel confined thanks to another large window that opens for fresh light and light streaming down from the deck above. The set up is meant to accommodate eight diners. The crew quarters, with two cabins, are accessed via the galley and are located just forward of the engine room.

The Altura 840 may be mistaken for a cruiser, since her looks are reminiscent of trawlers, but she is surprisingly speedy. This is not a displacement hull, but a modified Vee hull with flat chines. With standard twin MTU 12V 2000 M93 diesel engines (M94s are also available), the 80-ton composite yacht cruises at 27 knots and reaches a top speed of 30.5 knots. Of course, at that speed, fuel consumption may be a bit intimidating. Slowing to 14 knots will substantially decrease fuel consumption as well as increase range. Maximum range is about 520 nm at 11.5 knots. A few years ago, Ferretti reached an agreement with Mitsubishi and installed their anti-rolling gyro (ARG) stabilizers on their craft. The Altura 840 features two, designed to maximize comfort at anchor and low speeds. Employees of the Ferretti Group like to repeat what Chairman Norberto Ferretti says, that boats must be designed to be used rather than just to be seen. Let's say that the Altura 840 meets both goals successfully. It's certainly very pleasant to use, but equally nice to show. ●



FOR MORE INFORMATION, VISIT  
ALLIED MARINE AT ARBKG.COM

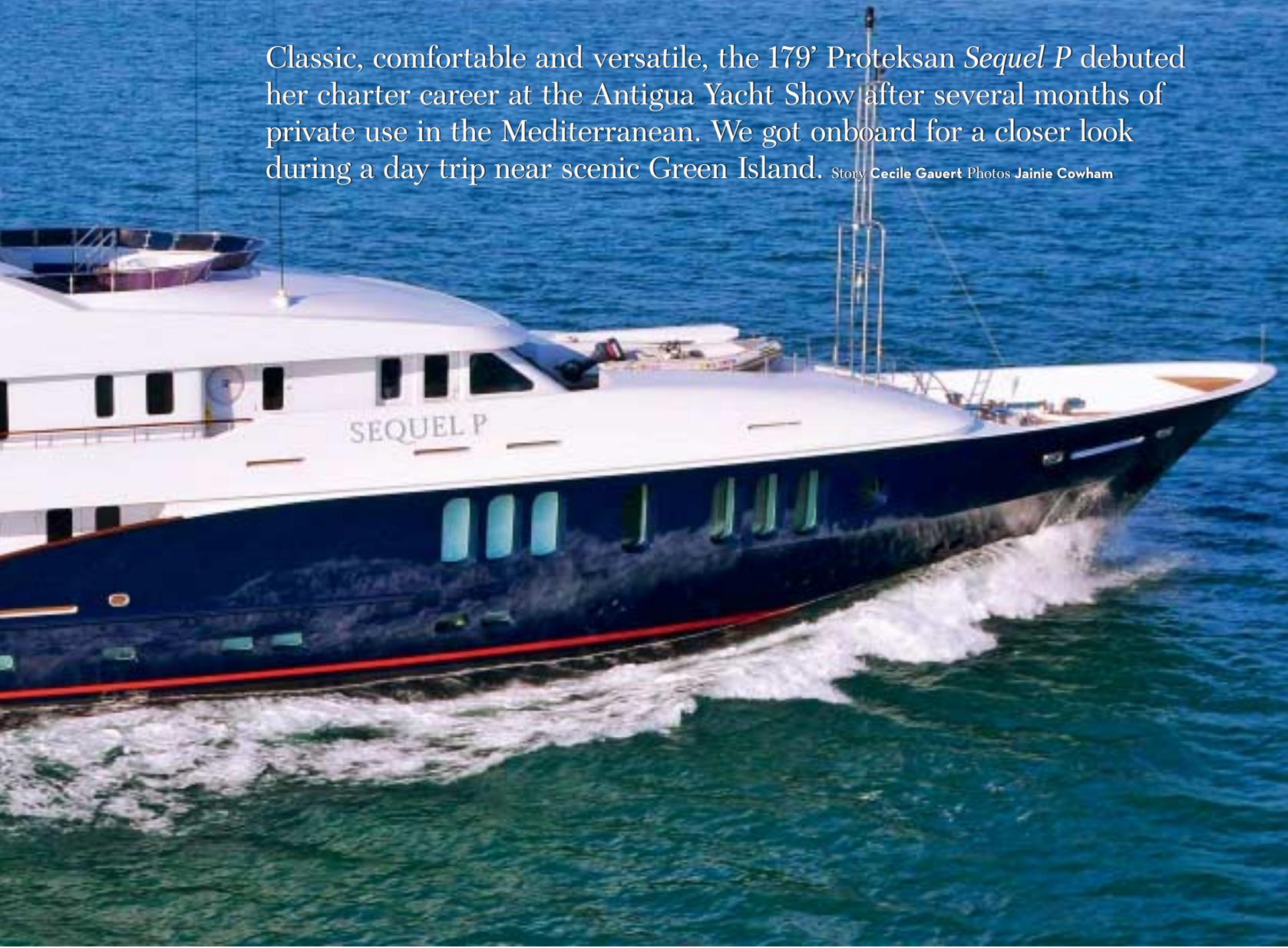




179' *Sequel P*

# TOUGH ACT TO FOLLOW

Classic, comfortable and versatile, the 179' Proteksan *Sequel P* debuted her charter career at the Antigua Yacht Show after several months of private use in the Mediterranean. We got onboard for a closer look during a day trip near scenic Green Island. Story Cecile Gauert Photos Jainie Cowham

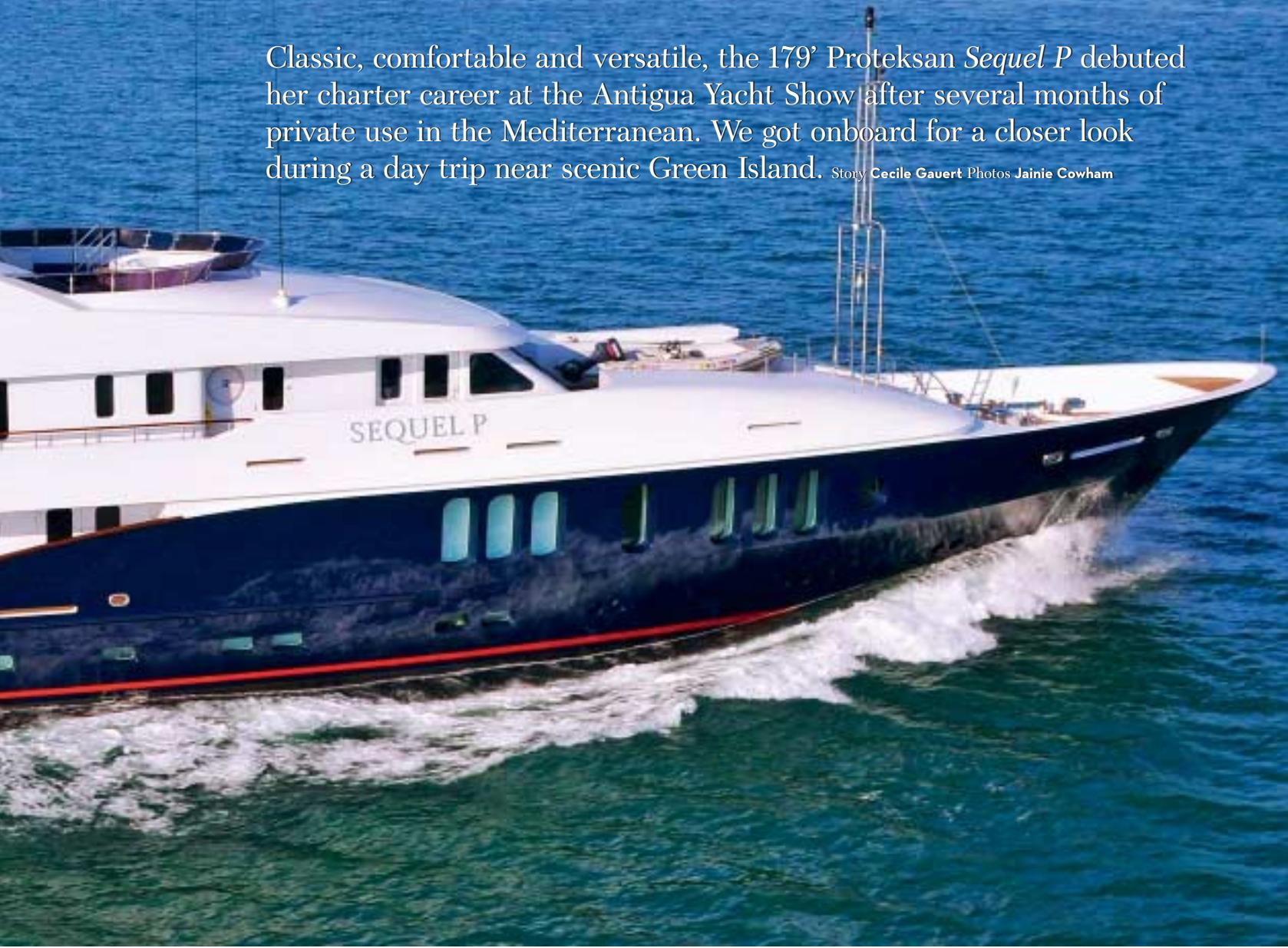




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# There's is a Whole Lot More BEYOND THESE PAGES



At ShowManagement.com you will be able to see pictures and details of hundreds of products and vessels including the world's most extraordinary and uniquely designed yachts and superyachts from the world's foremost custom boat builders



179' *Sequel P*

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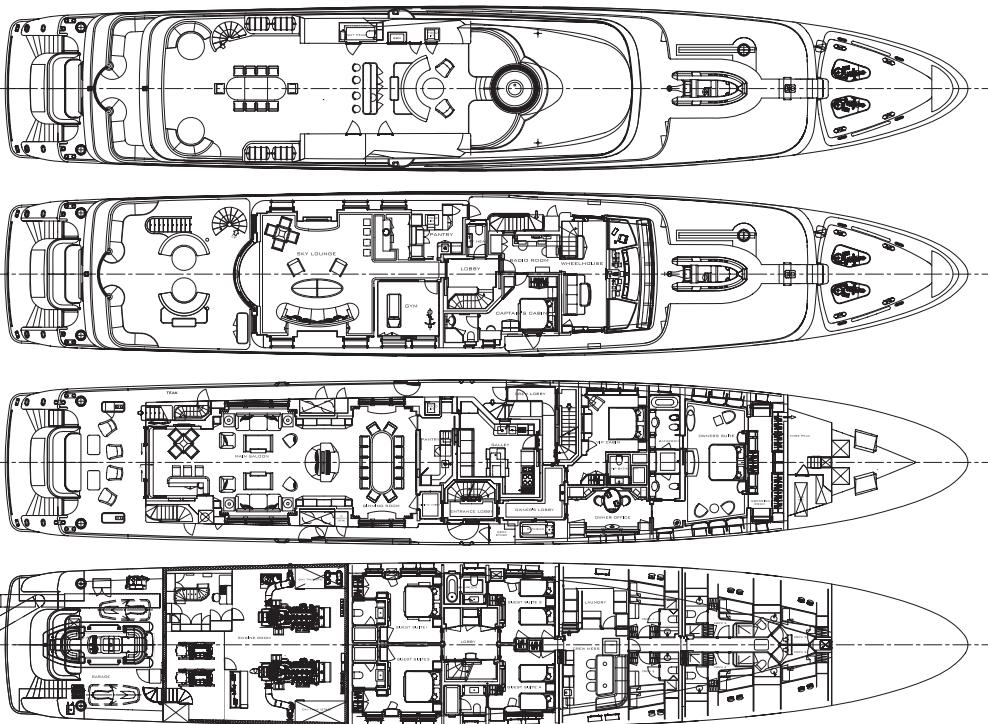


A blend of sycamore and makore wood veneers create warmth in the open main deck

**Launched in May 2009, *Sequel P*** hails from the Turkish shipyard Proteksan Turquoise, the same that presented the remarkable aluminum trawler-style *Vinydrea* at the 2008 Monaco Yacht Show and her sistership *Leo Fun*, which launched in January 2009. Although quite different from these two yachts, *Sequel P* does share a few things with these earlier projects from Proteksan. London-based H2 Yacht Design (*Talisman C, Tigre d'Or, Sokar*) created the yacht's elegant interior-vast, appealing and accessible - as well as styling the exterior lines. One of the yacht's striking features is the marble work. We tend to associate marble with Italy, but Turkey enjoys an outstanding variety of stones, including a rare white marble called Marmara, one of the featured stones on *Sequel P*. Marble (marmaros in Greek) even gave its name to the Marmara islands (home to some of Turkey's most ancient quarries) and the surrounding Sea of Marmara, gateway to the Black Sea through the Bosphorus Strait. It should be no surprise, then, that the Proteksan shipyard, which relocated to new facilities in Pendik near Istanbul in 2007, shows great skills in this area (the shipyard also has a hull and superstructure building facility in the Kocaeli Free Zone). Beyond the marble, from its huge sun-deck to clutter-free engine room, the yacht impresses.

We walk in through the salon's aft door, the entryway that most guests use. It has a pleasant, open and comfortable feel with a bar to the right and a card table to the left. Two matching sitting areas and a large screen TV that recedes into a cabinet create an ideal game day set-up. The TV cabinet separates the formal dining area from this more casual living area. Throughout, a blend of sycamore and makore wood veneers creates warmth and elegance. A formal guest entrance is located forward, across from a large galley. And forward still is the huge





A well-thought interior creates space for large or small groups



The formal dining room retains an elegant yet casual feel



# 179' *Sequel P*

LOA: 179' 5" (54.70 m)  
 BEAM: 30' 6" (9.30 m)  
 DRAFT: 10' 2" (3.10 m)  
 GROSS TONNAGE: 710 TONS  
 DISPLACEMENT: 650 TONS  
 SPEED (MAX): 16 KNOTS  
 SPEED (CRUISE): 14 KNOTS  
 RANGE: 4,500 NM  
 FUEL: 82,000 LITERS

WATER: 21,000 LITERS  
 CONSTRUCTION: STEEL HULL,  
 ALUMINUM SUPERSTRUCTURE  
 MAIN ENGINES: CATERPILLAR  
 2x 1,500 BHP 3512B  
 A-RATING @1,600 RPM  
 GEARBOX: ZF 4600, I=3,231:1  
 TENDER-LAUNCHING  
 SYSTEM: SANGUINETI

STYLING: H2 YACHT DESIGN  
 INTERIOR: H2 YACHT DESIGN  
 NAVAL ARCHITECTURE:  
 PROTEKSAN-TURQUOISE  
 YACHT INC.  
 CHARTER MANAGEMENT: BURGESS

owner's suite that encompasses an office, a large master bathroom with all the jets the body can handle and an amazing dressing room with the looks and feel of a luxury boutique—a dream of a wardrobe. It also is convenient with a lockable owner's closet leaving plenty of space open for charter guests. Large portholes, nearly floor-to-ceiling, bring in plenty of light and views of the ocean, while the Crestron controls help preserve privacy. Curtains, lights, air conditioning and entertainment are at guests' fingertips. A versatile VIP stateroom with foldable bed and ensuite bathroom featuring the stunning Marmara marble is located adjacent to the owner's suite. Back to the guest lobby and down a flight of stairs, we reach the rest of the guest accommodations, conveniently distributed around a spacious guest lobby. All four staterooms, located amidships, feature comparable comfort and private bathrooms with a selection of marbles, Bengal Black, Burdur Beige, Chimstone Arcadia, Mirat and Riviera. Pullman beds expand the accommodations (two king-size beds and four twin beds) to suit the varied needs of charter guests. A neutral color palette with pleasant mood lighting guarantees the décor will appeal to most people lucky enough to be guests onboard *Sequel P*. A discreet access leads to the crew quarters for 12, forward of a crew mess and well-equipped laundry room. The captain has his own spacious cabin, conveniently located on the bridge deck across from a dedicated radio room and office. A gym with large windows and easy-to-use equipment from Vision Fitness may tempt guests away from the sprawling decks, the sundeck Jacuzzi or the spacious and well-equipped sky lounge and bar, although the numerous water toys may prove to be a more powerful attraction for active guests. The yacht carries a good array of personal watercraft (both motorized and wind-powered, stored in the spacious lazarette) and tows an Intrepid 350 open.



The master suite, left, includes an office; the VIP bathroom features rare Marmara marble



A NEUTRAL COLOR PALETTE WITH PLEASANT MOOD LIGHTING GUARANTEES THE DÉCOR WILL APPEAL TO MOST PEOPLE LUCKY ENOUGH TO BE GUESTS ONBOARD *SEQUEL P*



**“THIS IS QUITE AN AMAZINGLY PUT TOGETHER YACHT FOR THE MONEY; IT’S STUNNING, REALLY.”**

*Captain Line*

Captain Nick Line, who started working on the project in late 2006 and followed the construction until the yacht's May 2009 launch, is very pleased with visitors' reactions to the vessel. He had a good understanding of Proteksan's capabilities from his previous six-month experience with the shipyard. He supervised the spectacular refit of *Va Bene*, a yacht that at the time belonged to a yacht owner who later built several vessels at Proteksan. Captain Line's previous experience with the shipyard allowed him to enter this project with confidence knowing where to focus his attention. Since starting work on their first yacht, the 164' *Mosaique*, in 1997, Proteksan (now a member of the superyacht builder association Sybass) has established its reputation as a reputable quality builder. While remaining competitive in price, the shipyard launches impressive yachts that integrate respected international brand names, solid engineering and quality finishes. As with any project, other factors helped produce good results: detailed specifications meticulously discussed before one sheet of metal was ever cut, an ever-present owner's representative and an owner quick to make decisions. This all helped bring the final construction cost close to the original estimates and far below what Northern European shipyards would have charged for a yacht of this size. “This is quite an amazingly put together yacht for the money; it's stunning, really,” said Capt. Line who enjoyed his working relationship with the shipyard's project manager, 27-year-old Ozlem Yurdakul. “It was her first big build, and she was determined it would be the best yacht that Proteksan ever built,” he said. Yurdakul is currently handling the construction of a 182' yacht, known as project NB52-Turquoise and due for launch later in 2010.

Marble-top bar, large TV screen, plush sofas, a card table and panoramic views, the skylounge has it all

One of the yacht's impressive areas is the engine room, which two onboard engineers can supervise from the comfort of a well insulated and spacious control room. It is uncluttered, with ample walk-around room. All water systems, purifiers, filters and pumps, are located in a different area close to the water tanks. The Caterpillar generators are in a separate room with large windows, allowing the engineers to peek inside without opening the door. Twin Caterpillar engines with an A rating (1,500 hp at 1,600 rpm) provide the yacht with a top speed of 16 knots. *Sequel P* crossed the Atlantic from the Canary Islands to Antigua in seven days, averaging 14 knots. She does well in a formed sea, as far as we could tell watching her dark blue steel hull negotiate waves off of Antigua's coast on an inclement day—the kind that makes enjoying a mixed cocktail problematic.

We boarded *Sequel P* at anchor near Antigua's scenic Green Island. The water was choppy, courtesy of occasional rain showers. But the zero-speed stabilizers by Quantum helped keep her steady, making it easy to hop onto a Jet Ski or jet boat from the swim platform. The yacht's day guests seemed perfectly at ease sipping mixed berry drinks while seated on the comfortable aft-deck sofa or cooling themselves in the Jacuzzi, located forward of the sundeck. The yacht provides a comfortable and attractive environment, ideal for relaxation. Her classic blue hull and white superstructure form an elegant ensemble. "I am really proud of what we achieved," Capt. Line said as we parted company. ●

Ideally suited for charter, *Sequel P* offers numerous recreation areas



FOR MORE INFORMATION, VISIT  
PROTEKSAN-TURQUOISE.COM



THE YACHT'S DAY GUESTS SEEMED PERFECTLY AT EASE SIPPING MIXED BERRY DRINKS WHILE SEATED ON THE COMFORTABLE AFT-DECK SOFA

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# THE MIAMI BOAT SHOWS REVISITED

## 2010 WILL BE A MEMORABLE VINTAGE

by Staff report



©Forest Johnson

**Mike Joyce, CEO** of Fort Lauderdale-based Hargrave Custom Yachts, who exhibited the 101' *Sassy* featured in this issue, may have summed up the 2010 Miami boat shows best as a "weird and wonderful success." Many were apprehensive as the simultaneous Miami International Boat Show and the Yacht & Brokerage Show opened in a slow-recovery climate. Surprisingly it was the actual weather that became a concern. Snow in the Northeast grounded

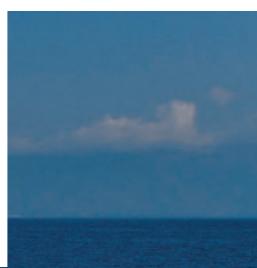
flights, keeping many visitors away from opening day, and Miami itself experienced cool, windy and rainy weather that kept foot traffic light. There was a noticeable reduction in the number of exhibitors in all locations. Still, a few sunrays appeared, and many exhibitors – although not all – said they were pleased with the quality of leads they took home after the shows closed their doors on February 15th. A few, including Cheoy Lee, Azimut and Allied Marine, the ex-

clusive Ferretti dealer in the U.S., even reported sales at the show. Superyachts were there, including the 164' *Westport Evviva*, helicopter on deck, which stopped passersby in their tracks as they walked along Collins Avenue. At the Miami Beach Convention Center, Cigarette and Mercedes unveiled the fruit of their collaboration. If you missed that weird and wonderful week, turn to the following pages to see a few yachts introduced to the U.S. for the first time.

## A VIEW FROM THE TOP **FERRETTI 881 RPH**

The flagship of the Ferretti Yachts range gained a new perspective, that is, a view from the raised pilothouse. From here, the captain not only benefits from excellent visibility but also privacy, although guests are welcome to observe navigation from the L-shaped sofa located aft of the helm. The captain can access the raised pilothouse without walking through guest zones, which will make the 881 RPH an ideal charter yacht. The attractive galley has taken the place of the former helm station, gaining space as well as an abundance of natural light from the forward windows. The yacht has retained all of the inspiring features found on the 881, such as a great master stateroom with a comfortable bed oriented to face a large window with two opening portholes. The ensuite bathroom is located behind the bed, separated from the bedroom by a window, and with natural light from another hull window located just above the bathtub. In addition to the master cabin there are two twin-bed cabins with ensuite bathrooms and a VIP cabin in the bow. The Ferretti 881 RPH has been fitted with new engines, two 2,211-hp MTUs that push the top speed to 29 knots with a cruising speed of 26 knots.

LOA: 88'8" • BEAM: 22'1" • DISPLACEMENT (FULL LOAD): 204,964 LBS. • DRAFT (FULL LOAD): 7'2"  
FUEL CAPACITY: 2,378 US GAL. • FRESH WATER CAPACITY: 349 US GAL. • ENGINES: 2 x 2,211HP MTU



FOR MORE INFORMATION, VISIT ARBKG.COM

FOR MORE INFORMATION ABOUT THIS YACHT AND THE MARLOW OCEAN CHALLENGE, VISIT MARLOWYACHTS.COM



©Scott Pearson

## YEARNING FOR A VOYAGE? **MARLOW VOYAGER 76LR**

Starting with a clean mind and clean sheet of paper, David Marlow designed a 76' composite vessel with a stated possible range of more than 7,000 nm. Moving away from the idea that heavy is strong, Marlow, who firmly believes in the virtues of composite and uses a patented process called Resin Infused Vacuum Assisted Transfer, built a yacht that features extraordinary performance, especially considering its size and relatively modest power. Confident in the abilities of its newest vessel, in fact, David Marlow challenged a few of his competitors to an extended sea trial to Iceland, as a way also to infuse renewed passion and competition in boating. The Voyager 76LR's structure is more like a military aircraft than a home, he explains. Like in an airplane, the skin is the frame (no unnecessary bulkheads are there to provide support), which helps with weight. Marlow also designed a hull with reduced wetted surfaces. If the boat were flipped upside down, the stern area would resemble a F15 military aircraft with twin tails that act as feathers on an arrow. A pair of strut keels, which protect the running gear, help reduce drag significantly. Inside, however, the yacht looks very much like a classic and beautifully finished yacht with exquisite wood veneers, onyx and granites and top-of-line equipment. The master stateroom, located forward of the main deck for privacy, is bright thanks to a light veneer and a surround of windows. Guests, comfortably accommodated in four lower-deck staterooms, have access to a small galley and pantry, which is very practical for a midnight snack or the first coffee cup of the day. The pilothouse serves its purpose as a practical and comfortable place from where to navigate and doubles as another, panoramic salon with comfortable banquette, large table and wet bar. Crewmembers have a smartly designed home, accessible through the transom, just forward of an immaculate engine room.

LOA: 82'7" • BEAM: 20'9" • DRAFT: 5' • CONSTRUCTION: COMPOSITE • DISPLACEMENT: 115,000 LBS.

FUEL CAPACITY: 4,500 GAL. • FRESH WATER CAPACITY: 400 GAL. • ENGINES: 2 x 815-HP C15 ACERT CATERPILLAR

## TWO SALONS **VIKING 76 ENCLOSED BRIDGE**

Premiering at the 2009 Miami Yacht & Brokerage Show was the Viking 82 Convertible, and at this year's show, Viking displayed the 12<sup>th</sup> hull of that series, a remarkable feat in any market. Also at the 2010 Miami show, the New Jersey-based builder debuted the Viking 76 Enclosed Bridge, a sistership of the 76 Convertible, shown in Fort Lauderdale a few months before. Where the Convertible offers a flying bridge for tournament fishing, including a center console helm with three Murray Products teak ladder back seats, the Enclosed Bridge offers a Stidd helm seat flanked by two companion seats, a raised banquette for optimum views and a large cocktail table, essentially creating a second salon. The main-deck salon and dining area is connected to an attractive and fully equipped open galley with convenient bar seating. The yacht's lower deck features five staterooms, including a full-beam master suite with portholes. There is plenty of storage, including a multi-purpose room just aft of the galley. Twin 2,400-hp MTU 16V Series 2000 M93 diesels power Hull One of the 76 Enclosed Bridge, giving it a mid-30-knot cruise and a top end approaching 40 knots. The engine room is up to Viking's usual standards, well organized, accessible and bright. To prove its fishing prowess, Viking also announced that its company name was once again engraved on the World Billfish Series trophy for 2010.

LOA: 80'8" • BEAM: 20'3" • DRAFT: 5'6" • DISPLACEMENT: 136,200 LBS. • FUEL CAPACITY: 2,547 GAL.  
FRESH WATER CAPACITY: 425 GAL. • ENGINES (ON HULL ONE): 2 x 2,400HP MTU 16V SERIES 2000 M93 • MAX SPEED: 40 KNOTS  
CRUISING SPEED: 31 KNOTS • RANGE: 593 NM AT 31 KNOTS • CERTIFICATION: ABYC, RINA



FOR MORE INFORMATION, VISIT THE REVAMPED VIKING WEBSITE AT [VIKINGYACHTS.COM](http://VIKINGYACHTS.COM)



FOR MORE INFORMATION, VISIT HATTERASYACHTS.COM

## ANOTHER WAY TO SEE THE WORLD **HATTERAS 60**

This is not a new model per se, but the Hatteras 60 Motor Yacht has experienced a significant redesign to make it more competitive in international markets. Hatteras expanded the salon and incorporated a very open feel with low-profile furnishings. Headroom is great throughout, helping to provide a sense of space. While the brand is well perceived in terms of quality and engineering, Hatteras executives felt they had to up the ante, so to speak, on the interior design to appeal to an international audience. To give the yacht a more contemporary and European feel, the in-house design team used trendy horizontal grain patterns and exotic woods. The new Hatteras 60 is also more powerful than its predecessor and comes standard with twin Caterpillar C18 diesel engines coupled to deep-gear reduction and high-count blade propellers. One of the yacht's attractive features is a full-beam master in a size rarely found in the 60-foot range. A forward VIP and a room with twin bunks complete the arrangements. Although the yacht shown in Miami had an upper helm, it is possible to order the vessel with a low-profile lower helm with dual seats. The Hatteras 60 cruises at about 24 knots and tops out at about 26-27 knots. Pod-style propulsion and joystick operation may be options in the future.

LOA: 60'11" (18.57M) • BEAM: 18'2" (5.53M) • DRAFT: 4'6" (1.37M) • FRESH WATER CAPACITY: 250 GAL. (946 L)

FUEL CAPACITY: 1,175 GAL. (4,448 L) • STANDARD ENGINES: 2 x 1,000-BHP CAT C-18



## STYLE AND FUNCTION **MARITIMO 56**

This Australian shipyard made its Yacht & Brokerage Show debut with Hull Number Two of its Maritimo 56 cruiser. This newer model has many new features as well as styling details; according to the shipyard, her look, performance and functionality were all re-designed. She has a sheer line that tapers off and levels out rather than rising up. The cockpit is slightly smaller than her predecessor, and the walk-around decks are narrower, both contributing to a larger salon. The galley is level with the salon; ideal for greeting guests stepping in from the cockpit. Furnished in teak, the interiors also can be fitted out in myrtle (similar to cherry) or birch. Two double cabins and one single (with the option of a Pullman) are forward, as are two full baths. Accessed via interior stairs, the flybridge offers 360-degree visibility. A retractable roof and side windows that open allow fresh air to permeate the helm. The Maritimo 56 is also quite a performer and can travel over 400 nm at 26 knots with twin Volvo D12-800 775-mhp engines and a 1,017-U.S.-gallon fuel tank. The shipyard released a newly designed 73-footer at the Sydney Boat Show and is preparing to debut a 53-footer in May at the Sanctuary Cove Boat Show.



FOR MORE INFORMATION, INCLUDING U.S.-BASED DEALERS, VISIT MARITIMO.COM.AU

## YACHTS



FOR MORE INFORMATION, VISIT [ATLANTISYACHTS.IT](http://ATLANTISYACHTS.IT) OR [YACHTBRASIL.COM](http://YACHTBRASIL.COM)

## AN ARTFUL DEBUT ATLANTIS 54

Since Azimut-Benetti acquired the brand in 2001, Atlantis Yachts has moved away from mainstream sports boats (24' to 37') to a new range of larger, high-end sports cruisers (31' to 55'). During the past year, Atlantis updated its full range and the Italian shipyard is taking a stronger hold in the U.S. market. Azimut's exclusive dealer in Brazil, YachtBrasil, which has American headquarters at the Miami Beach Marina, has been appointed the exclusive Atlantis dealer in Florida. After the Mediterranean, the U.S. is the next largest market for Atlantis, followed by Brazil. The 2010 model of the Atlantis 54 made a bold "Miami" statement at the Yacht & Brokerage Show. "Uber" neo-pop artist Romero Britto, a Brazilian native with a successful gallery in Miami Beach, created a bright "Britto" vinyl exterior for the yacht, although the Brazilian owner loves it so much that he may have the artist permanently paint the hull in his trademark style. Three cabins sleep a total of six down below, but the real allure is the open main deck, flooded with light and cleverly set up with numerous lounging areas. Above the helm station, the hardtop slides electronically to let cool air circulate; the side windows also open electronically. This model seems perfect for the Florida market with an open format, a top speed of 35 knots that allows it to reach Bimini in and hour and a half from Miami and, for this hull, the Miami touch.

## WHITE IS CHIC VICEM 54 CLASSIC EXPRESS

Vicem Yachts had a strong presence in Miami and the newly appointed sales and marketing team is pushing hard to expand key markets in the U.S. from its headquarters in Fort Lauderdale. For a niche boat, using a niche product (cold-molded wood for the hull) expansion and diversification is key. Much of the brand's appeal today has to do with classic boats that feature meticulous assembly, wiring, engine rooms and spectacular joinery. In Miami, Vicem presented a whole new take on its 54-footer. The model, first introduced in 2005, was refreshed with a whole new exterior where apparent wood has all but disappeared. The cabin, extended aft to cover the cockpit, still is in mahogany but it is painted white for easier maintenance. There is no exposed teak on the outside. Varnished wood is beautiful, but keeping it looking like new can be labor-intensive and costly over time. This new model also uses lighter materials and features bigger windows than her predecessors for a more open feel in the main-deck salon. The other major innovation is the switch from twin diesel engines to Volvo Penta IPS engines and drives, which has proven successful with many boat owners due to its convenient joystick operation. For people who prefer the feel of traditional shaft lines, that option will remain available. On the inside, fans of classic yachts with impeccable joinery will find precious woods such as khaya, wengé, mahogany and African woods and the kind of quality craftsmanship that has become a hallmark of the Istanbul-based shipyard.

LOA: 59'6" • LWL: 51' • BEAM: 16' 7" • DRAFT: 4' 6" • DISPLACEMENT: 60,627 Lbs.  
CONSTRUCTION: COLD-MOLDED COMPOSITE • FUEL CAPACITY: 635 GAL.  
FRESH WATER CAPACITY: 265 GAL. • POWER: 2 x VOLVO IPS900 @ 700HP  
w/IPS 2 x POD @ 2350 RPM • MAX SPEED: 30 KNOTS • RANGE AT MAX: SPEED 250 NM  
CRUISING SPEED: 25 KNOTS • RANGE @CRUISING SPEED: 270 NM



FOR MORE INFORMATION, VISIT [VICEMYACHT.COM](http://VICEMYACHT.COM)

## HAILING FROM THE PACIFIC RIVIERA 4400 SPORT YACHT AND 45 OPEN FLYBRIDGE

Riviera Yachts introduced two yachts to the U.S. market, the 4400 Sport Yacht and the 45 Open Flybridge -- two very different yachts. The 4400, launched in Australia in 2008, is the first Riviera to house Volvo IPS drives for increased maneuverability. Thanks to the far aft position of the IPS drives, there is more room on the lower deck for a full-width stateroom with a queen and a single berth; the master in the bow. The salon is spacious and bright thanks to an electrically retractable sunroof as well as an aft door and window that open fully to merge the cockpit with the salon. A removable shade can be stretched across part of the cockpit, further uniting the exterior and interior. The hull was constructed using infusion-molding technology rather than Riviera's traditional open-molded fiberglass.

**The 45 Open Flybridge** also invites the outside in with an aft door and window that can remain open to let in cool breezes. Although, where the windshield and helm would typically allow sun to flood the salon, this yacht's helm station is on the flybridge; thus the salon only benefits from side windows. Steps lead down to the living area, where there are three cabins: an ensuite master stateroom with island queen bed, a starboard guest cabin for two with Pullman-style bunks and a portside cabin with twin beds that can convert to a double bed. Rather than a ladder, there is a molded staircase between the cockpit and flybridge with teak treads and LED lights for safety. On the flybridge, there is plenty of light as well as exposure to the elements; however, on inclement days, vinyl sides zip down for protection. Well-equipped and sizeable, the cockpit is designed with all guests in mind, from the social cocktail crowd to the game fishermen.

### RIVIERA 4400 SPORT YACHT

LOA: 49'7" • BEAM: 15' • MAXIMUM DRAFT (INCL. PROPS): 3'11" • DRY WEIGHT (APPROX., DEPENDING ON ENGINES & OPTIONS): 27,600 LBS.

FUEL CAPACITY: 396 U.S. GAL. • FRESH WATER CAPACITY: 122 U.S. GAL. • HOLDING TANK CAPACITY: 40 U.S. GAL. • ENGINES: 2 X VOLVO IPS 500@ 370 HP

### RIVIERA 45 OPEN

LOA: 51' 3" • BEAM: 15'9" • MAXIMUM DRAFT (INCL. PROPS): 3'11" • DRY WEIGHT (APPROX., DEPENDING ON ENGINES & OPTIONS): 39,400 LBS.

FUEL CAPACITY: 608 U.S. GAL. • FRESH WATER CAPACITY: 132 U.S. GAL. • HOLDING TANK CAPACITY: 40 U.S. GAL. • ENGINES: 2 X 575-HP CATERPILLAR

Riviera 4400 Sport Yacht



FOR MORE INFORMATION, VISIT [RIVIERA.COM.AU](http://RIVIERA.COM.AU)



Riviera 45 Open



## MERCEDES INSPIRED CIGARETTE 46

Cigarette and Mercedes showed their newest products side by side at the Miami Beach Convention Center, an interesting marriage of speed and luxury. While Cigarette developed the 46, Mercedes worked on a model developed exclusively for the luxury car maker's high-performance division. The newest Cigarette is an even more invigorated 46 Rider with 30 coats of white and metallic Mercedes-AMG paint, Mercedes-like black-and-white leather upholstery (treated for the marine environment), "Zero Effort Digital" controls and new power plants that are expected to provide a top speed of 135 mph. The power behind that speed is QC4v (Quad-cam, 4-valve) 1,350-hp engines that run on 91-octane pump gas. The newest invention by Mercury Racing requires half the oil changes and fewer services than other high-performance marine engines, Cigarette says. The company also designed a brand new high-torque transmission and a new line of five- and six-blade propellers to complete the package. The whole lot is controlled by a custom software package with electronic management. Did we mention the leather? •

LOA: 45'7" • BEAM: 8' • HEIGHT: 6'6" • FREEBOARD: 45" • STATIC DRAFT: 46" • FUEL CAPACITY: 320 GAL.



FOR MORE INFORMATION, VISIT CIGARETTERACING.COM

LATITUDE: 28° 80" N, LONGITUDE: 41° 70" W

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# COMING TO MARINAS NEAR YOU

Vibrant diversity



If the past few months of gloom have you hunkering for some positive news, this new crop of yachts may be the answer. Several are just a few weeks from leaving the shipyards where they've been carefully assembled and crafted. From South Florida to New Zealand, from sportfisherman to megayachts, these vessels are sure to get noticed in marinas around the world.

# Nobiskrug

## Sycara V

### Great DNA and lineage

FOR MORE INFORMATION, VISIT  
NOBISKRUG.COM OR  
MERLEWOOD.COM

LOA: 223'5"  
BEAM: 39'4"  
DRAFT: 11'7"  
EXTERIOR STYLIST AND  
INTERIOR DESIGNER: CRAIG BEALE  
NAVAL ARCHITECTURE: NOBISKRUG  
BUILDER: NOBISKRUG  
HULL CONSTRUCTION: STEEL  
SUPERSTRUCTURE: ALUMINUM

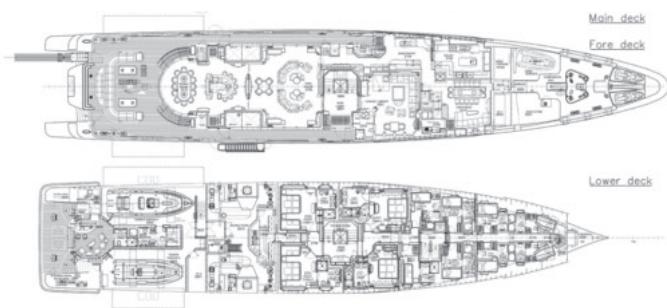
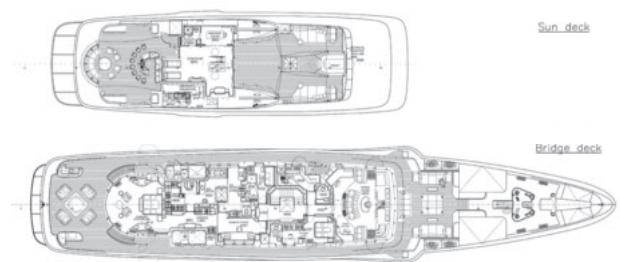
DECKS: TEAK  
CLASSIFICATION: LLOYDS, MCA COMPLIANT  
ENGINES: 2 x 2,200 CAT 3516 @ 2,200 HP EACH  
MAXIMUM SPEED: 17 KNOTS  
CRUISING SPEED: 14.5 KNOTS  
RANGE@ CRUISING SPEED: 5,000 NM  
MAX. RANGE: 7,000 NM (AT 10 KNOTS)

If the name of this yacht rings a bell, that is no coincidence. The fleet of yachts named *Sycara* continues to grow with the soon-to-launch 223'5" Nobiskrug *Sycara V*. The most recent *Sycara* to launch was the Burger Boat Company-built *Sycara IV*, a classic 1920s Fan-tail Cruiser style. At one point the two yachts were simultaneously in build, and project manager Steven Narkawicz split his time between Manitowoc, Wisc., and Rendsburg, Germany. With a 115' superstructure and tonnage of 1,219 tons *Sycara V* is quite different from the 151' *Sycara IV*; she looks more like an earlier sistership, the Jon Bannenberg-designed *Sycara III*. She bears similar exterior lines and even has her blue hull and white superstructure, although *Sycara V* is more than 30' longer than her predecessor. Oceanfast delivered *Sycara III* to her owners in 2004. It was the third yacht the late Jon Bannenberg had designed for them. Thus it is no coincidence that they sought out one of Bannenberg's protégés to design their latest yacht.

*Sycara V*'s designer Craig Beale, of Pure Detail in Perth, Australia, worked side by side with Bannenberg as Oceanfast's lead designer for *Sycara III* (and also assisted him in the designs of *Mercedes I* and *II*, which belonged to these same owners). The Bannenberg influence on Craig's designs and details is very pronounced. When designing the interior and exterior arrangement of *Sycara V*, his primary goal, respecting the owners' wishes, was to create a spacious and organized area for the crew to perform their jobs; the crew area, located forward of the lower deck, is nearly 3,600 square feet, accommodating up to 18 crewmembers in nine cabins. The yacht also features a high level of privacy and comfort, with a sizeable owner's area and spacious lower-deck guest staterooms. A total of six well-insulated staterooms accommodate owners and guests. The second priority was to establish a wide variety of different areas onboard the yacht to allow for festive socializing – a gym workout, a relaxing massage or a

large dinner party. The overall concept of *Sycara V*'s interior design is to be sporty and comfortable, and create an atmosphere where one is at ease in shorts and a polo shirt or dressed for formal dinner service. It is a style concept that was created onboard *Sycara III* and is now brought to a new and larger platform on *Sycara V*. The shipyard was responsible for the naval architecture. The impressive long-range cruiser (with a maximum range of about 7,000 nm @ 10 knots and a fuel oil capacity of nearly 50,000 gallons) was built with a steel hull with a bulbous bow. The 115' superstructure is in aluminum. The anchor pockets are built with one-inch-thick stainless steel. The highly skewed propellers are built to high tolerance. This will be a gifted cruiser, which should be ready for delivery in July. The yacht is expected to make her public debut at the 2010 Monaco Yacht Show. Recently, Nobiskrug, founded in 1905 in Rendsburg, Germany, became part of the growing Abu Dhabi Mar Group.





## Crescent 144

### Diamond Girl's got it all

FOR INFORMATION VISIT  
WORLDSPLANMARINE.COM

**All but concealed behind** a canopy of plastic sheeting and scaffolding, the all-composite tri-deck motoryacht *Diamond Girl* takes shape at Crescent Yachts' Maple Ridge, BC, shipyard for a planned mid-year delivery to its American owners. Work here continues on exterior paint and major systems and components including wiring, HVAC and plumbing. Concurrently, teams are busy installing high-end electronics, foil dash panels and touch-screen controls in the wheelhouse, and teak surfacing on all exterior decks.

The ABS-classed and MCA-compliant Crescent 144 is based on an original hull design by Jack Sarin, with modifications by George Roddan including a bulbous bow. Exterior styling and interior arrangement is by Jonathan Quinn Barnett. The yacht features sound insulation and acoustical engineering by Van Capellen, a

LOA: 144' - BEAM: 28' 6" DRAFT: 7'  
DISPLACEMENT: 265 LONG TONS (APPROX.)  
FUEL CAPACITY: 12,000 GAL.  
WATER CAPACITY: 2,000 GAL.  
HOLDING TANK: 1,400 GAL.  
CONSTRUCTION: CORED FIBERGLASS  
ENGINES: 2 x MTU 12V4000 COMMON RAIL @ 2735 HP  
GENERATORS: 2 x NORTHERN LIGHTS 99 kW



commercial-grade galley by RDS, and an IntelliSea ship control and monitoring system. A sophisticated Crestron system centralizes control of lighting and entertainment components. On main-deck level is an open-air lounge/dining area aft, with an opening partition providing access to a full-service bar just inside adjoining the salon and dining areas. Common areas—main-deck salon and dining area, and upper-deck skylounge—offer exceptional panoramas through large windows, their sills lowered to open up the view to either side. Here, exterior bulkheads have been lowered and, to complete the dramatic effect, fitted with double-stanchion railings. The owners' suite is forward on the main deck; guest accommodations on the lower deck include two guest staterooms and a VIP suite with bedroom and adjacent sitting room that, with its

own en suite bath, may be converted to a fourth guest stateroom. Forward on the lower deck are three two-bunk crew staterooms plus a crew mess and laundry/utility room. An engineer's stateroom is aft of the engine space, and the captain's suite, finished to guest standard, is on the bridge deck adjacent to the pilot house.

A composite hardtop shelters the forward portion of the sun deck, which features a spa tub, bar with electric grill, day head and boat deck. The transom opens at swim-step level to form a beach platform with access to an exercise room. Twin MTU 12V4000 common-rail main engines are rated at 2,735 hp each. Since 1986 Crescent, a division of WorldSpan Marine, has specialized in building large custom composite motoryachts from 92' to 144' in length.



**Logos**

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**Logos Marine, based in Tuzla**, one of Turkey's main yacht-building poles, made quite a splash with the 113' 5" custom-built sportfisher *Seya*, the third in a series of designs by U.S.-based naval architect Ed Fry for a tournament winner in the Middle East. Soon the shipyard will make another statement with a stylish 115' motoryacht seen here in earlier stages of construction. Delivery is expected to be in June. The yacht's owner chose U.K.-based H2 Yacht Design for the yacht's exterior styling and interior design. Ed Fry of FRYCO again collaborated with the shipyard, designing the underwater line and overseeing the construction. LOGOS, a relatively recent newcomer in the realm of custom yacht builders has an experienced team of naval architects and handled the structural design and engineering in-house. The yacht is built in composite (using cold-molded epoxy lamination) and features two full-beam master cabins (one on the main deck and one on the lower deck), one full-

beam VIP and two guest staterooms plus four crew cabins for up to seven. The attractive raised pilothouse design leaves room for an open salon/dining area, a professional galley and laundry facilities. The flybridge, with a stylish and well-integrated hardtop, accommodates a bar and Jacuzzi. Twin MTU 16V 2000 M93 diesel engines of 2,400 hp each, are expected to deliver a maximum speed of 26 knots and a cruising speed of 24. Giving into a trend that makes yachts more user-friendly for active guests, the design features a 10' transom door that opens into a swimming platform and allows to easily pull out a 15' tender and a Jet Ski housed in the lazarette. Trac zero-speed stabilizers, a Technicomar sewage treatment plant and two five-ton Idromar watermakers ensure comfort. All onboard systems, which includes a fuel separator from Alfa Laval, come from top-of-the-line marine suppliers. It all makes sense. The name of this yacht is *Meya Meya*, which means 100 percent.



## 115' *Meya Meya* 100 percent custom from Logos Marine

FOR MORE INFORMATION, VISIT [LOGOSMARINE.COM](http://LOGOSMARINE.COM)

LOA: 114' 9" (35M) - BEAM: 26' 3" (8M)  
DRAFT: 5' 10" (1.8M)  
ENGINES: 2 x 16V2000 M83, 2,400 HP EACH  
GENERATORS: 2 x 70 kW KOHLER  
GEARBOX: ZF V-DRIVE  
PROPELLERS: FIVE BLADES  
NAVIGATION SYSTEM: GARMIN  
FUEL CAPACITY: 4,228 GAL.  
FRESH WATER CAPACITY: 660 GAL.

SEWAGE TREATMENT: TECHNICOMAR  
CONSTRUCTION: COMPOSITE  
PAINT: INTERNATIONAL & DUPONT  
AIR CONDITIONING: HEINEN & HOPMAN  
STABILIZERS: TRAC ZERO SPEED  
NAVAL ARCHITECT: ED FRY - FRYCO  
STYLING AND INTERIOR: H2 DESIGN  
DESIGN & ENGINEERING: LOGOS MARINE  
BUILDER: LOGOS MARINE, TUZLA, TURKEY

## 148' *Big Fish*

### Ready, set for record passage

FOR ADDITIONAL INFORMATION ABOUT THESE FASCINATING DESIGN CONCEPTS, VISIT [AQUOSYACHTS.COM](http://AQUOSYACHTS.COM) OR [MYBIGFISHCHARTERS.COM](http://MYBIGFISHCHARTERS.COM)



The 148' Luxury Expedition Vessel (LEV) *Big Fish* seen in here in final phases of construction at McMullen & Wing in New Zealand, sets off soon on a shakedown cruise from Auckland to Fiji and Tahiti. After some Pacific charters, the owner plans visiting the Antarctic icecap, then voyaging up the Atlantic and attempting the fabled Arctic Northeast Passage in 2011, arriving back in the Pacific via the Bering Strait between Alaska and Russia. If successful *Big Fish* will be, her connections believe, the first private motoryacht to transit the Northeast Passage, and when she returns to the South Pacific and Southern Ocean,

"the first vessel in history to complete a true South-North, North-South latitude circumnavigation crossing all meridians of longitude and passing or rounding the major capes." A rather remarkable design is clearly needed for such a feat, plus an equally experienced and innovative project team, who turns out to be a somewhat unusual Pacific Rim group. The owner is a British businessman, Richard Beattie, located in Hong Kong. Designer Greg Marshall hails from Vancouver Island, Canada. Project Manager is David Darwent of Seattle and Fort Lauderdale. Commercial and media manager is Jim Gilbert, founding

editor of *Showboats* and board president of the International Seakeepers Society, and David and Terry Porter's McMullen and Wing, a yard well-known for its challenging custom vessels, most recently the high-speed, award-winning *Ermis*<sup>2</sup>.

*Star Fish*, a larger 164' LEV, is also currently under construction at McMullen and Wing and due for delivery in 2012. She has six staterooms to five for *Big Fish*, but both vessels are a fraction under the important 500-gross-ton mark, and they take the art of expedition yacht building to a high level. Aquos Yachts, responsible for these builds and wil-





ling to entertain ongoing orders, seeks to re-define design and construction processes at every step of the way. Aquos Yachts' vision is "expanding the boundaries of the yachting experience. Our Purpose: Creating new yachts for a new age. Our Mission: Developing a pleasurable process for designing and building yachts to the highest technical, ethical, economical and ecological practices."

The first LEV is a 148' vessel with an amazing range of close to 10,000 nautical miles, allowing her to cruise for three months, with 10 guests and 10 crewmembers aboard, without refueling. To achieve this, *Big Fish* has been fitted with huge 24,200-gallon tanks, about 40 percent more than other similarly sized motoryachts, plus "fuel-sipping" Cat 3508B DI-TA engines, producing 783 kW (1,050 hp) at 1600 rpms. These are the power plants of much machinery, railways and generators worldwide. They are slow turning, long lasting, fuel efficient, and require little maintenance; the oil has to be changed

maybe twice a year. Performance figures now being tested in sea trials show that at 15 knots, she consumes 72 gallons an hour. Tank capacity can thus keep her going for 333 hours, covering 5,000 nm. At eight knots, consumption is 21 gallons an hour, allowing 1,150 hours running time. Range estimates include one generator operating for 24 hours a day. Two 125 kW Kilopak generators were selected. Gears are Reintjes from Germany, suitably baffled to eliminate noise and vibration, and Quantum zero-speed stabilizers are installed. The galley needed careful consideration, given what the owner, guests and crew of this vessel have in mind for their fun. The project team went for 14 freezers capable of holding five tons, plus five fridges taking 2.5 tons of foodstuffs. There are three icemakers and five additional, frequently opened, beverage fridges. The usual array of ovens, cooktops and dishwashers are all by Miele, which was also chosen to outfit the laundry. Audio Visual Concepts and Design fitted the yacht

with a Kaleidescape system that makes available 1,200 films, thousands of CDs and DVDs. A 27' HD video wall is one of the yacht's startling fit-out features.

*Big Fish* has a standard 14' Nautica RIB rescue tender, but the *piece-de-resistance* is a Greg Marshall-designed, McMullen & Wing custom-built, 26' tender. Powered by a 315 hp Yanmar engine mated to a Hamilton jet, this vessel can carry 12 divers and crew, for example, and has a 200-nm range at 20 knots. Fully equipped, it too uses solar panels, and there is a transponder connection with the mother ship as well as VHF and Iridium communications. Other toys include six kayaks and a matched pair of Laser sailing dinghies. There is a fully equipped gym, and the aft garage is used for the jet skis. A helipad or mini submarine can be added to either vessel. *Big Fish* can carry 12 charter guests worldwide, with no limits, and is classified by Germanischer Lloyd 100A5 Motor Yacht MC.



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# Northcoast 125 RPH

## From the Pacific Northwest to world stage

**With its main structure complete,** Northcoast Yachts' new 125' raised pilothouse motoryacht dominates the company's 30,000 sq.-foot construction hall on the Tacoma, Wash., waterfront, where teams were busy completing finish details in preparation for launch in mid-spring. At presstime, exterior and interior work was nearly complete, with teak decking, cabinetry and hardware in place and installation of on-deck components well underway. Based on an original hull mold design by Jack Sarin, the all-composite yacht features exterior styling by Paul Fredrickson. Its profile, a dramatic and pleasing departure from the angular look that has become more or less typical of the raised pilothouse category, underscores the yacht's low silhouette with a succession of svelte curves. Created by Northcoast shipyard owners Stephen and JoDee Yadvish and Fredrickson in collaboration with Adriel Rollins of Adriel Design, the 125's interior offers a number of noteworthy features. The main-deck arrangement places the expandable dining area well aft, where guests can enjoy the view to either sides and aft through curved-glass sliding

LOA: 125' 6"  
BEAM: 25' 5"  
DRAFT (APPROX.): 6' 3"  
HULL MATERIAL: COMPOSITE FRP  
STRUCTURES: COMPOSITE FRP  
ENGINES: 2 x 1,925 HP CATERPILLAR C32 ACERT A  
GENERATORS: 2 x 65 KW NORTHERN LIGHTS  
MAXIMUM SPEED (APPROX.): 22 KNOTS  
RANGE (APPROX.): 2,750 NM

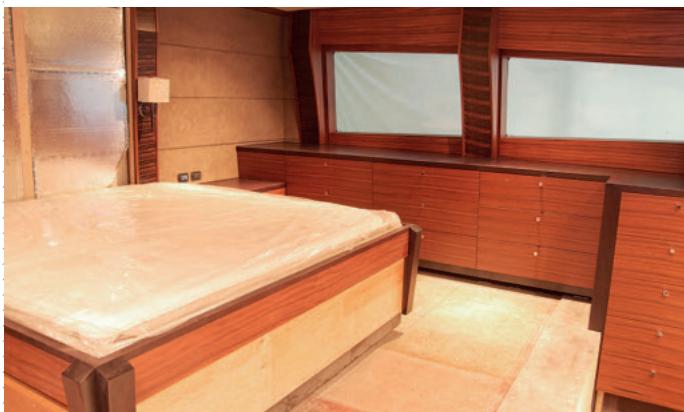
ACCOMMODATIONS: 11 GUESTS IN 5 STATEROOMS; 6 CREW IN 3 CABINS  
FUEL CAPACITY: 7800 U.S. GAL.  
FRESHWATER CAPACITY: 1000 U.S. GAL. (STAINLESS-STEEL TANK)  
WASTE WATER: 375 U.S. GAL. (USCG APPROVED WASTE WATER TREATMENT SYSTEM)  
GASOLINE CAPACITY: 60 U.S. GAL.  
FOR INFORMATION VISIT [NORTHCOASTYACHTS.COM](http://NORTHCOASTYACHTS.COM)

access doors and surrounding panes. Just forward is a sitting area with a nine-foot ceiling and furnishings oriented for conversation, viewing the 60" TV on the forward bulkhead, or taking in the passing scenery. Finishes include joinery of Colombian rosewood, wenge and macassar ebony, plus marble and granite stonework and onyx accent panels. Complementing the wood, stone and metal finishes is an abundance of leather accents and coverings, over bed frames, door panels and on the galley and pilothouse floors. Virtually all of the finish work, including the main stairway structure, was completed in the yard's on-site carpentry and metalworking shops. In lieu of a country-style galley, Northcoast has positioned the master suite forward on the main deck, with a large dressing area forward and one-half level below, his-and-hers bath areas sharing a sunken spa tub with shower. Two VIP and two guest suites occupy the lower deck, with crew accommodations—lounge, double captain's suite, and two double-bunk crew cabins sharing a separate head—aft of the engine room. Focal point of the starboard entry foyer is a

striking and thoroughly high-tech stairway suspended by stainless steel cables; at its upper terminus is the pilot house with three display panels that fold down to open up the view for guests seated at the observation banquette or on the raised starboard-side chaise lounge. On the sun deck are the upper helm station, lounge seating, and a boat deck with bar, hot tub and sunpads in addition to the Nautical Structures crane and tender storage space. Twin 1,925-hp Caterpillar C32 ACERT engines are expected to produce a top speed in the area of 22 knots. Central to the engineering of the RINA-classed Northcoast 125 was the goal of ensuring ready access to all systems in order to facilitate maintenance, upgrades and routine inspections, critical components of a happy crew, a well-run yacht and uninterrupted enjoyment for all on board.

A Northwest builder since 1989 and a specialist in high-strength composite construction, Northcoast Yachts boasts a portfolio of projects ranging in length from 85 to 132'. The new 125 is available for sale, direct from the builder and listed worldwide.





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other reserves the space for a cabin with three single bunks. With input from the Ferretti Group (which acquired the American company more than a decade ago), the design incorporates wraparound windows forward of the cabin, large portholes in the full-beam master cabin, located amidships, and aft sliding windows transforming the cockpit into a possible entertainment space after fishing hours. Multiple layers of tempered glass are used to create these large view windows. As another example of a flexible layout, an optional single ensuite hostess cabin, forward of the galley, can be converted into a pantry. The enclosed flybridge, accessible from the salon via an interior stairway, includes a single helm chair facing the console, and a pop-up TV to entertain guests seated on an L-shaped

settee in what amounts to a panoramic salon. When we visited, the cabling was in place for what will be a very complete navigation and electronic package that includes, among other essentials, autopilot by Simrad, Furuno depth and temperature displays, a Raymarine 125 GPS sensor and anti-glare LCD displays. Out the back door is a railed upper deck with a steering station, designed to facilitate maneuvers during hook-ups.

The business of the Bertram 800 will be conducted from its 285-square-foot cockpit. There is room for two large fish boxes mounted beneath the floorboards and a transom-mounted bait box; a huge mezzanine will provide a perfect observation venue and easy access to a rod locker.

Engine room access is from the cockpit, past

the ensuite crew cabin for two. With the standard MTU 2,030-hp engines, the yacht is expected to reach a top speed of 30 knots and a cruising speed of 26 knots. The range at cruising speed will be about 475 nm. Owners have the option to select a larger power package, which will be onboard hull one. With the bigger engines, top speed is about 33 knots and cruising speed about 30 knots (total fuel consumption at this speed is expected to be around 239 gph). Like most of the yachts from the Ferretti group, the Bertram 800 is equipped with Anti Rolling Gyros, which will be standard on the new Bertram flagship. ARGs effectively reduce side motion at anchor or low speeds. Bertram expects its new flagship to make a noted appearance at the next Bertram-Hatteras Shootout. •



Once launched, the 82' **Bertram** sportfisherman, seen here near completion at Bertram's Miami yard (49 years in the same location) will be the largest yacht ever from this storied builder. Bertram's history began with a 31' composite version of a now legendary wooden 1960 race winner named *Moppie*. We visited the Bertram shipyard, near Miami

International Airport last winter, as craftsmen worked on the interior of this massive vessel built in composite. Engines (2 x 2,435-hp MTU engines) and most wiring were in place, and as we walked through the various cabins the yacht fully revealed its imposing scale. The Bertram 800 Enclosed Bridge is part of a new concept in sport fishing. It is more than a

sport-fishing warrior; this new breed is equally suited for outings with family and friends. With this idea in mind, Bertram is giving owners plenty of options, from wood veneer selection (white oak or exotic African mahogany) to several layouts. Bertram's new flagship has two possible four-stateroom layouts; one locates a VIP forward (as featured on hull one), the

## Bertram 800 Enclosed Bridge

### Builder goes big time

FOR MORE INFORMATION, VISIT  
ALLIEDMARINE.COM

LOA: 82'8" (25.2 m)  
BEAM: 22' (6.7 m)  
DRAFT (MAX.): 5'8" (1.7 m)  
DISPLACEMENT (LADEN): 185,540 LBS (84 TONS)  
FRESH WATER: 400 GAL. (1,515L)  
FUEL: 3,000 GAL. (11,355L)  
POWER (STANDARD): 2 x 2,030 HP MTU 16V 2000 M91  
MAX. SPEED: APPROX. 30 KNOTS  
OPTIONAL: 2 x 2,435 HP MTU 16V 2000 M93

MAX. SPEED: APPROX. 33 KNOTS  
DESIGNER: ZUCCON INTERNATIONAL STUDIO  
INTERIOR: KIMBERLY DIAMANT

©Shaw M



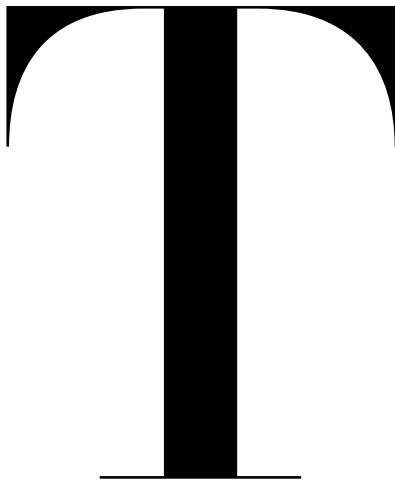
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Fledgling marine industry rides downturn

# SPOTLIGHT ON BRAZIL

While the yachting industry in much of the world has sunk to near-depression levels, Brazil, very much in the spotlight these days, has managed to escape the worst of the global economic crisis and is experiencing a new wave of boat buying and building. Story Shaw McCutcheon Photos Shaw McCutcheon and shipyards



**The positive news for yachting is**, however, not evenly spread across the board. The large custom builders, who depend in part on sales to foreign buyers, are finding new orders harder to find, but the recent discovery of oil offshore has turned their attention to the lucrative business of building commercial supply vessels. Domestic yacht builders, on the other hand, such as the licensed suppliers of Azimut and Ferretti yachts, are having some of their best years ever. Brazil's economic good fortune has been helped not only by the new oil finds, but by conservative economic policies that have drastically reduced inflation and turned the country into a creditor nation. It did not escape unscathed from the recession, but Brazil experienced only two quarters of contraction before resuming growth again last year. In the past six years Brazil has steadily built up its foreign reserves, reduced its debt and committed itself to fiscal responsibility. In 2008 Brazil became a net external creditor, and two ratings agencies have awarded investment grade status to its debt. The annual GDP is expected to continue growing in the 5.4-percent range, a healthy growth rate that began several years ago. Inflation has fallen from 22 percent in 1995 to 4.5 percent by the end of 2007.

At its Fortaleza shipyard, below, Inace is currently handling six yacht projects; MCP Yachts recently acquired Brazil's first 150-ton Travel Lift, next page



One consequence has been a rapid growth of the middle class and a new interest in recreational boating. Since 2003 more than 32 million out of the country's 200 million people have achieved "middle class" status. "The new economic boom is definitely changing the attitudes of Brazilians towards yachting in Brazil," said John DeCaro, the American agent for Inace, Brazil's largest custom yacht builder. Historically, he added, Brazilians seeking quality yachts looked overseas. Now, however, the Brazilian industry has matured enough to compete successfully with higher-end foreign builders. "The perception of the Brazilian yacht builders within the Brazilian market have improved," said DeCaro. "There are now Brazilians ordering Brazilian-built yachts." At MCP Yachts, another custom builder, owner and naval architect Manoel Chaves there said many of the calls they've received recently have been from Brazilians. "The international market will take some time to recover with so many low prices offered in the U.S. market for second-hand motoryachts," he said.

Like other sectors, yacht dealers experienced a sudden halt in sales in the fall of 2008 when the global economy went into a tailspin. The angst was short-lived, however, among domestic dealers. Marco Antonio do Carmo, CEO of YachtBrasil, which sells Azimuts and Sea Rays, said the company had two to three months of absolutely no sales. But then at the Sao Paulo Boat Show in early 2009 it sold a record 18 Azimut 47s during and after the show. Since then, he added, business has been normal. Brazil's Ferretti dealer had similarly good news. CEO Marcio Christiansen said the company experienced a 60-percent growth in 2009. Even in the fall of 2007, when boat sales skidded to a standstill, none of the existing orders contracted earlier vanished.

Yachting in Brazil is a relatively new phenomenon. The country's psyche has been until recently more tuned to the contradictions of extreme wealth in a poor country, and wealthy nationals were concerned with becoming the focus of tax collectors and criminals. "Rich people feel ashamed to have a big boat in so poor a country. So it makes a difference. And the security problems, people don't want to be a target," said Azimut's Antonio do Carmo. The infrastructure for boating is also in its infancy. Along the coast between Rio de Janeiro and Sao Paulo, which is considered some of the best cruising grounds in South America, there are only a handful of full-service



## **YACHTING PROPONENTS ARE HOPING TO MAKE THE LUSH, ISLAND-DOTTED COASTLINE A NEW “MECCA” FOR LARGE PRIVATE AND CHARTERED MEGAYACHTS**

marinas with shore power and water connections. Repair facilities for large yachts are even fewer. MCP Yachts, a builder of aluminum custom yachts, recently built a new yard capable of handling megayachts in Guaruja, on the coast near Santos, featuring the country's first 150-ton Travel Lift.

The federal government furthermore has not encouraged domestic yachting. Foreign yachts cruising into Brazilian waters experience major restrictions, and foreign-flagged charter vessels are still technically illegal. Plus the tax rate for imported yachts can reach between 75 and 100 percent of the list price, depending on the state in which the yacht is purchased. For such reasons, domestic boating has remained relatively small – both in numbers and in the size of the average vessel. There are signs, however, that this is beginning to change.

Ferretti's Christiansen, for example, says that the average yacht he has sold in the past three to four years has increased in length from 50' to 60'. New marinas are under construction, and there is a push by the country's custom builders to loosen restrictions so larger yachts can be used in domestic waters, both privately and for charter. One argument they use to break down bureaucratic barriers is Brazil's hosting of the World Cup in 2014, and two years later, the summer Olympics. Both events will put a spotlight on the country's strengths, and

yachting proponents are hoping to make the lush, island-dotted coastline a new “mecca” for large private and chartered megayachts. In December 2008, Brazil's three major custom yacht builders—Inace, MCP and Sunboats—and related supporters met in Fortaleza, on the central Brazilian coast, to find ways to pitch their business to the domestic and world markets as well as the Brazilian government. Unlike the domestic builders, these custom yards have traditionally been more dependent on the foreign market, even as more Brazilians are considering custom builds. The global downturn has consequently impacted them more deeply.

The Fortaleza-based Inace yard builds a variety of commercial vessels and custom yachts up to 200'. It has capabilities for even larger vessels with a Syncrolift able to haul vessels to 300'. Currently, according to Gil Bezerra Filho, manager of the yacht division, there are six boats under construction ranging in size from 78' to 135', all begun before the downturn began. Since then no new contracts have been signed, although as of this writing there are two currently being negotiated. MCP, which inaugurated the new yard in Guaruja last year, constructs aluminum yachts also up to 140'. In 2009 MCP finished three yachts, two 76' long and one 100-footer. Another 100' yacht is close to delivery. The company recently signed two new contracts,

one for a 76-footer and another for a 140' yacht and expects to start on these two projects soon. Work has begun on new models, a Classic 76 with Extended Lower Deck and a 138' aluminum yacht.

The third company, Sunboats, is a small division of a much larger Brazilian conglomerate. It specializes in powered aluminum catamaran vessels between 83' and 155' long. Known in the past as Equipe Thierry Stump (Thierry Stump continues on as chief engineer), the shipyard has built proven exploration yachts and power catamarans now plying the world's waters, including a 105' ice-class Polar Explorer sailing yacht built for Mercedes Benz and renowned world explorer Mike Horn. The first boat in a new power catamaran series is a 113-footer still a few months away from completion. The vessel, into a 18-month build process after two and half years of design development, has been delayed while the company worked on certification by Bureau Veritas, according to Mike Lovatt, Sunboat's American representative. Sunboats, however, is committed to finishing the project and has the necessary deep pockets to make it happen. In early February 2010, the hull was completed at the plant in western Sao Paulo and the 40' beam hull was transported in six parts on specially made flatbed trailers 50 miles down major highways to the coast. The trip took several days and had to be coordinated with local authorities who moved power-lines and closed roads for the convoy's passage. When they finally arrived at the company marina in Santos the sections were re-assembled, and the shipyard is expected to finish the yacht later this year. Like Ferretti and others, Sunboats prefers to build the boats in Sao Paulo because the labor market there has more skilled craftsmen than in Santos, where the boats are delivered by highway for final assembly.

In the days immediately following the Fortaleza meeting, some of the Super Yachts Brazil group met with government officials and persuaded them to loosen some of the rules regarding foreign yachts in Brazilian waters. They also coordinated a marketing campaign: at the 2009 Miami Yacht & Brokerage Show Super Yachts Brazil had its own booth, taking an approach similar to what European builders have done successfully in other boat shows.

Steve Buckley, an American yacht broker who has been following Brazil for nearly a decade, said rule changes have since then been incorporated into a larger bill requiring legislative approval, which may stall the process indefinitely. "Nothing has changed," he said. "(Fo-

reign) charters are still illegal. They have good intentions, and they appear to jump into everything with two feet, and then it gets bogged down in red tape." No foreign-flagged charter vessels have entered Brazilian waters in several years. "But we're much better than a year ago," said Abe Rosenberg, MCP's director of sales and an organizer of the Fortaleza meeting. "We're able to show them (the government) the benefits of a looser yacht charter policy. It will take another two to three years to have a real change. We've made the first step in the right direction, and that's good."

Buckley noted that a fledgling domestic charter industry has sprung up in the past few years as Brazilian owners are beginning to discover the financial benefits of chartering. Today there are about 20 domestic charter yachts, most plying the numerous bays and islands near the town of Angra dos Reis east of Santos. Even so, the owners still are on a learning curve; they are only now learning to allow strangers to sleep in their beds, and crews are being trained on the etiquette of hosting charter guests for a week.

What has sustained the custom yacht builders is Brazil's offshore oil. Rosenberg said that MCP shifted some of its attention to building workboats that tend oilrigs. The company is building three 115' fast aluminum crew vessels for Petrobras, and he added that in the future MCP would divide its time equally between the yacht and commercial markets. Inace also has capitalized on the Petrobras bonanza. Sr. Bezerra Filho, the company's yacht manager, said 10 such vessels are under construction, with eight more under contract. In addition, Inace is building two 178' patrol boats for the Brazilian Navy and seven 90' coastal patrol boats. The commercial contracts have enabled both companies to maintain normal levels of employees, who can focus on yacht building as the need arises.

How successful Brazil will be in improving its construction skills and marketability will depend, of course, on trends in the world market. At present, the global yacht-building business is at a virtual standstill, and the Brazilian builders may find their best customers are right in their midst. Certainly their products' quality is now on a par with most of their overseas competitors, and if the charter industry opens up it will help showcase Brazilian-built yachts. Thanks to the country's strong economy, Brazil's boat builders will be in a very strong position when the market does return.

**The first boat in Sunboats' new power catamaran series is a 113-footer a few months away from completion**



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ICON YACHTS' WIM KOERSVELT OPENS UP

# THE MAKING OF A REVOLUTIONARY



The concept behind ICON Yachts makes so much sense that it is hard to believe it is a new approach to yacht building from a relatively new shipyard. Creating a customizable platform from which yachts of a similar size can be built and within that platform having several modular components that can be pre-fabricated, thus compressing build time, in hindsight seems obvious and has many builders saying: Why didn't I think of that? In the following interview, co-founder and managing director Wim Koersveld reveals how he arrived at this novel yet obvious idea and how the U.S. played a role in his professional development.

Story Danielle Viguerie Photos ICON Yachts



**Wim Koersveld applied his thinking to the engineering and construction of the first hull from Icon Yachts, the Icon 62 pictured in these pages**

**“IN HOLLAND, PEOPLE HAVE MUCH MORE RIGID VOCATIONAL EDUCATION; IN THE U.S., MY EXPERIENCE IS THAT PEOPLE VERY MUCH LEARN ON THE JOB, WHICH I DID”**

*Wim Koersveld*

The Dutch visionary behind ICON Yachts aims at maximizing efficiency without compromising on quality, which is every shipyard's goal. Yet few have taken this concept as far as Wim Koersveld. He rethought the sequence in which yachts are built, asking himself, why is it a linear production model? Why not do more simultaneously? Koersveld's production sequence optimizes 3D technology, spending more time on pre-engineering and less time in the shipyard to meet their target ratio of one million Euros per meter (about \$428,000 per foot based on the current exchange) or less. Surprisingly, Koersveld began his career in St. Petersburg, Florida using his hands to build power and sail boats for several small builders in the early 1970s before joining Vince Lazzara at Gulfstar where he spent five years in their molding and lofting departments. After a brief move to Sri Lanka, Koersveld returned to St. Petersburg, and through the intervention of Dick Lazzara met Gary Carlin (brother-in-law of Ron Holland) of Kiwi Boats where Koersveld stayed another five years doing all of the lofting of their sailboats. In the early 1980s, he moved to China to set up a facility to build composite sailboats and yachts similar to the boats that Gulfstar used to build. Holland was his next stop, and he has been there ever since. In the following interview, we learn what his decade in the U.S. taught Koersveld and where he sees the market trending today.

#### **Who influenced you professionally?**

Vince Lazzara had tremendous influence on me as a person particularly in the way he dealt with people and encouraged people to develop themselves. He taught me a lot. He should get a lifetime achievement award. He had a great influence on fiberglass yacht building in America and because of that – worldwide. He was a real pioneer. While I was at Gulfstar, I also had another mentor, an older man who was responsible for the lofting department, Armin Hess. I say very often that he taught me the Zen of yacht building, things that a good boat builder knows about lines, about balance, about safety at sea, but especially the beauty that a yacht can be; and many little things that add a builder's touch to make a design beautiful and also functional. These two people together very much modeled the rest of my working life, and those five years were quite formative, if not decisive, for me.

#### **How do you contrast yacht building in the U.S. from Holland?**

In Holland, people have much more rigid vocational education behind them when they start working at a shipyard. Most people have formal schooling in their trade. In the U.S., my experience is that people very much learn on the job, which I did. I still call it Yankee ingenuity, and it gives you a completely different outlook

and way of tackling problems. And in a way, the attitude of Yankee ingenuity is one of my main points here at ICON because I can break through or bust through the rigid ways of doing things and just say "let's solve the problem," get down to work and be done with it. But at the same time, formal education of the hands-on blue collar worker is also the strength here (in Holland) for building boats. When you get the opportunity to build very, very high quality, you go to Holland.

#### **What is your opinion of yachts being made in America now?**

I think when you are looking at boats being built for a broader public – the mass-produced boats – then the U.S. offers better value than Europe. The use of composite is much more available in the U.S. But, the very large yachts are still a European business I think. It is mainly because of the high vocational skill here in Holland, and indeed in Germany, that I mentioned before. For the rest, all of the smaller ones up to 50m (164'), I think that purchase decision is not based on quality differences between boats but rather image, label, brand and maybe the exchange rate too. A good friend of mine in a well-respected U.S. shipyard would say they are trying to match up their quality to the reputable quality of some of the Dutch builders. So there is a standard.

#### **What is the relevance of the U.S. market today to the megayacht builders?**

It is very relevant. We are speaking with potential U.S. clients for large yachts at this very moment. They are people who think they cannot get the quality level that they want in the States. They are less dependent on the dollar because they operate more internationally, and the drop in value of the U.S. dollar in respect to the euro is not really that big of a concern for them. So, is the U.S. market relevant to mega yacht builders, absolutely!

#### **You don't seem to focus a great amount of marketing here in the U.S. Why not?**

We haven't done a whole lot in Europe either. Maybe it is one of the things that we have done wrong and should have done differently. We have been very open and people managed to give us a lot of publicity, but maybe not enough to the buying public. But who knows? There is no real buying public anywhere in the world right now. But, we are not doing any less in the U.S. than in Europe. The only difference is that we have not done a boat show yet in the U.S. There aren't really boat shows in the U.S., other than Fort Lauderdale, where European megayacht shipyards go, and Fort Lauderdale is a bit large. Regardless, we only have our first boat in the Caribbean now, and it would have been pointless to do a show without a yacht present. Monaco is always interesting. At the last show we had a boat there and had so much interest that the follow up from the show is still going on.

#### **Why did you move away from yacht building?**

After my time in China, I worked at Hakvoort, and my last project there was the 50m (164') *Lady Marina*. Then I had a chance to do something with a Dutch sailing yacht builder that was building quality boats. They were looking for someone to take charge of the manufacturing side of the company to bring in a new spark. It was a good opportunity that I really looked forward to because I had been involved in sailing yachts all my life until coming to Holland. But it was a very old style company and I did some changing and brought in new designers; I even brought Ron Holland to do the design on a speculative basis. But it was all too much for these people, so we parted. I got fed up and said I want to do something else and I took charge of the technical management of a large academic hospital in Amsterdam. I was responsible for the technical and maintenance management of a 1,000-bed hospital





Icon 62



with 24 operating rooms, lecture halls and very large grounds. It was something new and interesting. I became a government employee with security for life but that environment did not suit me. I was too much of an action oriented person.

**Tell us what made you come back to the industry.**

**You mentioned Don Starkey was instrumental in helping you make the step. What did he say to you?**

I had stayed close with Donald Starkey after we worked on *Lady Marina*, and he told me at one point that I was always frustrated at the hospital, that I was fighting an uphill battle and would die of a heart attack. He kept talking to me like that, and at one time he was doing something for a Saudi client and asked me to do the specs with him, although the yacht was never built. Then we got to do a yacht for a Malaysian client that later became *Ultima III*, when Ron Perelman bought her from the original owner in the wake of the Asian financial crisis. Donald had said the client needed someone to manage the project, and so he persuaded me to join in on that and I left the hospital after one year. But in that year, Don had kept on saying that I should come back to boats. He kept my fire alive. He would say, "I used to be in commercial design. I used to build land-based structures. Boats are much more fun!"

**You are very passionate about yacht building. What is your favorite area?**

The process of putting a boat together in a smart way. Instead of a boat-building process where you do first this, then that, then that, then that...and it becomes a long string, we can compress the string so that we don't have to wait for "a" to start "b". We can start "a" and "b" at the same time. I am a boat builder. That is my motivation at the moment. But to build a nice sailing boat again would be very nice too. That is something I have not done since I

came to Holland in 1984. All I have done are motoryachts. But I am talking to Ron Holland, Ed Dubois and Bill Tripp about the possibility to do a "gig boat" of say 80m (262'). The ICON facility could handle a big sailing yacht, so I am sort of here and there nudging people so that if there is a big sailing yacht to be built, I would get an opportunity to take part.

**What do you feel have been the most significant steps in the past decades in engineering and design?**

The possibilities of 3D engineering and modeling. Absolutely without a doubt. Then, making use of that in your production. When we start cutting steel plates for a boat, we can, at the same time, order the complete engine room. But the engine room on the ICON only comprises 21 main elements. You could never do that without 3D engineering. On the second boat, which we are doing now, we filled the engine room with all the main components in 22 working days. That is unheard of. Of course, we still have to do the final connections later on. But we can pre-fab to an extremely large degree. When we start cutting steel, we can order 70 percent of all the pipes coming into the boat and cut very complicated shapes. We can pre-fab all of that because of 3D engineering. That is the biggest step. You can become much more accurate.

**Have you achieved what you set out to achieve with the ICON 62?**

Partially. In many ways, like the mechanical and pipe installation and in the way we take benefits of that in the steel structures, yes we have very much succeeded. In the way we have a platform that we can build a custom boat on, yes, we have succeeded. But is it 100 percent? No. With the interiors we have not succeeded as we would have wanted. It is still very traditionally built similar to other Dutch manufacturers because we are working with sub-contractors. What I am trying to do is do a lot of building in

specialized workshops away from the boat. That is the key. And with the interior we have not succeeded in that well enough.

**But many interior companies will build the full mock up of the interiors at their facility and then ship it to you and reassemble it within the yacht.**

Yes, we did mock ups of the interiors many years ago – building the boat outside the boat. But I want to take that a step further so that there is more integration in the steps.

**What are the biggest challenges the yacht industry faces today in your opinion?**

A lot of people are not spending that kind of money on a toy. The few people that can afford to buy cannot be seen buying when they are downsizing their companies. Big lenders have pulled out of the market. People who financed their yachts have collateral that decreased in value. It puts a strain on new orders. But there are some twinkles. It does make people be smarter to try to lower costs and work on their competitive edge.

**What can you tell me about ICON's future plans?**

We must listen to what the client wants. So if there is a possibility to sign a contract that is completely away from your way of thinking at the moment, you do it. It is very much a buyer's market. For us, demand is in a smaller version of our 62m (203') yacht. We are at the moment designing and engineering a 52m (170') yacht and are about to roll it out to a dozen people who have more than an average interest. You have to listen to the market. So even if our target is to go higher, the market said that they like some of the ideas of the 62m – like the beach club – but want a little smaller. But, ICON was always meant for larger yachts. Don Starkey and I are still very good friends, and we are ready to present a 145m (476') project that we spent a lot of time getting ready for a client. We also have a 112m (367') designed by Redman Whiteley Dixon in the works. Other Dutch yards, such as Feadship, are limited in size because of their location. We want to eventually be building what other Dutch yards cannot, yachts over 100m (328'). The only people really handling that market segment now are in Northern Germany.



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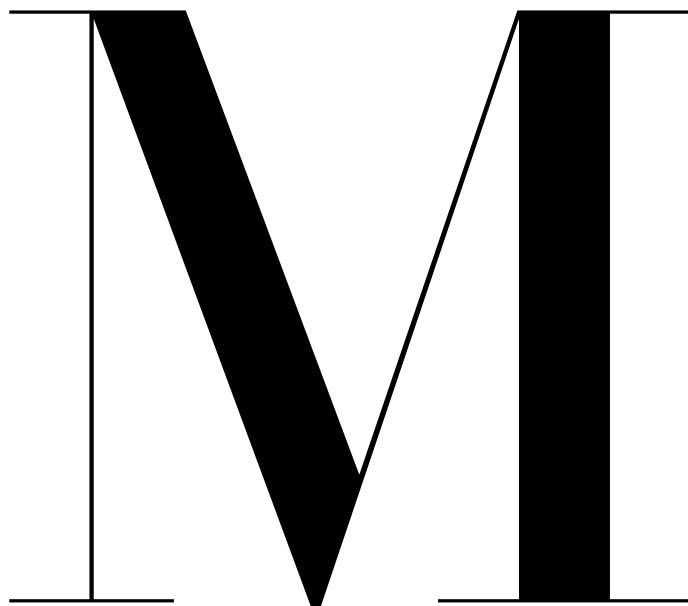
REDMAN WHITELEY DIXON



©Richard Langdon

Nearly a century ago, while walking with Sigmund Freud on an exquisite summer's day, poet Rainer Maria Rilke was unable to forget "that all beauty was fated to extinction, that it would vanish when winter came, like all human beauty and all the beauty that men have created or may create".

So philosopher Alain de Botton recounts in "The Architecture of Happiness", in which he also notes that a degree of anxiety may be felt by people looking through the pages of magazines, imagining living in unattainably expensive villas. Are you sitting comfortably? Story **Nick Jeffery** Photos **RWD**

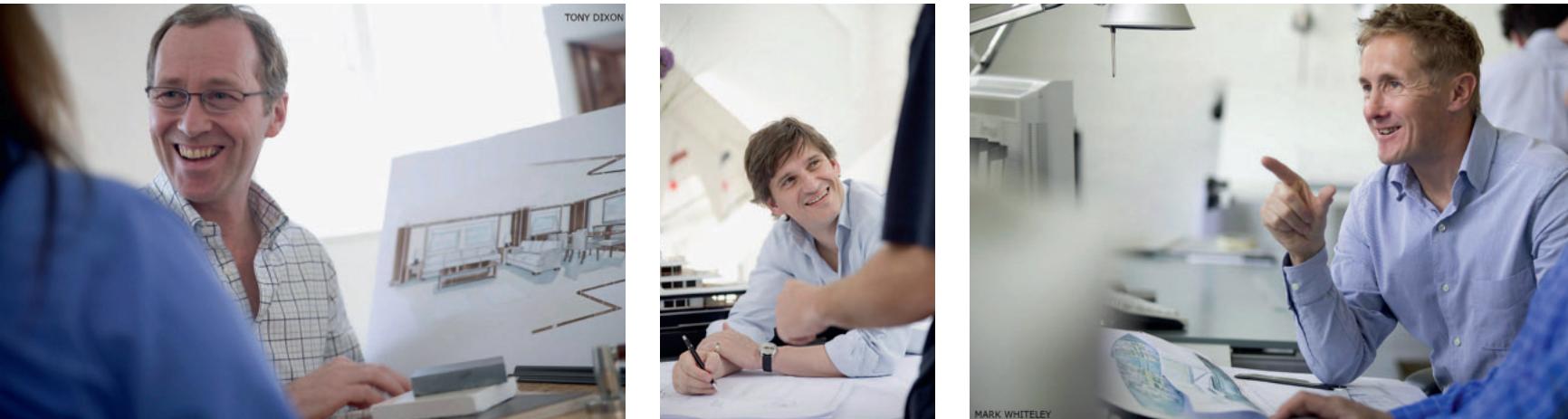


RWD's Justin Redman (purple Porsche) follows a Jaguar C Type out of vineyard during a recent RWD Auto Tour from the U.K. to Monaco

Partners in design: Tony Dixon (left), Justin Redman (center) and Mark Whiteley; one partner, plus Creative Director Toby Ecuyer, is assigned to each client

**Most would agree that our** mood and behavior changes according to the walls and furnishings that surround us. This goes for yachts as well of course. And one magic ingredient to extend a yacht's life – and avoiding being stuck with a white elephant in graveyard anchorages – is good thoughtful design, from conception or during a major refurbishment.

Redman Whiteley Dixon understands this well as it has been interpreting owner's desires for 16 years. Inspired by the forms and details in classic and contemporary cars, RWD heed the words Harley J. Earl pronounced half a century ago: "The art of automobile design has progressed, until today it is regarded as one of the most important factors in the marketing of the automobile", and "It's a matter of record that poor styling or improperly timed styling has proved financially disastrous to some automobile manufacturers." As we sail into a new economic climate, intelligent, professional design will play an even more important role than it has to date. Today, an owner has to be quite clear from the outset what he hopes to achieve – a quick return on investment is less likely to be one of the primary aims. The RWD Auto Tour – in its third year this September – invites clients to drive classic and sports cars from RWD's design studios in



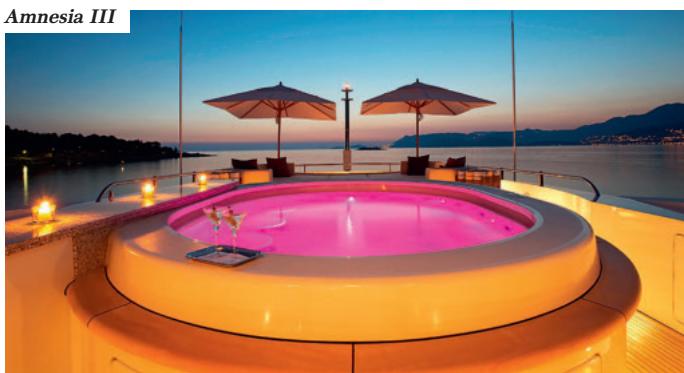
XSR48



XSR48



Amnesia III



Ilona IV



the Old Electric Light Station in Beaulieu, U.K. to Monte Carlo's Casino Square for the Monaco Yacht Show. It is evidence of the design firm's approach to business, which values developing chemistry with clients (one repeat owner, building his fourth superyacht, bought a new Alfa 8C especially for the trip). Listening to what makes them tick (over a seven-course dinner after a tour of a private French chateau and vineyard or in the co-driver seat the morning after) makes the whole experience of establishing the "brief" exciting and personally rewarding. One partner, plus Creative Director Toby Ecuyer, then becomes responsible for every new project.

Justin Redman and Mark Whiteley became friends at London's Central School of Art and Design before respectively working with John Munford and Andrew Winch, Whiteley going on to do a master's degree in transport design at the Royal College of Art in 1992. He was thinking of moving into car design when he got a call from Ed Dubois asking to help with some interior details on a 20-meter (65') sailing yacht building at Pendennis. It ended up being the whole interior and a stream of other projects. He called up Redman and they set up in Chelsea, London. Six years later, Tony Dixon, also coming from Munford, joined as a partner.

Tony, whose favorite quote is "Imagination is greater than intelligence" by Albert Einstein, says that RWD's entry into big motoryachts came after the interior of the 45-meter (148') *Ilona III* caught a few eyes. This led to both exterior and interior design of *Ilona IV* (including the concepts for the innovative helicopter hangar), the interior of *Amnesia III* and interior and exterior styling of *Amnesia IV*, now building at Benetti and launching at the end of 2010. The 73-

meter (240') *Utopia* was already underway at Feadship with an owner's decorator when the yard introduced RWD.

Dixon points out the advantages of owner-generated briefs from the outset. Ideally they also recommend that one design team do both interior and exterior design as it saves time plus allows achieving a true inside-outside overlap of the living space. Exterior decks are so much more interesting now than a couple of decades back with beach clubs, dining areas, terraces, pools and gymnasiums all feeling part of the whole. Witness the beach club on the new 62-meter (204') *Icon*, revealed at the 2009 Monaco Yacht Show; all the lower-deck cabins have direct access to it via a corridor running between the engines. RWD designers do not repeat layouts from one yacht to the next but look afresh each time. A full owner's deck on *Ilona*, rather than the usual suite forward on the main deck, is one example; a duplex suite on the *Icon* 62 is another. A glass coach roof on a 66-meter (216-footer) that is still under wraps is an enlightening challenge.

Mark Whiteley points out how things have changed since founding RWD: "Clients are more sophisticated, and their tastes have evolved and designs with them. Boats are bigger, owners live in apartments and hotels and want the same feel aboard." With four superyachts of about 60-meter average length launching in 2010 and about the same number, extending up to the 100-meter mark the following year – much still confidential – the 12-strong studio is keeping the lights and CAD screens burning.

From an in-house naval architect, active in MCA meetings and keeping abreast of environment trends and crew regulations, to "fresh blood" by the way of students (even local school visits) coming for work ex-



**“I HAND WROTE MY CV ON WATERCOLOR PAPER WITH HAND PAINTED ILLUSTRATIONS THEN HAND DELIVERED IT.”**

Toby Ecuyer

## INTERVIEW WITH CREATIVE DIRECTOR TOBY ECUYER

### **Why do you design? What drives you?**

I design because I have a vivid imagination and I am not remotely academic. I am driven by a desire to improve and detail things beautifully with great integrity.

### **What do you enjoy most about a project?**

Maintaining the integrity and designing myself out of awkward corners, which gives the design process an unpredictable element in turn adding to its own character.

### **When did you decide to be a yacht designer?**

I always wanted to combine my love of sailing and boats with my ability to draw and somehow make use of my imagination. I thought architecture would allow me a wide scope of opportunities, which it did for a number of years.

### **How did you get first break?**

I answered an advert in Yachting World when I was working for a high-end office design company in London. I hand wrote my CV on watercolor paper with hand painted water color illustrations then hand delivered it the same night I had read the advert. I thought it was important to act promptly, professionally and with a huge amount of attention to the detail.

### **Who is your main influence in design?**

I try to let all sorts of things influence me. Obviously the client will be the main influence but that might draw on the design of cars, architects, a favorite piece of furniture, a junk shop, a film or an item of clothing.

### **Which is your most satisfying project to date?**

All of the projects I have been lucky enough to work on have been satisfying in different ways. It may be the way the general arrangement

works or the way the dining table transforms from a eight-seater to a small coffee table without anything needing to be removed and stored elsewhere. It is always rewarding to see an idea you had, finished, built well and working as you intended.

### **How do you charge for a project?**

Based on the man-hours we calculate are needed to complete the job – which is influenced by the complexity, size and location of the project.

### **Sail or power?**

There is always something special about sailboats, as that is at the base of why I do what I do, I enjoy the cunning needed to utilize the space fully plus it pushes one's understanding of complex three-dimensional spaces. Motorboats offer another set of challenges and the relative freedom of space, which is always enjoyable.

### **What nationality clients have you designed for?**

English, German, Danish, Swedish, French, Swiss, American, Spanish, Dutch, Omani, Saudi Arabian, Turkish, Greek...

### **Do you make clients happier about life through design?**

I have been lucky enough to hear some pretty remarkable compliments from clients about their boats and life on board.

### **How well do you get to know them?**

In some instances you get to know your clients very well indeed. You spend a lot of time with them and you are involved in something very personal to them. In some cases you are in daily contact with your client for the best part of three years you can't help but get to know each other with that level of contact and interaction.

Amnesia IV



**“CLIENTS ARE MORE SOPHISTICATED, AND  
THEIR TASTES HAVE EVOLVED AND DESIGNS WITH THEM.  
BOATS ARE BIGGER, OWNERS LIVE IN APARTMENTS  
AND HOTELS AND WANT THE SAME FEEL ABOARD.”**

*Mark Whiteley*



*Amnesia IV*

perience, RWD is balancing vision and innovation with practicality. They don't churn out flashy proposals for media attention but discreetly produce real designs to be built. The majority of their projects are by recommendation from yards, brokers and owners themselves. There is enough spice to excite all in the look—right down to the crew uniforms—and, having been a guest on board one or two RWD designs, I can confirm that I behaved differently. One cannot help but appreciate all those hundreds of thousands of man-hours that went

into applying delicate inlays to the veneers, hand-stitching leather panels, logos, polishing blocks of imported marble, neatly-positioned deck and underwater lights and entertainment systems. Then you realize that the journey getting to that moment is what it is all about. In different surroundings, Rainer Maria Rilke noted “The only journey is the one within” and “The future enters into us, in order to transform itself in us, long before it happens”. The future of superyachting has already entered the Old Electric Light Station. ●

FOR MORE INFORMATION AND POETRY, VISIT [RWD.CO.UK](http://RWD.CO.UK) OR CONTACT: +44 (0)1590 611 300, EMAIL: [STUDIO@RWD.CO.UK](mailto:STUDIO@RWD.CO.UK)

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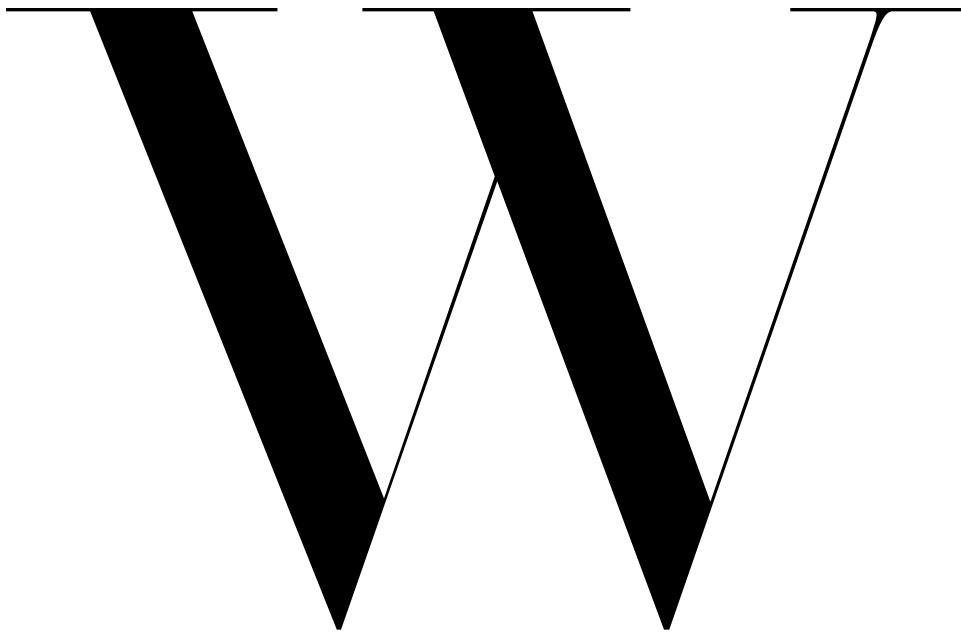


# CHOOSING THE RIGHT MATERIAL **THE CASE FOR ALUMINUM**



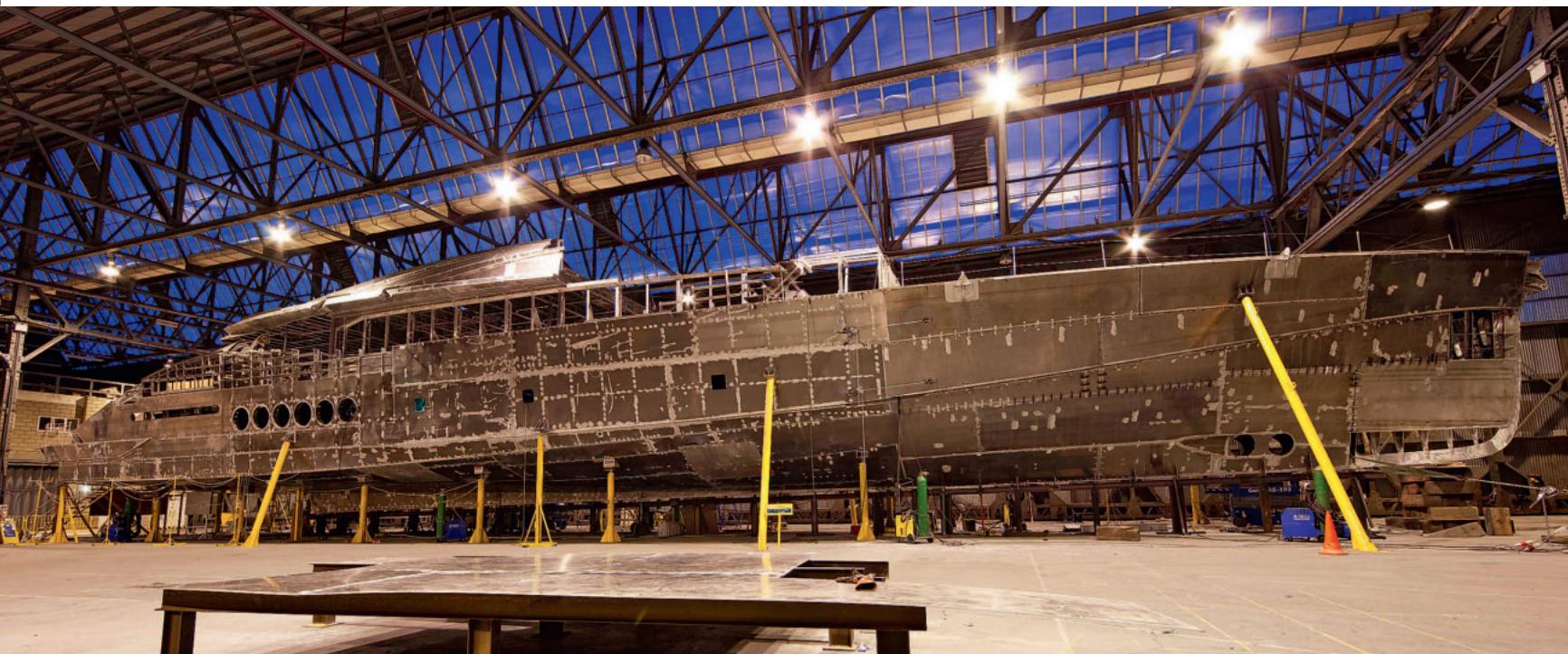
Striker Boats was a pioneer of aluminum construction in Holland

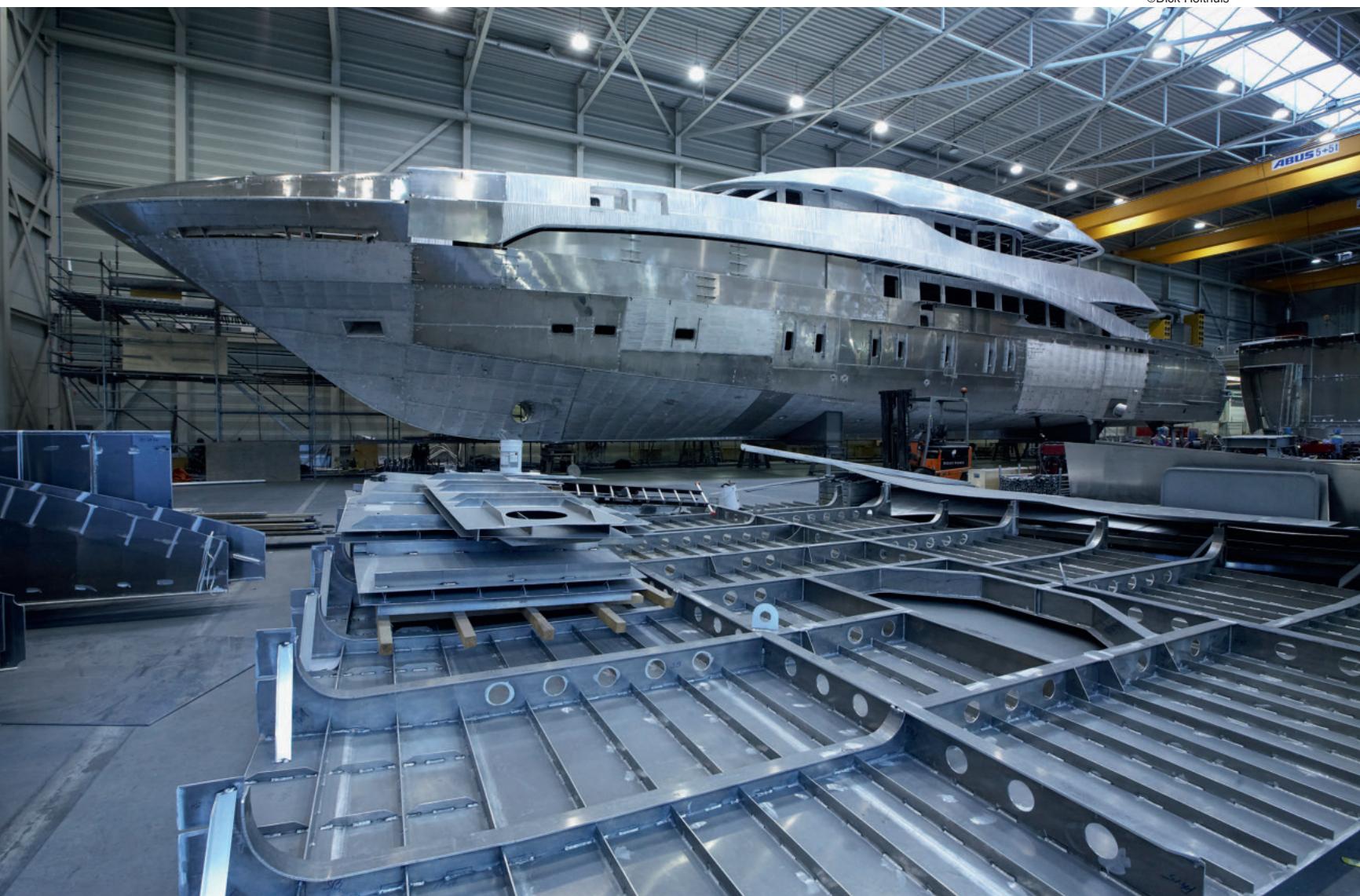
More superyacht hulls are being built in aluminum than ever before, up 72 percent to 155 vessels in 2008-2009 before turbulent times slightly skewed this year's figures. Most steel hulls have aluminum superstructures. What advantages does aluminum have over composites and steel? For answers we look at well-known aluminum yards Palmer Johnson in America, Heesen in Europe, Oceanfast in Asia-Pacific waters, and consult different designers. Story **Bruce Maxwell**



The PJ 170 in earlier stages of construction

**When Texas Instruments** founder Pat Haggerty bought the Palmer Johnson boatyard in Sturgeon Bay, Wisc., in 1961, he and son-in-law Mike Kelsey Sr. made a “significant decision” to switch from wooden boat building to welded aluminum construction. “The new 5000 series magnesium alloys were just appearing on the market, and we had an idea,” Kelsey told me in an interview years later, sitting amid the copious trophies and intriguing nautical memorabilia that crammed into his Chairman’s office in the Great Lakes. “Until then, aluminum had only been tried on a few small craft, with little success,” he said. “As soon as aluminum boats were put into the water, they started fizzing with electrolysis.” That hurdle cleared with the evolution of marine-grade aluminum. Naval architect and broker James Fahey and Bill





Hull two of Heesen's 5000 class now under construction

Parsons, who became PJ's president, then came onboard. New welding techniques and corrosion-resistant alloys inspired them to keep investing in aluminum, and this led to a series of famous super sailboats, named *Kialoa*, *Scaramouche*, *Ondine*, *Maysylph*, *Mandalay*, and *Shanakee* for a Californian client. Motoryachts, however, were in higher demand, and PJ had been hedging its bets since launching the 80' *Misty* in 1969. A milestone came 10 years later, when the King of Saudi Arabia decided to present the King of Spain, Juan Carlos, with a fast motoryacht. PJ got the contract, and delivered the 100' *Fortuna*, capable of 50+ knots, an amazing speed at the time. "He was the only client I had who sent

me letters with his own face on the postage stamp," guffawed the effervescent Kelsey, who was later presented with a rare lifetime achievement award by his peers in the International Superyacht Society. By the mid 1990s PJ, working with Holland's Vripack, produced the first explorer-style yacht, *Turmoil*, the first MCA-compliant yacht, and the first gas turbine-powered vessels, all in constantly upgraded marine aluminum. Then came the *piece-de-resistance*. A Singapore-based property developer, who had taken delivery of the sizeable 150' *La Baronessa* in 1994, ordered the 195' *La Baronessa*, and when she was launched in 1998, she became the largest aluminum yacht ever built anywhere, and the

largest yacht of any hull material delivered in America since World War II. This was a mere 12 years ago.

Mike Kelsey Sr. sadly passed away in 2002, but son Mike Kelsey Jr. is now at the helm with owner Timur Mohamed, a former professional cricketer and British-based entrepreneur. A series of conventional PJ tri-deckers gave way to exciting new aluminum sports yachts, styled by Nuvolari and Lenard of Venice, whose association with PJ began with *La Baronessa*. The sports line was launched with Tim's own PJ 120 *Cover Drive* in 2003, and the range now includes the PJ 135, PJ 150, the upcoming PJ 170 twins, whose debut will mark 50 years of aluminum boat

construction at Palmer Johnson, and the company is now building a 210' aluminum-hulled Sport Yacht in a tri-deck configuration which it says will be a “game changer.”

PJ's transition was from wooden boats to aluminum, shortly before the era of fiber-glass vessels began (see *The Case For Composites, Yachts International*, February 2010). The arrival of composites helped fan an intense debate over which of fiberglass, aluminum or steel yachts could be considered worthy successor to wooden ships. The arguments are ongoing.

Exponents of aluminum point out that they start construction immediately by welding metal, whereas fiberglass boats require a costly, perhaps one-off custom mold, and then the complex hull material has to be created as well. Both steps are superfluous to an aluminum build. Traditional steel hull

construction, is building the largest yacht to be built in the U.S. since the 1930s, the 281' *Cakewalk* with a steel hull. An exception has just entered the “Top 40” ranks, however, in the form of two 240' aluminum-hulled vessels, both originally called *Silver*, designed by Espen Oeino and built at German-owned Hanseatic Marine in Western Australia, another center of aluminum boat-building excellence (review of *Silver* #2 in *Yachts International*, April 2010).

Next door is Oceanfast, Australia's leading superyacht brand, which also builds in aluminum, and is a subsidiary of Austal, the world's largest aluminum shipbuilder. British designer Tim Heywood, lunching with Oceanfast executives and myself in early 2004 as the 185' *Sycara III* was being delivered for an American owner, mischievously remarked that this was Oceanfast's first

The Palmer Johnson 170, below left, has distinct features from the PJ 150, including a vertical bow



builders came to aluminum from a different direction. In the last two decades, clients suddenly wanted lighter and faster boats. Aluminum topsides are now almost *de rigueur*, to save weight, and even industry doyen Feadship has turned out some ultra-fast aluminum-hulled vessels, a development that would have seemed unthinkable a few years back. The notion that “steel is best” persists, though, particularly in the 200+ sector, and the big German and Dutch yards like Lürssen, Blohm & Voss, Abeking & Rasmussen, Feadship and Oceanco all build their big yacht hulls in steel. In the U.S. Trinity Yachts opted for a steel hull for its largest hull to date, the 197' *Bacarella*, and Derecktor Shipyards, a pioneer in aluminum

“proper yacht,” because she had a steel hull, whereas all the earlier ones were in aluminum. The Oceanfast people choked on their sandwiches and nearly had apoplexy. By then Oceanfast had built the 228' *Aussie Rules* for golfer Greg Norman, later called *Floridian* and now *Nomad*. And the 180' *Bolkiah* for the Sultan of Brunei, and a raft of other exquisite vessels of a similar ilk, many styled by Heywood's former partner, the late great Jon Bannenberg.

Oceanfast spokesman Richard Williams says: “The Austal group of companies have been designing and building aluminum private, commercial and military vessels since the mid-1980s, all of which remain in operation. Our advanced knowledge of aluminum struc-

tural design and fabrication is second to none.” Austal supplies many of the world's fast aluminum ferries, vessels that ply diverse routes, carrying passengers and vehicles, at up to 40 knots, most days of the year. They also have a yard in Mobile, Ala., building aluminum Littoral Combat Ships (LCS) and Joint High Speed Vessels for the U.S. Navy. The latest 415' LCS was delivered in January, and another was promptly ordered. The overall contract is thought to be in excess of \$10 billion. Plenty of people thus see aluminum hulls, even in maxi superyacht sizes, as both practical and highly trustworthy. The U.S. Navy exhaustively tested Austal's aluminum designs, and selected them “for their mixture of performance, reduced operating costs, and



Oceanfast 157



Sagitta



Octopussy



Aussie Rules

improved capabilities over previous designs.” Oceanfast itself is currently building a 118'-157'-197' aluminum semi-custom private motoryacht series, and the just-launched 157' is available through brokers Burgess. “Aluminum allows weight saving, giving an increase in speed or range,” says Williams, “but our prime purpose is designing and building a strong, ocean-going, trans-oceanic vessel with sea-going comfort for the owner as the ultimate aim. The 157' has zero-speed stabilizers, which are fitted equally to steel hulls.

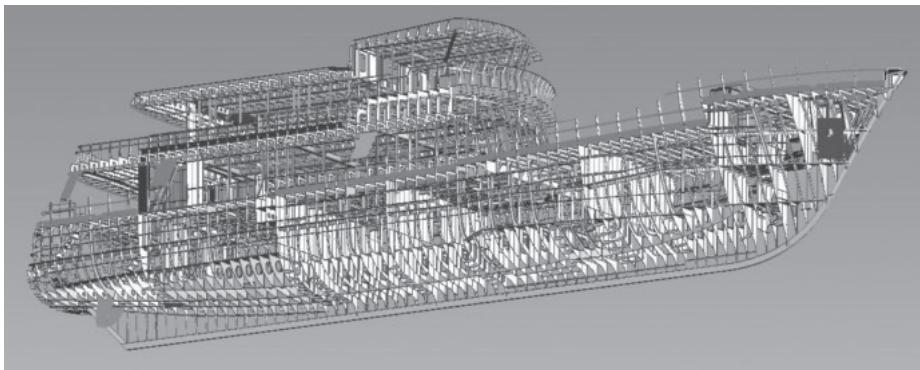
“If you are looking for more differences, though, unlike steel, aluminum does not rust when exposed to the marine atmosphere. Aluminum is painted for cosmetic reasons only. A steel boat must be protected. As a result, a well-designed and built aluminum hull has an almost infinite lifespan.

“There are many myths out there. The truth is that there are no noticeable differences in

the owner’s experience, be the vessel GRP, aluminum or steel, provided it is well designed and built. Steel-hulled yachts would not exist without aluminum, given that most have aluminum superstructures. It is an intrinsic part of modern shipbuilding.”

In Europe, Frans Heesen founded Heesen Yachts in 1978 in Oss, a small canal-side city in eastern Holland, and it became the first Dutch shipyard to employ aluminum alloy for the building of yacht hulls. Since then, says spokeswoman Sara Gioanola, “the yard has become a world leader in the design, engineering and construction of high-performance, all-aluminum motoryachts.” Interestingly enough, Heesen Yachts later went “the other way,” and in 1992 expanded its business to include construction of traditional displacement, long-range, steel-hulled yachts. Today it is building such vessels in the 121' to 213' range, as well as ultra-sophisticated

aluminum yachts. The latter were its first, and ongoing, passion. By 1983 the yard had launched the 98' Paolo Cagliari-designed *Sunliner VII*, capable of 31 knots. This was followed in 1988 by an event that made everyone in the industry take notice. On May 18, the legendary motoryacht *Octopussy* reached a speed of 52.3 knots on her delivery trial, making her the world’s fastest luxury yacht. She was powered by three 3,500 hp MTU diesel engines driving three KaMeWa water jets. The naval architect, Frank Mulder, the designer Gerhard Gilgenast, and Heesen Yachts were together responsible for this widely reported development, and like PJ’s effort with *Fortuna* in America and Spain, they put high-speed aluminum yachts on the map. By 2000 Heesen also delivered the radical displacement yacht *Alumerica*, a 121' all-aluminum explorer-style yachts with an ocean-going range of 5,000 nm and a



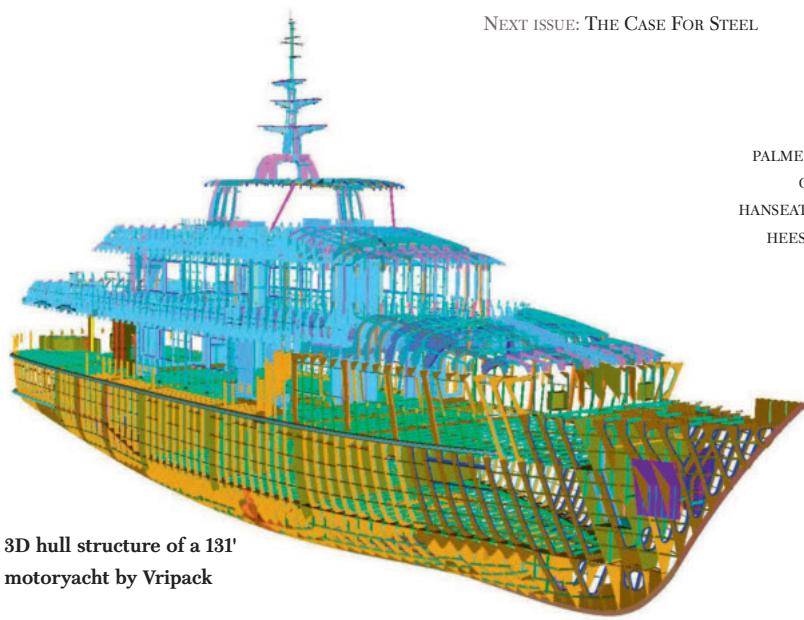
3D hull structure of a 141' Research Vessel Yacht by Vripack

unique propulsion system, the Azimuth Thruster, whose Schottel propellers combine utmost maneuverability with low noise. The yard said it was "one of the quietest yachts ever built." Since 2003, when the sleek Frank Laupman-Heesen aluminum 3700 and 4400 series were introduced, Heesen has built up a fleet of five semi-displacement semi-custom aluminum models that have proved hugely popular – the 3700, 4000, 4400, 5000 and 5500 – although top speeds have now settled back in the 20-30 knot range. They currently have nine such vessels under construction, or two thirds of the order book, and five steel-hulled displacement motoryachts. Heesen is the largest Dutch builder in aluminum, but other yards combined supply more than half the total.

In summary, then, designer Sam Sorgiovanni, who started with Oceanfast and is lately involved with the enormous steel-aluminum

Y703 *Anastasia* and Y707 at Oceanco in Holland, as well as external design for a 256' motoryacht at Abeking and Rasmussen in Germany, says: "Aluminum is a very cost-effective means of construction. It is light, and easy to cut. An aluminum build is also more controllable, vis-à-vis the complex demands of various classification standards. But from a design point of view, I don't think it matters much. There are no great advantages one way or another if you are building in steel, aluminum or composites," he said. "Other side issues with aluminum concern a degree of oxidization in places, which can crop up in maintenance. There is also a tendency to think a composite vessel is more comfortable, due to temperature and noise abatement, and to argue that composite boats are better faired, but really, as long as experienced designers and yards are employed, these are not significant factors." ●

NEXT ISSUE: THE CASE FOR STEEL



3D hull structure of a 131' motoryacht by Vripack

**Vripack's View**

*Marnix Hoekstra, sales director of Dutch specialist Vripack, which was involved in both the Palmer Johnson Turmoil project and Heesen's Alumerica, comments that, if asked whether aluminum is a preferred building material for large displacement or planing yachts, "the answer without doubt is a firm yes." He lists four principal attributes.*

**Lightness.** *This results in lower overall weight, and thus draft. We can use smaller engines to obtain the required speed. So less fuel is needed, and with growing eco-awareness, as well as budget considerations, that is indeed a benefit.*

**Strength.** *If a steel and aluminum hull each hit a solid submerged object, the steel hull plate may be punctured, but the aluminum one will only be dented. The indentation strength of an aluminum hull is almost 100 percent higher than a steel hull. I can supply supporting research figures for this assertion.*

**Stability.** *A steel hull needs about 10 percent more wetted area to derive the same stability factors as an aluminum yacht. When looking at "transom sinkage" – a very important factor for dynamic stability and thus comfort – a steel hull will have greater sinkage, not only resulting in larger drag, but also an increase in roll, pitching and negative course stability.*

**Price.** *Building an aluminum hull takes fewer man hours than steel, because aluminum is easier to handle, and you need less of it. The raw material itself is only marginally more expensive than steel, and when the cost comparisons involving smaller engines, propulsion systems, anchors, windlasses, bow thrusters etc are made, the only conclusion that can be drawn is that aluminum yachts are less expensive to build.* [VRIPACK.COM](http://VRIPACK.COM)



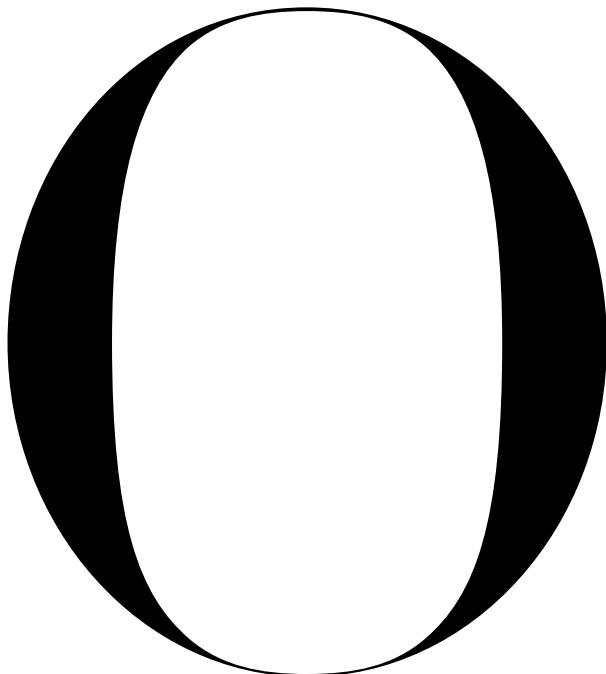
# THE LESSER KNOWN SCANDINAVIA POWER AND SAIL MEET IN GOTHENBURG

While the West Mediterranean remains, by far, the most requested charter destination after the Caribbean, Scandinavia's extraordinary carved coastlines have attracted a few superyachts in recent years. Rarely, however, is the Swedish port of Gothenburg on the itinerary. Last year, things changed a bit with the first ever Powerboat P1 race to be held there. Marilyn deMartini attended the event and discovered an interesting region with deep roots in all things nautical. The powerboat races return to Gothenburg August 6-8, 2010.

Story **Marilyn DeMartini** Photos **Claes Axstal and P1 Powerboat races**



Claes Axstal captured a lighting storm above the Port of Gothenburg and the city's landmark Älvborgsbron bridge



The Gothenburg Royal Yacht Club's 100 year-old clock tower is a city landmark

**On descent to Landvetter Airport** in the Swedish town of Gothenburg, clear blue lakes scattered among rolling green hills and pastures captured billowy clouds above. Small islands dot the jagged coastline where modern windmills and buildings seem to have been driven into the coastal rocks. Even from the air, it is possible to sense how important the sea is in the culture of Scandinavia where one in every seven residents owns a boat—and I was there to explore it. In 2009, the Powerboat P1 World Championship held its Scandinavian Grand Prix in Gothenburg (Göteborg), Sweden's largest port and second largest city after Stockholm. The city has an ideal location on the Southwest coast where the Gota Alv River runs through the city before meeting the North Sea. The Powerboat race took place along the coast of Langedrag, the sailing capital of this maritime city, so before the race festivities began, I set out in search of the sea-faring life in Gothenburg.

A moat circles the 17<sup>th</sup> century city's inner core, and the town, laced with canals and built by Dutch construction consultants, has a little something of Amsterdam. Forts built for the coastal town's protection have stood the test of time along with many churches, statues and ornate bridges. Like in Amsterdam, walking and bicycling are commonplace and an extensive electric tram system runs throughout the area. Nine ferries also travel throughout the area and "paddan" sightseeing boats offer an ideal perspective of the city's architecture and history from the water.

The spirit of the sea is most prevalent in the southwestern part of the city called Langedrag, where the Gothenburg Royal Yacht Club, Nimbus Boats showroom, the Swedish Cruising Association, Sea Rescue center and the Sea Sports School are all located together. The Yacht Club's restaurant and a new Langedrag Inn add an elegant social element to the marine atmosphere. The nearby harbor hosts converted offices and warehouses along the wharf, dotted with charming cafes and small restaurants. Boats of all types line the shore but RIBs are plentiful as the ideal boat to navigate the rocky, rough waters. Nimbus Boats are also numerous throughout Scandinavia, as this company has been building boats to serve the area's hearty seafaring lifestyle for more than 35 years. New owners recently incorporated the brands Ryds, Storebro and Paragon Yachts under the Nimbus Group, making it a diverse mid-size boat manufacturer with dealers throughout Europe, Russia and Australia.

Adjoining the Nimbus Boats spacious showroom and service center is the inviting Gothenburg Royal Yacht Club (GKSS). With more than 4,000 international members and 550 moorings, the club hosts visitors from Germany, Britain, Belgium, Holland, Russia and the U.S. Though peak season is June-August, boat dwellers can use the marina's facilities all year thanks to an airflow jetty system that prevents ice-build-up below the docks.

The GKSS is committed to the sport of sailing; it hosts sailing camps and classes for children and adults and boasts many world event competitors—12 of the 15 Swedish Olympian sailors were GKSS members. The club hosts some 1,200 students per year with classes fit for beginners to advanced sailors training for the Olympics, Match

Racing and offshore boats races such as the Volvo. "The essence of sailing is very much alive here," says representative Martin Sohtell. Guests are welcome to moor motor boats or sailboats here, although there is an eight-year member waiting list. The club's 100 year-old clock tower is a city landmark and its 20-year old clubhouse warmly welcomes guests and members—there is no letter of recommendation required. The dining facility has a warm fireplace and numerous windows to take in the view; the King Room offers meeting space and houses numerous and priceless trophies dating back to the 1920s and earlier. The GKSS, which will celebrate its 150th anniversary in 2010, is part of the worldwide Royal Club network and has sister clubs in New York and Boston.

A short walk away a new building complex houses a group of independent, but related businesses. The 80 year-old Swedish Cruising Club has 40,000 members and is "dedicated to long-distance cruising at sea," acting as a resource center offering maps, charts and cruise itineraries. It also offers sailing camps aboard technologically updated turn-of-the-century ships where both youth and adults learn seamanship, navigation, environmental issues and cultural history under the tutelage of a Master, mates, boatswain and instructors. Each participant takes turns working at the helm, in the galley and in the engine room. The club also organizes charters, social gatherings and rallies. Though not onsite, a Swedish Racing Club brings a similar concept to powerboating. In the past four years, more than 1,200 children have participated in classes teaching the sport's safety and techniques. Upstairs from the Cruising Club, the 40-year old Sea Sport School (Sjösporskolan), an affiliate of the International Yacht Training School, headquartered in Fort Lauderdale, Fla., caters to professional captains. Private charters are available, including a Viking sailing tour to nearby Marstrand. With the complex nature of the coastline, such training and private touring seems a must for these rocky and often treacherous waters.

### Off to Sea

The Powerboat P1 racers were to learn this as well; the balcony of the Sea Sport School doubled as race control for the August weekend of races and offered a perfect view of the challenging racecourse: four nautical miles looping with chicanes around large menacing rocks. Navigating at high speeds around the small rocky island was a test for drivers and navigators and ensured two days of exciting racing action for this penultimate race of the Powerboat P1 series.

I felt the tough personality of the Southwest coastal waters while traveling to Marstrand on a windy, cloudy day, with Skipper Will Wright of Mare Nostrum, a company that specializes in deliveries, charters and various ocean transports. Wright expertly navigated through the open waters from Gothenburg to the tiny island of Astol, a fishing village known for its family-owned smoked fish and seafood restaurant. There, the sun emerged as we ate smoked and steamed shrimps with fresh bread, washed down with cold Swedish ale. "Give me a summer's day in Scandinavia and there is nothing better in all the world," said Wright who has traveled a great deal of it.

We then worked our way through rocky channels, some laden with seals who excitedly jumped into the water to take a closer look at the passersby. The seals may be a menace to the fishermen but seemed playful and offered surprise entertainment. We arrived through a narrow approach at a small rocky dock on the even smaller island of Hamneskar, some six miles from Marstrand, home to the 1781 lighthouse "Pater Noster", which allegedly got its name from the fervent prayers of sailors who navigated the treacherous area.

Racers discovered a challenging course during the 2009 Powerboat P1 race



NAVIGATING AT HIGH SPEEDS AROUND THE SMALL ROCKY ISLAND WAS A TEST FOR DRIVERS AND NAVIGATORS



**The small island of Hamneskar, near Marstrand, is home to the 1781 lighthouse "Pater Noster"**

**King Oscar II created the resort island of Marstrand; gingerbread houses face a quaint harbor**



Several wooden structures on the island built for the lighthouse keeper and attendants have become part of a trendy private resort that attracts small groups seeking isolation and contact with the sea. In sparsely furnished rooms, resort guests enjoy an outdoor hot tub, the sight of the towering lighthouse and scrumptious seafood meals, including the specialty of the house, cold-water oysters and lobster served with champagne. Views of the constantly churning seas among scattered rocks rewarded a 140-step climb to the top of the recently renovated lighthouse. Ancient Vikings using only the stars as their guides must have lost countless ships, lives and cargo navigating these treacherous seas.

From there, we approached Marstrand. King Oscar II built the resort island whose quaint harbor is full of motor and sail boats of all ages and types. The lovely 1886 Social House Resort and the Carlsten Fort, overlooking the gingerbread houses and harbor-front restaurants and shops, are the first obvious landmarks. With no cars allowed, the island offers a step back in time and a literal breath of fresh air—a Scandinavian signature. Preferred means of transportation include walking, biking, motorcycling and a ferry between Marstrand and Koon. Local businesses and residents also fashion creative carts hooked up to two-wheel vehicles, adding to the personality of the town peppered with beautiful hotels and homes. Beaches, parks, rock cliffs and a forest add to the charm of this island perfectly suited for leisurely days. When Match Racing or an event like the Volvo Ocean Race come to town, however, the port bulges with hundreds of thousands of visitors, turning the quiet island into a self-contained party. But even in the bustling city of Gothenburg or the relaxing islands between it and Marstrand, there is a calm about this area, perhaps created by the summer breeze, gliding clouds and the genuinely pleasant demeanor of its people. The cleanliness, beauty and artistic architecture contrasted against the stark, dark rocks makes it feel all the warmer—at least in August—as a city embraced by the sea.

## What to do in Gothenburg

Shopping, dining and entertainment are available throughout the city, especially on the main avenue, Kungsportsavnya. At the end are Lille Bommen, the public marina, the Opera House, an open air park and the Barken Viking sailing ship. Now a bar with live music on deck, it is an ideal spot to observe the city life, which flourishes until sunset—after 9:30 pm in summertime. Haga, the “old city,” originally built as wooden housing for the poor, is enjoying a new life as a high-end, quaint two-story residential and commercial building on cobblestone streets with classic eateries and shops. Old public baths have also been transformed into stylish spas like Hagabadet or the Kallbadhuset. Parks and gardens are plentiful and busy on a sunny summer day. Sun bathers and picnickers abound along canals, seaside rocks and the central ornamental garden, which was built in 1842. A rose garden features 2,500 varieties and the Palm House, a huge greenhouse, was modeled after the Crystal Palace in London. “The Fish Church” a large fish market with a restaurant that was built in 1873 to resemble a church is a popular attraction. Adjacent is the Salsa Boat, another entertainment vessel that draws people to the water. A large fish auction also takes place on weekday mornings, attracting locals and visitors alike. Since fishing is central to life here, fresh seafood and shellfish are plentiful and delicious. Shrimp Sandwiches are trademarks for many restaurants scattered through the city but there are five, Michelin Star restaurants in this city of more than 500,000 people. Everything is close to the central city and available by tram. The sea is a big part of people’s lives as they enjoy the brief summer on the water. Everyone either owns a boat or has a friend who owns one. Thousands watched the racers skirt the archipelago at high speeds over race weekend. Though the pronunciation of the words may be tricky, most of Gothenburg’s signage is in Swedish but fairly understandable. Most people speak excellent English making the travel easy. ●

## RESOURCES

**GKSS Royal Yacht Club** - Göteborgs Kungliga Segel

**Sällskap** - GKSS.se

**Nimbus Boats** - nimbus.se

**Swedish Cruising Club**

Svenska Kryssarklubben sck.se

**Sea Sports School**

Sjösporthskolan - sjosportskolan.se

**Swedish Racing Organization**

Svenska Racerbåtförbundet - SVERA.org

**Sea Rescue Organization**

Sjöräddningssällskapet - ssrs.se

**Astol Smokery & Seafood Restaurant**

Åstols Rökeri - astolsrokeri.se

**Pater Noster Lighthouse**

kurspaternoster.se or marstrandevent.se

**Marstrand**

marstrand.se 011 46 303 61053 guest harbor

**Private Marine Transport**

Mare Norström William@wright.se

Scandinavia is in vogue but  
few yachts stop in Gothenburg,  
as did *Samar* months ago



## YACHTS



**The U.S. yachting market**

# STILL RELEVANT IN SLOW RECOVERY

Despite a very rough winter there are green shoots signaling a change of season. As the world's largest economy searches for ways to recover, so does the yachting sector. The road to what many now call a "new normal" is arduous, but it may be helpful to remember that a couple of fundamentals that made the U.S. market so attractive in the past, including wealth and an already well established yachting culture, are still here. Story **Cecile Gauert** Images **Superyachttimes**

# IB

**Recently, those who track** the habits of the wealthy, including *The Wall Street Journal's Wealth Report*, have spread the news of improvements in luxury spending. True, there is a world of difference between the prices of a luxury hand bag, or even a Swiss-made bespoke timepiece and a 100' yacht. An increase in sales at Tiffany will not automatically translate into more boats being sold. Yet, these are hopeful signs that people have relaxed their spending a bit in what previously was a consumer-driven society. Noted investor and billionaire Warren Buffett, whose company Berkshire Hathaway posted a fourth quarter profit in 2009, recently said he was confident the residential market's problems would stabilize by next year; his tone was far more morose last year. Meanwhile, the deepest recession experienced in recent years, while it has a lasting effect on people who are still unemployed, was short-lived enough that it did not create a "seismic" change among investors, according to financial industry observers. In other words, for the wealthiest the damage done to portfolios, although quite real, was short-lived.

New York-based market research company Ipsos Mendelson conducts regular surveys that aim to assess the state of mind of the wealthy. Months before the recession was officially over, they repor-

ted that more Americans were optimistic rather than pessimistic. In fact, the more affluent people were the more positively they responded, with 49 percent "very or somewhat optimistic" about the economy's future. Endemic optimism is one of the positive traits that make the U.S. market an attractive one. "Americans are very capable of putting history behind them," said François van Well, who heads the sales office that Feadship has kept in the U.S. since 1977. Feadship, recognizing early the potential of the U.S. economic powerhouse, has had a foothold in the U.S. since right after WWII.

Still everyone knows that the yachting industry reacted strongly to the financial woes revealed to the world in September 2008. As new boat orders (identified as "passion investments") dried up, several shipyards went to the brink and are still teetering on the edge as orders have failed to return to previous (artificially inflated, many say) levels. Brokerage prices reached what some called near "toxic" levels, as bargain hunters negotiated firmly for the lowest possible price. The U.S. economy was the first to plunge, and widespread belief was that it would pull out first from what became a nearly worldwide recession. That page was turned officially a few months ago, as the 2009 Fort Lauderdale International Boat Show opened its doors, when the national GDP again registered positive growth.

While there is renewed activity, Monaco-based firm Fraser Yachts reports brokerage yacht prices still are down 20 to 40 percent from previous highs. Even the yacht charter market suffered (down about 20 to 25 percent), although, according to Fraser's CEO Hein Velema, it fared "much better in the U.S. than in Europe."

Recovery, obviously, is slow going. Even as investors' portfolios registered positive gains in the past few months, as stock and commodities prices recovered, there was no obvious sign that anyone, including the wealthiest, rushed to spend their cash on boats, small or large. But brokerage sales are up, and there have been a few new large yacht orders after a period of complete inactivity. Feadship reported the order of a 187-footer a few months ago, while brokerage firm Camper & Nicholsons was involved in the December order of a 456' yacht from Italian builder Fincantieri. Fraser Yachts' Fort Lauderdale office recently announced an order for a new 238' yacht to be constructed at Proteksan Turquoise. The chatter post Miami-show was positive, and several companies reported sales at, or immedia-

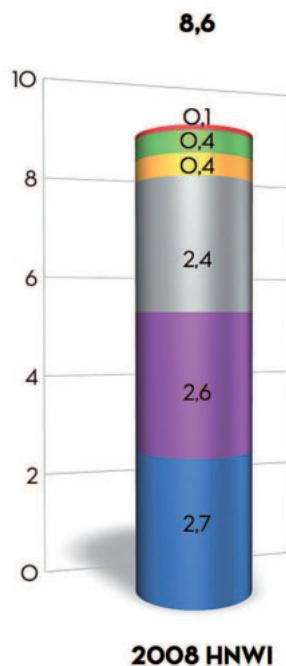
All the iconic yachts featured in these pages were originally commissioned by U.S. owners



Limitless

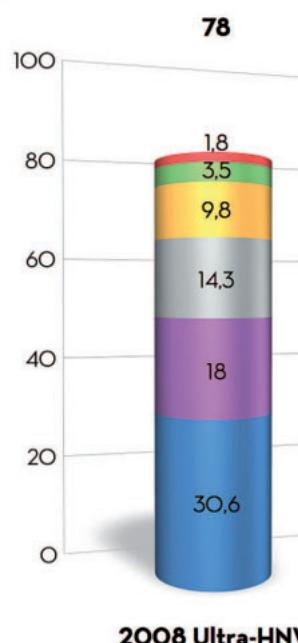
**Number of HNWIs Worldwide (in Million)**

- Africa
- Middle East
- Latin America
- Asia-Pacific
- Europe
- North America



**Number of Ultra-HNWIs Worldwide (in Thousand)**

- Africa
- Middle East
- Latin America
- Asia-Pacific
- Europe
- North America



Source: 2009 Capgemini World Wealth Report

tely following the show. One of them was Cheoy Lee. "Yes we are seeing more rejections impacting the amount of completed sales. On the other hand, I see orders improving and buyers having enough personal wealth to satisfy banks with sufficient collateral," said Marty Isenberg, Cheoy Lee director of sales & marketing. "We see quite a few U.S. buyers either looking to move up or down but looking to be in the 125' to 165' range and better," he added. Builders, in the smaller boat segment in the U.S., have recalled previously laid-off workers, although that may have had more to do with replenishing dealer inventory than answering pent-up demand.

Still, there is a widespread belief that things have changed for good in the yachting industry. Before the financial debacle, easy access to financing and loose lending policies contributed to inflating yacht sales, by making it conceivable for less affluent people to buy into this seductive but expensive lifestyle. With the drying up of financing, this "leveraged" lifestyle, as Lürssen's Michael Bremen calls it, has disappeared. "Financing is undoubtedly an issue, particularly for the slightly smaller production and semi-custom boats in the superyacht sector that traditionally may have encouraged more finance than the larger yachts. It will take some time to work through the system and maybe we will revert to the financing levels that were more prevalent five years or so ago," said Tim Wiltshire, sales director of brokerage firm Burgess, an U.K.-based firm with offices in Fort Lauderdale, Fla. Financing may be less of an issue in the superyacht segment, where there is not necessarily a need to borrow money, but people hesitate tying up their liquidities and scarcity of financing thus still is relevant. While banks may still be willing to lend to Ultra High Net Worth Individuals, they'll be asking for more guarantees and larger deposits.

"This means that potential buyers of yachts need to make a choice between using their liquidities for a yacht or another endeavour. Which will give them a bigger ROI? Probably not a yacht," said Toby Walker, director of sales at Camper & Nicholsons, a 200+-year-old brokerage firm. Beyond financing, there is sustained talk of a societal move toward a more "thrifty" lifestyle.

While the U.S. is no longer the only player, it is worth remembering, before rushing to uncover previously untapped markets, that the U.S., although badly damaged by the recession (with record unemployment levels and entire industries in shambles), still concentrates a large share of the world's wealth. Developing new markets is not a bad idea, but "Building up a new market is a slow process that today cannot compensate for what's been lost in the traditional, regional yachting grounds," Camper's Walker said.

There are good reasons to keep focusing on the U.S. market, which all we polled in the yachting industry agree still is a relevant market. For superyacht builders such as Lürssen and Feadship, the U.S. has generated a significant number of contracts (about half for Feadship, and from half to one third for Lürssen, who in recent years benefited from the rapid emergence—and like others felt the subsequent contraction—of the Russian market). Even in smaller boat categories, the U.S. represents an important segment. "It is the largest single market in the world," as a Sunseeker representative puts it succinctly. Sunseeker sold fewer boats to the American market as other markets emerged for the British builder, but the U.S. had the lion's share for years.

Carlo Riva identified this market long ago and was one of the early European boat builders to take place in American boat shows. Riva is now one of the brands under the umbrella of the Ferretti group, which

acquired American Allied Marine in 2008 to continue pushing its products in the U.S. market last year. Bruised (the company recently announced the sale of the 2001-acquired Apreamare brand back to its founding family and declined an offer for its Pershing brand) but not defeated, the Ferretti group had a strong presence at the 2010 Miami Yacht & Brokerage Show. "Indeed the financial meltdown will leave a long after-effect; as far as the nautical sector is concerned, 2009 brought about significant changes in the market compared with that of the past few years. Clients went back to being those they were in the past – keen, competent and consequently heedful of quality and comfort during navigation," said Ferretti CEO Salvatore Basile. "We (also) believe that it will be the traditional markets, particularly Europe and the United States that will head the recovery. These will continue to be the great leaders of our market," he added.

International consulting firm Capgemini tracks so-called High Net Worth Individuals (HNWIs) – who have at least one million dollars in assets – and Ultra-High Net Worth Individuals (Ultra-HNWIs) – defined as having \$30 million or more in assets. In their 2009 annual report, they noted that one of three regions that experienced the steepest decline in the HNWI population was North America (-19 percent) in 2008 but the U.S. stays in the lead. While it is true that China, for instance, is making gains (it overtook the U.K. in terms of number of HNWI individuals), it was still ranked fourth in the world in 2008. Today the U.S. remains the largest concentration of worldwide wealth. According to the 2009 Capgemini Wealth Report, 36.6 percent of the world's Ultra-HNWI population lives in the U.S. Forbes concurred in its 2010 Billionaires Report. Although the U.S.' share of the pie has diminished a bit since last year, "U.S. billionaires still dominate the ranks," the magazine reported. This year 16 percent of the new billionaires joining the Forbes ranking are Americans, fewer than in the past, but, "Americans account for 40 percent of the world's billionaires" — \$1.36 trillion.

Together with the sheer number of wealthy comes a well-ingrained yachting culture, which was not made overnight. European builders and brokers positioned offices in the U.S., acknowledging this fact years ago. Fraser Yachts, for instance, has been in the U.S. for 60 years. "There is a yachting tradition in the U.S. It's a very well accepted way to spend a vacation," Velema said. And the tradition was not born yesterday. The American barons of industry were the first non-Royals to

commission super yachts as early as the 19<sup>th</sup> century. A decade of "yacht-building orgy", as *Time Magazine* put it at the time in an article published in the early 1930s, sadly concluded with the Great Depression and WWII, but demand resumed as soon as the world returned to a quieter state. "The U.S. market has probably been the single most important market for large yachts over the last 100 years. American owners have always been at the forefront of commissioning some of the greatest vessels of their age, be it the America's Cup winners in the early 20<sup>th</sup> century; *Haida*, *Delphine* and *Reveler* (now *Talitha*) in the inter-war years or the more recent iconic deliveries such as *Limitless*, *Le Grand Bleu*, *Athena*, *Octopus* and the *Maltese Falcon* to name but a few," Burgess' Wiltshire said. Burgess, now 35-years-old, opened an office in Florida in 2000. But boating in America was not reserved to the uppermost tier of wealth. The New York Boat Show opened its doors in 1905, attracting more to boating than the likes of the Vanderbilts, although Frederick W. Vanderbilt was one of the actual buyers; he bought a 32' electric launch for use in the Adirondacks, according to a *New York Times* article.

Boat and yacht owners may be sensitive to the economic realities, but if there is such thing as luxury shame, it is more prevalent in cultures less accepting of economic disparities. It is still acceptable in the U.S. to achieve financial success through hard work and enterprise. "The culture is such that it is not a problem to display wealth. You buy a yacht to emphasize the American dream exists. The general public is very aware of the benefit of the system," said van Well of Feadship, who was raised in Europe.

Yes, the market will take a step back, Lürssen's Bremen says, but buyers will be back. "You need to show people the good side of yachting and that it is not just an ostentatious thing."

Renewed availability of financing, even at more conservative levels, would be helpful too. U.K.-based Barclay's Bank, encouraged by positive signs in the market, is interested in boosting its presence in the U.S. in the jet and superyacht sectors. "Credit remains available and we are absolutely 'open for business' lending to both new and existing customers," said Paul Fowkes, Director of Barclay's Corporate Jets & Superyachts divisions. More conservative lending practices will work fine for more conservative buyers who will use more discretion in their purchases, and focus on what matters: comfort, value and the pleasure they derive from their yachts.



Delphine



Haida G



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INTERNATIONAL YACHT REGISTER



# YACHTS ON THE MOVE

## Brokerage News

**International Yacht Collection** (iyc.com) has recently sold the 130' 2008 Horizon Yacht *After You* and the 112' 2004 Westport *Silver Moon*... **Northrop and Johnson** (njiyachts.com) broker Wes Sanford has sold the 82' Hargrave Monte Fino *Prime Time* and Northrop and Johnson celebrates the year of the Tiger with a new office in Hong Kong... Joe Killian of **Killian Yacht & Ship** (killianyacht.com) has sold the 112' Westport *Storm Chaser*... **Burgess** (burgessyachts.com) has sold the 128' Feadship *Liberty GB*... **Fraser Yachts** (fraseryachts.com) has recently announced the sale of the 169' Alloy sailing yacht *Kokomo*, now renamed *Konkordia* and Broker Stuart Larsen announced the sale of a new 238' yacht with a 2012 delivery date from Proteksan Turquoise... **YPI Brokerage**, Yachting Partners International's sales, purchase and new construction division (ypigroup.com) has been appointed joint-central agent (with Hoek Brokerage) for the 144' *Lionheart*, the largest J-Class Yacht yet commissioned, being built in Alustar in Holland and due for delivery this year... **CNI** (camperandnicholsons.com) in Palma has sold the 80' *Babette II*, a classic Fairmile built in 1965 and refit in 2000 and able to charter in Spanish waters... **Merle Wood & Associates** (merlewood.com) has announced the recent sale of the 142' *Marinteknik Griff*, built in 1997 and refit in 2004... **HMY Yachts Sales** (hmy.com) is Grand Bank Yacht's new authorized dealer on Florida's east coast (Miami, Fort Lauderdale, North Palm Beach, Palm Beach Gardens, Stuart and Jacksonville)... **YCO** (ycoyacht.com) has published the list price of the 121' Aeroyacht by Wally catamaran; the low-impact and modern sailing cat will be available for 23.6 million euros... **Edmiston** (edmistoncompany.com) broker Chris Cecil-Wright announces the in-house sale of the 234'10" Feadship *Utopia DV*, a De Voogt design with interior by Redman Whiteley Dixon delivered in 2004...



This new Proteksan-Turquoise 238' motoryacht was signed at the beginning of February



Entirely renewed and updated, *At Last* heads for the Bahamas this summer with Captain Herb Magney at the helm

## Charter News

**Churchill Yachts** ([churchillyachts.com](http://churchillyachts.com)) has added the recently refit 145' Heesen *At Last* to its charter fleet; the yacht was completely renewed during a two-year refit at the Derecktor Shipyard in Florida and is available for charters in Florida and Bahamas this summer from \$125,000 per week with experienced Captain Herbert Magney at the helm... **Chamberlain Yachts** ([chamberlainyachts.com](http://chamberlainyachts.com)) reports that the 115' Monte Fino *Miracle*, one of the most booked charter yachts in the Caribbean with six weeks of charter in and around St. Thomas and St. Maarten so far this year, will be available for its first season in the Western Mediterranean with a low-season rate of \$80,000 (June and September) and high season rate of \$85,000 per week (July and August)... **CNI's** charter management division ([camperandnicholsons.com](http://camperandnicholsons.com)) has recently added the superyacht 257'8" Royal Denship *Princess Mariana* to its charter fleet; the Espen Oeino and Francois Zuretti-designed yacht, which features a one-of-a-kind beach club with a bar and pool, will be available in the Mediterranean as well as *Princess Mariana's* former auxiliary vessel, the stunning and speedy 114'8" Danish Yacht *Moon Goddess*... **International Yacht Collection** ([iyc.com](http://iyc.com)) says the 151' classic Picchiotti *Golden Compass*, currently on a circumnavigation, will rally Western Mediterranean ports by May and will be available for charter at a weekly rate of \$130,000 in and around the Riviera, Corsica, Italy and Sicily; the 2005 183' Benetti *Four Aces* is new to charter this year with experienced American Captain Will Keiser



Golden Compass



Capri



Four Aces



Miracle

at the helm and will be available as of early May in the Med at a weekly rate from 240,000 euros per week... **International Yacht Register** (iyr.net) welcomes the 192' Lürssen yacht *Capri* to its fleet; the voluminous yacht with an experienced crew from the U.K. and Australia features interior and exterior design by Glade Johnson and will be available in the Med from 350,000 euros per week... **Burgess** (BurgessYachts.com) offers the brand new 203' Benetti *Bistango* for charter for its inaugural season in the Mediterranean at a rate of 350,000 euros per week (high season) and 329,000 euros (low season)... **Ocean Independence** (oceanindependence.com), who recently welcomed Charter Manager Daphne d'Offay to its expanded Fort Lauderdale office, says that the venerable *Haida G*, which turned 80 in 2009 and is under Captain Julian Legg's command, while for sale, continues her career as a charter yacht with rates starting from low-season rate of 175,000 euros per week... **Merle Wood & Associates** (merlewood.com) welcomes the 145' Benetti *Lady Sheila* to its charter fleet; this brand new yacht features a custom interior by Bannenberg & Rowell and is available for \$185,000 per week... **The Sacks Group Yachting Professionals** (sacksyachts.com) have added the 84' Monte Fino M/Y *Lady Di* to their charter fleet; the spacious flybridge motor yacht, available year-round in the Bahamas, accommodates six in a comfortable and understated Asian-inspired interior and is priced competitively at \$25,000 per week.

\* Prices are believed accurate but subject to change double check with your favorite broker



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\*All yachts offered are subject to still being available. Yacht particulars are believed to be correct but their contents are not guaranteed, neither may they be used for any contractual purposes. Specification provided for information only. Subject to prior sale, price change or withdrawal from market without notice.



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C.A. Jim Eden 954.258.3434



**MINE GAMES** 164' (50M) TRINITY 2007. 5 SR'S  
J.C.A. Chany Sabates III 954.604.2253  
J.C.A. Frank Grzeszczak 954.494.7096



**BLIND DATE** 161' (49M) TRINITY 2009. 5 SR'S  
J.C.A. Bob McKeage 954.646.3090  
J.C.A. Mark Elliott 305.794.1167



**ONE MORE TOY** 155' (47M) CHRISTENSEN 2001. 6 SR'S  
C.A. Mark Elliott 305.794.1167



**CARPE DIEM** 150' (46M) TRINITY 2002. 5 SR'S  
C.A. Michael Mahan 954.439.5049  
C.A. Simon Gibson 561.779.9534



**DOMANI** 145' (44M) BENETTI VISION 2004. 5 SR'S  
C.A. Mark Elliott 305.794.1167  
C.A. Frank Grzeszczak 954.494.7096



**ESPRESSO III** 142' (43M) TRINITY 2004. 5 SR'S  
C.A. Noell Vawter 954.391.3550  
C.A. Mark Elliott 305.794.1167



**BLIND DATE** 134' (41M) LURSSEN 1995. 4 SR'S  
J.C.A. Kevin Bonnie +33.616.39.1959



**MIA ELISE** 128' (39M) PALMER JOHNSON 2000. 4 SR'S  
C.A. David Nichols 954.682.6853  
C.A. Frank Grzeszczak 954.494.7096



**CAPRICE** 123' (37M) OCEANCO 1994. 4 SR'S  
C.A. Chany Sabates III 954.604.2253  
C.A. Frank Grzeszczak 954.494.7096



**IMAGINE** 112' (34M) WESTPORT 2007/2008. 4 SR'S  
C.A. Mark Elliott 305.794.1167  
C.A. Chany Sabates III 954.604.2253



**ANTITHESIS** 108' (33M) VIKING 2002/2003. 4 SR'S  
C.A. Simon Gibson 561.779.9534  
C.A. Michael Mahan 954.439.5049



**ADRIANA** 82' (25M) HORIZON 2004. 3 SR'S  
C.A. Jim Eden 954.258.3434



**JEANNIETINI** 75' (23M) LAZZARA 2007. 4 SR'S  
C.A. Brad Topovski 754.422.9781



**MI SUEÑO** 190' (58M) TRINITY-DELIVERY 2010.  
7 SR'S. C.A. Mark Elliott 305.794.1167  
C.A. Kevin Bonnie +33.616.39.1959



**LATITUDE** 170' (52M) CUSTOM EXPEDITION 1973/2003.  
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C.A. Chany Sabates III 954.604.2253



**LOHENGRIN** 161' (49M) TRINITY 2006/2007.  
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**ANJILIS** 161' (49M) TRINITY 2009. 5 SR'S  
C.A. Frank Grzeszczak 954.494.7096  
C.A. Chany Sabates III 954.604.2253



**TAJIN** 147' (45M) TRIDENT 1999/2008. 6 SR'S  
C.A. Frank Grzeszczak 954.494.7096  
C.A. Chany Sabates III 954.604.2253



**STANLEY Z** 142' (43M) TRINITY 2003. 5 SR'S  
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**LIFE'S FINEST II** 132' (40M) NORTHOAST 1995/2008.  
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**RED SAPPHIRE** 128' (39M) HEESEN 1999. 5 SR'S  
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**DOROTHY ANN** 126' (38M) TRINITY 2001.  
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**VICTORIA DEL MAR** 121' (37M) MOONEN 2001.  
5 SR'S. C.A. Jim Eden 954.258.3434



**EL JEFE** 115' (35M) DEREKTOR 1989/2007. 4 SR'S  
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C.A. Chany Sabates III 954.604.2253



**ANCORA** 111' (34M) LEOPARD 2007. 4 SR'S  
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**BRIGHT HOUR** 90' (27M) MARES 1996. 5 SR'S  
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**SAVANNAH LAMAR** 90' (27M) GALVEZ CUSTOM 2003.  
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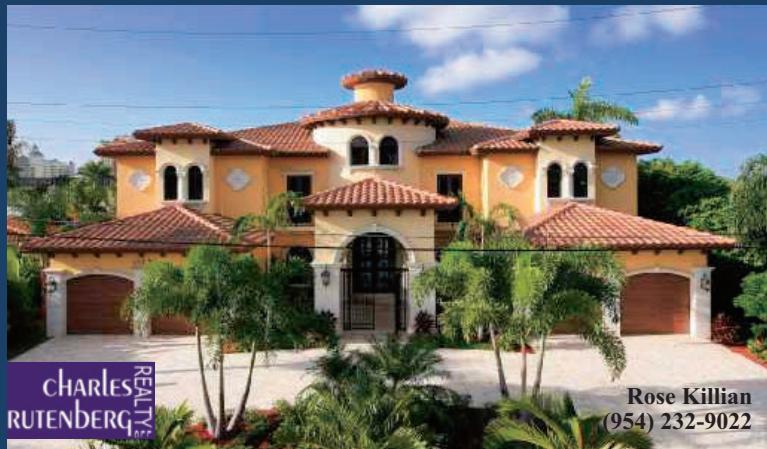
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80' Hatteras 2007  
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74' Jones-Goodell Pilothouse MY 1990  
Bryan Long/Scott Hauck, C.A.'s



74' Hatteras SD 2000  
Andrew Miles, C.A.



74' Hatteras 1998  
Mark Peck, C.A.



68' B&D 2008/2009  
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68' Sea Ray 2005  
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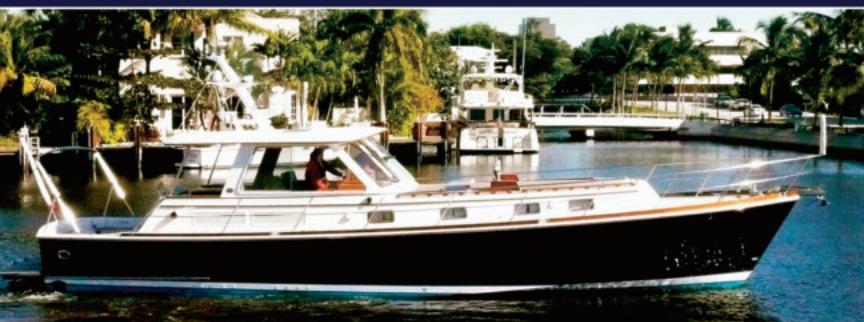
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**65 PRINCESS 2002**

Twin 1050 hp MANs. 4 Staterooms. Electrical system for European or US use. Excellent condition. Contact Trevor Carroll

**120 ISA MOTORYACHT 2007**

Built To MCA



Light weight composite hull with Triple 2400 hp MTUs w/ waterjets. Speeds to 36 kts. 10 guests in 3 SR. Contact Brad Nelson

**100 HORIZON 1997**

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She gives the illusion of a much larger vessel w/ split lever floor plan and full beam master. 4 stateroom plus crew. Joe Marino

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60 Bertram Sportfish 1997 - Twin 1450 hp CATs. Turn key, ready to fish. Nicest on the market. Contact Chris Carroll

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Twin 1500 hp MANs, 4 stateroom/4 head plus 2 crew. Cherry-wood interior. Contact Joe Marino

**68 SUNSEEKER PREDATOR 2004**



1300 hp MANs, just completed 1000 hours service. Freshwater, undercover for 2 years. Highly customized. Joe Marino

**62 SUNSEEKER PREDATOR 2009**



1100 hp MANs. Black hull, stunning interior. Better than new. Contact Rick Obey

**105 SUNSEEKER YACHT 2005**



Not For Sale In US Waters  
Twin 2000 hp MTUs. 4 staterooms plus crew. Black & silver hull. Complete refit 2008. Contact Rick Obey

**82 SUNSEEKER PREDATOR 2006**



The ultimate sports cruiser. Accommodation for 8, speeds to 43 kts. on shallow draft w/ her Arneson engines. Herb Bopp

**75 SUNSEEKER PREDATOR 2002**



Not For Sale In US Waters  
Twin 1300 hp MANs. Fine cherry woodwork and joinery, expansive deck area. Contact Rick Obey

**64 SUNSEEKER MANHATTAN 2002**



Not For Sale In US Waters  
Dark blue hull, frequency converter. SAT TV/phone. Superb condition. Reduced price. Contact Herb Bopp

**62 SUNSEEKER PREDATOR 2006**



Not For Sale In US Waters  
Twin 1100 hp MANs. High gloss cherry interior. Captain maintained w/ open checkbook. Contact Rick Obey

**94 SUNSEEKER YACHT 2008**



Not For Sale In US Waters  
4 S/R's + crew. Jacuzzi on f/b. SAT TV & phone. Bow & stern thruster. Captain maintained. New teak decks & interior décor. Joe Marino

**82 SUNSEEKER YACHT 2006**



Not For Sale In US Waters  
Twin CAT engines, a blue hull, and cherry interior. Very low hours. Meticulous owner has kept her in pristine condition. Rick Obey

**72 SUNSEEKER PREDATOR 2006**



Not For Sale In US Waters  
Built to US specs and in stunning condition. SAT TV, bow thruster, hydraulic platform. Contact Rick Obey

**64 SUNSEEKER PREDATOR 2010**



Not For Sale In US Waters  
T-1200 hp MTUs w/ 50 hrs. Black hull, walnut woodwork, 3 SR + crew, bow & stern thrusters, hydraulic gangway, loaded. Rick Obey

**60 SUNSEEKER MANHATTAN 2007**



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**55 VIKING SPORTFISH 2002**



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Twin 1300 hp MANs cruise 32 kts., low hours. 3 stateroom, 2 head layout. Great buy! Contact Ed Biggie

**52 VIKING SPORTFISH 2005**



Not For Sale In US Waters  
1300 hp MANs, 500 hours. Like new, 3 stateroom/2 head layout. Tournament cockpit. Contact Mack Carroll



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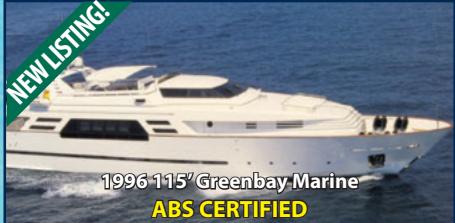
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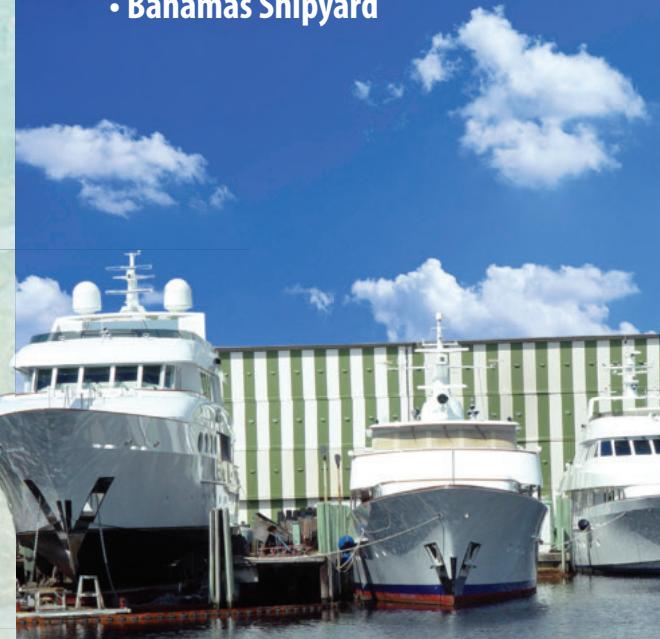


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### 116' Classic Benetti QUIVIRA

Classic 1979 tri-deck, refit in 2008, including new blue hull paint. Expansive teak decks, inviting sky lounge and warm, mahogany interior. 10 guests cruise in luxury, comfort and Italian style. **Reduced** to \$4,800,000. Located in Southern California. Central Agent, Bruce Schattenburg.



### 101' Classic Feadship CALYPSO

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### 78' Hargrave GOOSE BUMPS

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### 72' Cheoy Lee JESSIE LEA

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### 116' (35m) Burger Raised Pilothouse M/Y 2005

Spectacular interior! 4 staterooms plus crew. Twin CAT power with low hours. Med-ready systems include passarelle, Atlas, Quantum hydraulics, hi capacity watermaker, waste treatment, night scope, etc. Flawless condition. Central Agent.



### 122' (37m) Burger Tri-Deck M/Y 2002

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### 106' (32m) Burger Raised Pilothouse M/Y 2004

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### 107' (33m) Burger Raised Pilothouse M/Y 1998

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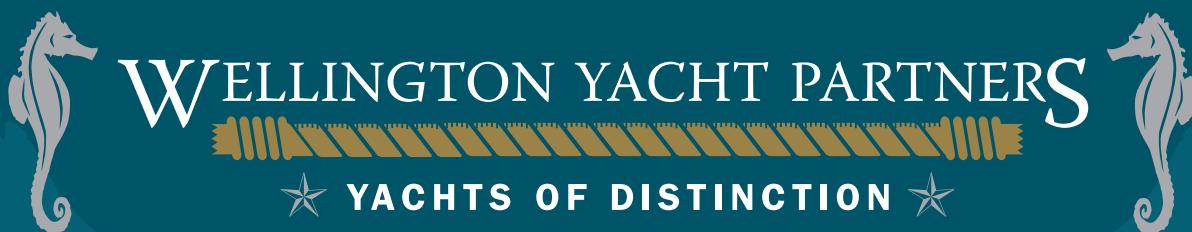
### 144' (44m) Burger Four Deck M/Y 2006

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