

Building on success

The Dutch new build industry has been investing heavily in improved infrastructure, greener technologies and more global marketing to benefit from the growing demand for larger and more complex yachts

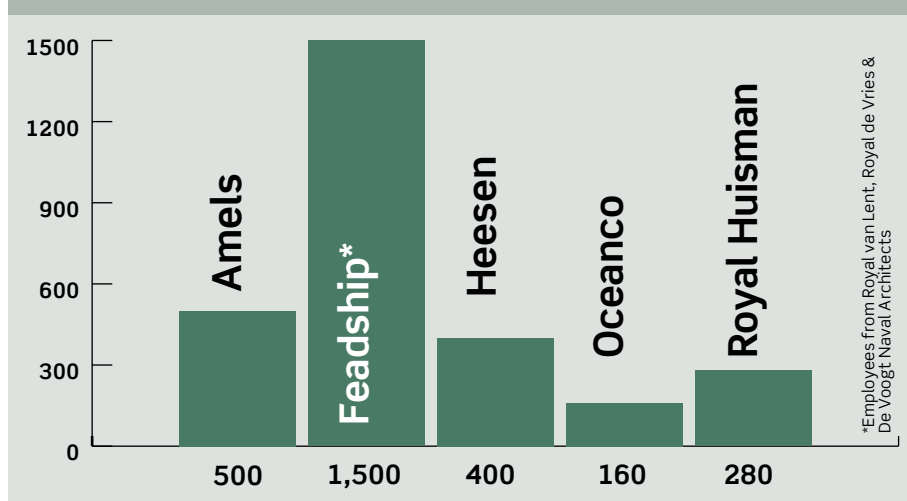
JAKE KAVANAGH REPORTS

“The global crisis is over,” says Feadship’s joint CEO Henk de Vries. “A new economic situation exists now, and we have to carve out our position

within it.” With many Dutch yards assessing enquiries from the Fort Lauderdale Boat Show, and with order books that are certainly healthy, the Dutch superyacht industry seems to be reflecting de Vries’s view. The general feeling is that it is still a buyer’s market, and costs have to be controlled as tightly as ever, but the clients are coming back, and they want custom built boats that are bigger, better and more fuel efficient than ever before. In addition, the Dutch have a reputation for building high performance sailing superyachts in a disproportionate quantity to the global 90 per cent/10 per cent split between power and sail. The growing spectacle of superyacht regattas in idyllic locations is helping to lead the drive, so are a large number of stunning sailing yachts, including another new example of the historic J-class, that are taking shape in respected Dutch yards.

Several companies have taken the opportunity to invest in new infrastructure to allow them to meet the demand for larger yachts, a move that is already paying dividends. Oceanco, for example, is almost doubling its production footprint with a state of the art facility that features an advanced climate control system more usually found in a national museum. With the capability to build to 140m, the yard has already been approached to create what will be the largest sailing yacht in the world. This is particularly noteworthy as Oceanco has only ever built motoryachts, but has a reputation for advancing the limits of green technology. Similarly, Heesen is extending two of its docks to address the growing 60m+ market, and

NUMBER OF EMPLOYEES



Amels is also spending several million on upgrading two of its 200m dry docks for increased capacity.

Even at the more modest end of the scale, the family-run yard of Mulder has found that developing a brand new dry dock and construction hall, all funded during the middle of the crisis, has been money well spent. The yard has landed three important superyacht contracts, including its largest to date, a 34m displacement yacht that will be built to the stringent LYC3 specifications. “We enjoy a lot of repeat custom, but this 34m project is for a new client,” explained Nick Mulder, the company’s sales manager. “We ended up designing and building the dock gates ourselves as contractors quotes were just too expensive.”

The supply sector

It isn’t just the yacht builders who are reaping the benefits of a recovering market. The Netherlands has a high proportion of domestic suppliers who have developed alongside the

yacht builders.

“Research by a leading Dutch university a few years ago bought to light just how important the whole yachting sector is to our country in terms of economic value,” explained Henk de Vries. “I have personally been involved in calculating something called the ‘compensated gross tonnage’, which is an economic factor representing the value per ton of every superyacht in build. We were surprised to discover that this figure can be 30 to 40 times more than an equivalent ton on a complex commercial vessel, so this helps to explain why the superyacht sector is worth nearly 25 per cent of the entire Dutch shipbuilding output.”

The growth in the average size of a new build, and the increasing degree of complexity, is having a positive impact on the burgeoning equipment sector. Products are continually being evolved to keep pace with new regulations, and the quest for less energy and lighter structures is driving

What is the longest yacht your shipyard has delivered?



award-winning innovation.

"Business is slowly getting better," said Rob Montijn, the sales director of Hydromar Marine Equipment. "There is still pressure on pricing, but we are seeing more orders from new builds and refits. We are now working with major yards as a co-builder, rather than just a supplier. This becomes far more economical for the yard as we can adapt our products to specific requirements and deliver it as a complete solution. It is much easier to alter the equipment at the manufacturing stage than to physically restructure part of the yacht."

Also advancing is Lift Emotion, a company specialising in yacht elevators. According to CEO Mike Brandt reliability and a lack of noise are paramount for the customers who want to cruise long range. "Virtually every lift we make is custom built, but on an open source system so all major parts are easy to access," Brandt explained. "We work closely with yacht designers to ensure our lifts comply with all the new tranche of yacht codes, particularly fire regulations, and we're seeing more demand from the larger builds. Our new designs are more efficient, with a 36 per cent reduction in noise, and we train each chief

engineer in house in how to conduct routine maintenance."

Trends with clients

During May of 2013, *SB* joined twenty other international journalists on a whistlestop tour of the leading Dutch yards hosted by HISWA Holland Yachting Group, and a question was raised 'what are the trends?'. Client's tastes at this level are uniquely individual, but the need to reduce energy consumption, to get close to the environment, and to create something extraordinary within their yacht came across strongly.

Heesen has capitalised on the fuel efficiency with its Hydrolift concept, with savings of up to 30 per cent expected at cruising speed. The first yacht to feature the new Fast Displacement Hull Form, *Galactica Star*, seems to be comfortably approaching these predictions, as well as adding another

Several companies have taken the opportunity to invest in new infrastructure to allow them to meet the demand for larger yachts

two knots to the contracted top speed.

Oceanco continues to place fuel and energy efficiency at the top of its research programme. "The single most power hungry system aboard a superyacht is the power train," said Michele Flandin, the Monaco-based marketing manager. "This makes it one of our principle areas of research. We are also developing technology to recover the waste energy from the engines."

Great efforts are also being made to take the strain off air conditioning units with special glass, ultra efficient insulation, and new forms of power generation. These are all of interest to owners who want cheaper running costs, whilst also giving a nod to the environment. Suppliers, too, are hard at work to make every drop of fuel drive the yacht further. Amartech Engineering, for example, supplies drive trains across both the leisure and commercial sectors, and has been busily refining its variable pitch propellers.

"Owners want to save fuel, but they are often very keen to save money during a build, but the propeller is one area where they shouldn't compromise," explained Amartech's Gerrit Westerik, himself a former ship's engineer. "The drive train has to be the very best quality on a yacht, so we are constantly researching to improve efficiency. This is why we've developed our own variable pitch propeller that uses an electrical system rather than a separate hydraulic power pack. A running engine is already producing electricity, so it makes sense to harness it this way, and the adjustments can be constantly applied."

Realising the demand for low energy consumption, other yards are offering new hybrid versions, with Holland Jachtbouw successfully building a hybrid drive into its spectacular J class yacht *Rainbow*, whilst Jongert has developed a system that uses a set of six hybrid generators in the bow of its revolutionary 500LE series motoryacht. Perhaps the most striking advance is the Dart project by Royal Huisman, to a design by Andrew Winch. This sleek, futuristic craft can be adapted for either power or sail, with the emphasis on 'a total energy approach' that will future proof the yacht by utilising hydro generators rather than diesel versions, micro turbines and alternative energy generating techniques. By leading with 'cleaner, leaner and more energy efficient' as the key USP's, this is a market edge that Royal Huisman clearly sees as important.

For other yards, long range is the priority. "Our focus is on fuel economy," said Emile Bilterijst, the CEO of Moonen Yachts. He was showing *SB* around the new Moonen 100 Explorer at the time, a rugged and stylish

yacht designed to go anywhere. "This model has a range of 5,000 miles, which means it can cross the Pacific at a comfortable ten knots without refuelling. Our customers want dependable yachts that can cruise extensively with just a small crew, plenty of stowage and the ability to visit the remotest areas of the world."

Many builders are seeing requests for yachts that can enter ice floes with impunity, with Amels proudly relaying the authorised feedback from one its clients who took his yacht to extreme northern and southern latitudes without having to upgrade her from the original build specification. Robert Tan of Oceanco also reports a lot of interest in ice class build quality. "Owners are certainly getting more adventurous," he said.

Eric de Meij, commercial director of interior fitout specialists Struik & Hamerslag explained how fashions are changing, "Tastes are now moving away from the Italian-inspired palaces, and more towards the softer beach house effect. Clients are also looking for more organic shapes in the fitout, and we are one of the two companies in the world that can create luxury wooden interiors that comply with the new PYC regulations. Clients want their yacht to be safe, but they don't necessarily want to see how that has been achieved." When we asked if business was good, de Meij gave a chuckle. "Very," he said. "In fact, it's raining enquiries."

To develop our global market share, an extensive and collective marketing programme has been developed for this fall

Spreading the word

The recession had a great deal of impact on how the Dutch industry marketed its products with the trade body HISWA taking a firm lead with its 'Think yachts, Think Holland' campaign.

"To develop our global market share, an extensive and collective marketing programme has been developed for this fall," said Jurjen Sirag, who was appointed export director for the HISWA Holland Group in September of 2013.

"The program enables the 60 members of the HISWA (shipyards, suppliers, architects and brokers) to increase the levels of their exports."

Sirag is convinced that the collective position and promotion of Holland's superyacht industry will ensure that overseas buyers will be keen to be associated with the Dutch.

HISWA has also released a six-episode documentary to be screened in over 60 countries through the Discovery Channel, and which highlights the very best of Dutch superyacht construction. Leading Dutch yards such as Vitters, Hakvoort, Icon, Balk Shipyard and Vripack have all taken part. Meanwhile, many of the yards have realised the power of the internet to spread the word, combined with the authority of the printed page.

"Nowadays, clients know exactly what they want, and are so much more aware of brands, trends and techniques than they were 20 years ago," said Flandin. "The media and information on platforms like Youtube and Twitter is also faster and more specialised, which helps us with greater exposure to our target audience."

New markets

Even though the US market is climbing back onto its feet, Dutch builders are still looking at emerging markets for new customers. Feadship became the first ever western yard to sell a superyacht to mainland China last year, and other yards are also looking at the potential of the Far East. "Asia will certainly develop," said Emile Bilterijst of Moonen. "I think that in 10 years time, Malaysia and Indonesia will be major cruising grounds. This means that the Singapore Boat Show will be of key importance, as it is right in the heart of the region."

Michele Flandin agrees that the North American market is coming back, and that Asia and China remain interesting targets. "At this year's Fort Lauderdale show, we noticed that the market for yachts over the 120-foot mark has begun to move again, and will continue to expand. Meanwhile, clients from Asia, Brazil and Russia continue their interest in spending their liquid assets in the yachting sector, so we expect to see a rise in the global order book next year."

So, by remaining flexible, investing in infrastructure during the downturn, and developing energy efficient and stylish brands, the Dutch are at the very forefront of the recovery. "As a small country, we can be proud of the firm reputation we have for our authority and authenticity at the high end of luxury superyachts," said HISWA's Jeroen Sirag. From what we saw on our nine shipyard tour, we can wholeheartedly agree. **SB**

AMELS

KEY FACTS:

- **Size of yard:** 100,000m²
- **Direct employees:** 500
- **Size it can build to:** 200m
- **Largest yacht built so far:** 83m
- **Web:** www.amels-holland.com

Based at Vlissingen on the North Sea coast, Amels is part of the huge Dutch family owned Damen shipbuilding group. Amels specialises in building motoryachts between 50m-83m, and in 2005 launched the Limited Editions range of semi-custom yachts built on a proven engineering platform.

83m
largest yacht built
to date



YARD OVERVIEW

Amels is in a buoyant mood, with nine yachts under construction, a total that represents every model of the new 'Limited Editions' range. Running parallel to yacht construction, demand for the range of Yacht Support vessels, built by Damen on behalf of Amels, has also been strong, with three delivered so far, and four more on order. In recognition of Amels' adaption of such a proven concept, the 67m support vessel *Garçon* won the International Superyacht Society's Award for Innovation at the Fort Lauderdale show this year.

"We've seen a growth of 10 per cent in 2013," said Victor Caminada, Amels' marketing director. "The Limited Editions brand has proved successful, particularly in the current economic climate."

Amels has a long history of building full custom designs, but when Kommer Damen, the visionary owner of Damen Shipyards, bought the yard in 1991, he eventually decided to move away from complex custom builds. Instead, from 2004 onwards, he would base yacht production more on the 'platform' template used so successfully in the commercial sector. This process reduced delivery times by

50 per cent, whilst guaranteeing a totally reliable product.

The Limited Editions portfolio consists of five models, ranging from the 55m Amels 180, the striking axebow 60m 199, and the 65m 212 through to the largest two yachts, the 74m Amels 242 and the 83m 272.

With orders for one or more of each model,

yachts deep into inhospitable oceans, particularly the Polar regions. The role of the yacht support vessel is also coming to the fore, and here Amels has a clear market lead due to Damen's long experience in supplying similar craft to the offshore oil industry. Introduced to the yacht sector in 2009, the support vessels are very cost

It is still very much a buyer's market, so clients are being assured by our reputation for delivering on our promises

Victor Caminada | marketing director, Amels



and with two Amels yachts in for refit, the Vlissingen yard is having a very busy year.

"I believe it is our ability to provide a quick delivery whilst still offering a very high standard of customisation that is helping to drive our increase in sales" Caminada said. "It is still a buyer's market, so clients are assured by our reputation for delivering on our promises."

Amels is also seeing owners becoming more adventurous by taking their modified

effective to build and run, and such has been the success of the fast 69m Sea Axe Yacht Support Vessel brand of which larger displacement models of 80m-90m are due to be introduced in 2014.

"Rather than have an 80m yacht adapted to carry a wide range of tenders and toys, some owners have realised that there is a big saving to be made by having a smaller yacht," Caminada said. "This operates with a fast, purpose-built support vessel taking care of all the accessories. A 50m-60m yacht can get into the more restricted ports and anchorages worldwide, and because it doesn't need large cranes or reinforced helicopter decks, this allows us to make the very best use of the space on board for luxury accommodation."

Anticipating further growth, Amels is currently investing heavily in updating two of its 200m dry docks with full climate and humidity control and is continuing to recruit local apprentices into its Amels Academy to ensure the ongoing skill base at the yard. **SB**

PROJECT OF INTEREST



- **Project name:** Amels 242
- **Type:** Displacement motoryacht
- **Length:** 74m (242ft)
- **Beam:** 12.25m (40ft 2in)
- **Draft:** 3.85m (12ft 6in)
- **Gross tonnage:** 1,725t
- **Top speed:** 16.5kt
- **Range:** 5,000nm @ 13kt
- **Guests:** 12-14
- **Crew:** 19 crew, 4 staff

FEADSHIP

KEY FACTS:

- **Yards:** Aalsmeer, Makkum, Kaag: 3 slipways, 5 docks
- **Direct employees:** 1,500
- **Size it can build to:** 120m
- **Largest yacht built so far:** 99m
- **Web:** www.feadship.nl

Founded in 1949, Feadship was formed of a number of yards to export yachts to the US. Now with three yards and a design and engineering centre, De Voogt Naval Architects, the company produces custom-built motoryachts from 40m to 100m+.

3
amount of yards
Feadship owns



YARD OVERVIEW

A well-known brand with a benchmark reputation for quality, Feadship is a group of yards where there is no shortage of orders. During SB's visit in April, the order book showed five new builds underway, with the advice that there were "an additional number of projects on which no information was available". As with other Dutch yards building at this level, confidentiality clauses are rigorously enforced.

The company had just launched its largest yacht to date, also the largest yacht so far built in the Netherlands, the 99m (325ft) *Madame Gu* with interior and

exterior styling by Andrew Winch, but an even larger yacht, the 101.5m project 808, was already taking shape in the Royal Van Lent yard. By comparison, the smallest yacht being built is the 46.2m project 688 to a design by Dubois Naval Architects, with an interior by Redman Whitely Dixon. The remaining projects include a 60.3m, a 66.2m, an 83.5m and a 92.1m, showcasing

and fittings. Many are looking for unusual themes, ranging from décor designed around driftwood they have collected, to the stunning interior of the 62m *Sea Owl* that featured a life-size sculpture of a tree that ran from root to branches between all four decks.

Feadship is also building to the new passenger yacht code (PYC), and is paying

If the saloon is too big, it can feel like sitting in a large, empty restaurant with no other guests

Henk De Vries | joint CEO of Feadship



Feadships spread right across the superyacht spectrum.

One of the two CEOs of the Feadship yards is Dick Van Lent, representing the fourth generation of one of the founding families. "We have a very flat style of management," he explained. "We train our teams in house, and have a large staff canteen at the Feadship yard at Kaag that is also used to celebrate milestones in our history, such as the 100th anniversary of De Vries, and the 40th anniversary of this particular yard."

Following success in China, Feadship has moved the yards away from semi-custom production, and is now firmly focused on building very individual one-offs. He feels that this is the route to set Feadship apart from the competition, and by bringing as much of the production in house as possible, there will be a tighter cost control.

As SB toured the modern facility, we passed the 'candy store' where clients can choose from a wide range of fixtures

particular attention to complying with the stringent fire regulations without compromising the luxurious fitout. In addition, the company is keen to keep the tolerances on its hulls as close as possible. Feadship's joint CEO Henk De Vries explained: "This reduces the amount of fairing needed. Fairing material can shrink and possibly crack with age, so for longevity, the less that is needed, the better."

Whilst there is a growing demand for larger vessels, Feadship has also noticed that some owners are downsizing. "If the saloon is too big, it can feel like sitting in a large, empty restaurant with no other guests, so instead they are looking for a more homely, cosy feel on board."

Another key to Feadship's success is the accessibility of the machinery spaces. "If you can't reach it, you can't maintain it," De Vries said. "We make our engine spaces vast so machinery is easy to work around, and all the paintwork, both internally and externally, is done in house." **SB**

LAUNCH OF INTEREST



- **Project name:** *Madame Gu*
- **Type:** Twin screw motor yacht
- **LOA:** 99m (324ft 8in)
- **Beam:** 13.6m (44ft 6in)
- **Draft:** (loaded) 4.60m (15ft 9in)
- **Fuel capacity:** 250,000lt
- **Fresh water:** 50,000lt
- **Engines:** 4 x MTU 20V4000M73
- **Max speed:** 24 knots
- **Naval architect:** Feadship De Voogt
- **Exterior styling:** Andrew Winch

HEESEN

KEY FACTS:

- **Size of yard:** 33,500m² under cover at two locations
- **Direct employees:** 400
- **Current turnover:** undisclosed
- **Size it can build to:** 70m
- **Largest yacht built so far:** 65m
- **Web:** www.heesenyachts.nl

Based at Oss in the southern Netherlands, the yard specialises in fast, lightweight and fuel efficient yachts in the 40m-70m size range. As well as a range of steel displacement yachts that account for about 30 per cent of production.

400
employees who
work at Heesen



YARD OVERVIEW

Frans Heesen gained a reputation for being 'the builder of the fastest yachts afloat' when he delivered *Octopussy* in 1988. With all unnecessary weight shaved from the 40m all-aluminium hull, but with no compromise on luxury, the yacht returned a startling top speed of 53.17kt, a feat that has rarely been repeated to this day.

Heesen built on this reputation, and whilst the yard later diversified into a range of steel displacement yachts to a very high specification, it is the faster aluminium yachts for which it is best known. With a new 58m fast displacement model by Francesco Paszkowski announced in early 2013, Heesen now offers 16 models, with enquiries for one-off builds welcomed.

The range has four displacement models from 47m-51m, six semi-displacement

yachts from 37m-55m, and five fast displacement yachts from 42m-65m. Currently, the yard has a total of 13 projects under construction, seven in aluminium, and six in steel. Heesen uses the successful practice of building custom fitouts on

"Fuel economy is an increasing concern amongst yacht owners," explained Mark Cavendish, Heesen's sales director. "With the FDHF and the Hull Vane working together, you are looking at a 30 per cent reduction in fuel consumption at cruising

You are looking at a 30 per cent reduction in fuel consumption at cruising speed depending on the engine rating

Mark Cavendish | sales director, Heesen



proven, pre-engineered platforms, which speeds up delivery times and has allowed the yard to always deliver on time, and often early. During 2013, Heesen delivered a total of three yachts, two of 50m and a third of 65m. True to its roots of a fully customised builds, in May 2013 the unusual 50m *Crazy Me* (YN 16250) was delivered three weeks ahead of schedule, despite the challenges of a striking design in formed glass by Gary Grant.

A concept that is proving particularly popular is the Fast Displacement Hull Form (FDHF) that Heesen has developed over the past 12 years in a joint collaboration with Van Oossanen Naval Architects. Most recently, the resulting submerged profile has received a new addition known as the Hull Vane. The fully tank-tested vane acts as a giant underwater wing across the stern section, changing the pressure distribution to help overcome resistance. The first yacht to feature this combination, the 42m fast displacement model, was sold at the 2012 Monaco Yacht Show before it was even officially marketed.

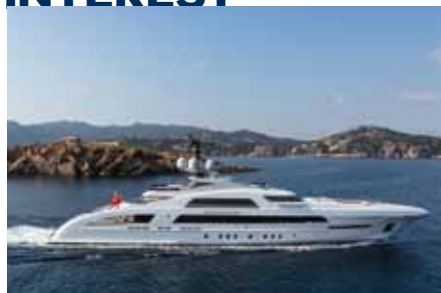
speed, and a range of 4,000nm, depending on the engine rating."

The Hydrolift concept, the generic term for the FDHF and vane, does have its limitations, as the vane is optimised for cruising speed, so has no effect at very low or very high speeds. Nevertheless, it has inspired the imagination of many owners keen to make fast, economic passages.

The first vessel built to the new hull form was the 65m *Galactica Star*, launched on May 13, 2013. Powered by twin MTU 4,300kW engines, she achieved a top speed of 29 knots on sea trials. With her combination of grace with pace, she won no less than three prestigious design awards at the 2013 Monaco Show.

Heesen's order book shows no shortage of demand for yachts that Cavendish describes as 'the Aston Martins' of the sea. As such, Heesen is expanding its nine hall yard at Oss by extending three of its covered dry docks to accept a 70m hull. "The 60-70m size range is becoming more popular so we are adapting our production facilities to cope," Cavendish said. **SB**

LAUNCH OF INTEREST



- **Yacht name:** *Galactica Star*
- **Type:** 65m fast displacement
- **Length:** 65m (213ft 2in)
- **Beam:** 11.50m (37ft 7in)
- **Draft:** 3.1m (10ft)
- **Displacement:** (50% load) 560t
- **Construction:** Aluminium
- **Guests:** 12 in six cabins

► OCEANCO

KEY FACTS:

- **Size of yard:** 94,000m² (159,000m² by 2015)
- **Direct employees:** 160 (and still recruiting)
- **Size it can build to:** 140m
- **Largest yacht built so far:** 95m
- **Web:** www.oceancoyacht.com

Founded in 1987, Oceanco is based at Alblasserdam, close to Rotterdam. The yard specialises in the 80m+ range of motoryacht, and so far has built 25 full custom designs. Construction takes place in a single facility, currently being expanded, and the firm also has a design and sales office in Monaco.

26

years the yard
has been in
business

► YARD OVERVIEW

It has been a significant year for Oceanco. Not only is it celebrating its 25th anniversary, it also has a burgeoning order book with no less than six new builds between 85m and 110m underway. In addition, the company is about to tackle its first ever sailing yacht, a 105m design that will be drawing a lot of its electrical power from the sun. Construction of this yacht is being project managed by Moran Yacht & Ship to a design by Nuvolari Lenard, and will carry Dynarig sails on three large spars. On her launch, Oceanco say she will be the biggest yacht ever built in Holland.

Describing itself as 'building visionary yachts for visionary owners', Oceanco has always focused on the larger end of the full custom market, a sector that it sees expanding. The huge design portfolio includes concepts from 80m to 120m, all penned by celebrated naval architects.

Oman-based Dr Mohammed Al Barwani acquired the company in March 2010, and with day-to-day activity steered by CEO Marcel Onkenhout, Oceanco is in

the middle of building a brand new facility alongside its existing site. The new facility will provide a large covered dry dock that can be subdivided into several smaller docks to allow the construction of yachts of up to 140m. The building will accommodate

of technical expertise to comply with the regulations whilst also delivering the very high level of luxury as well as the innovation that is expected. The current build project, the 91.5m Y709, for example, will carry 26 guests and 30 crew.

Our yachts are as fuel efficient as possible, with a non-polluting technology, something our owners really appreciate

Michele Flandin | marketing manager, Oceanco



up to 1,000 personnel in a fully climate controlled environment. The new building will supplement the current facility that offers a 145m x 45m construction area with 130m quayside and a ships elevator.

Included in the design portfolio is a wide range of recently-introduced Y-700 yachts that are built to the new PYC. The complexities of construction to this level, where a yacht may have as many as 50-60 people on board, has required a great deal

In addition, full customisation on a proven engineering platform allows the owners to be creative.

"Our clients are also much more concerned about the environment, and want to be eco-friendly," explained Michele Flandin, Oceanco's marketing manager. "For example, lights on board must be LED, and all hotel energy loads must be seen as being as green as possible. As such, energy storage known as 'peak shaving' is a key area of our research, along with insulating glass to reduce the load on the AC and other energy saving innovations."

Oceanco has always had a mission to minimize environmental impact on land as well as at sea, and in the past few years has greatly reduced its emissions. "Prior to 2010, our plant exhausted some 80t of VOC's. In 2011 that was down to 33t, and last year we achieved just 4,000kg," Flandin said. "We are also ensuring that our yachts are as fuel efficient as possible, with a non-polluting technology, something our owners appreciate as it provides them with a more sustainable vessel." **SB**

PROJECT OF INTEREST



- **Project name:** Rialto (DP002)
- **Type:** Displacement motoryacht
- **Length:** 110.0m (360ft 9in)
- **Beam:** 18.0m (59ft 1in)
- **Top speed:** Approx 21.5kt
- **Engines:** 4 x 4,290hp MTU 20V 4000M 73L
- **Fuel:** 271,000lt (71,591 US gals)
- **Construction:** Steel hull /aluminium superstructure
- **Naval architecture:** Oceanco / BMT Nigel Gee
- **Exterior designer:** Nuvolari Lenard

ROYAL HUISMAN

KEY FACTS:

- **Size of yard:** 30,000m²
- **Direct employees:** 280
- **Size it can build to:** undisclosed
- **Largest yacht built so far:** 90m
- **Web:** www.royalhuisman.com

Founded in 1884, Royal Huisman is a family owned company specialising in unique custom-built yachts, both power and sail and in both modern and classic lines. The company completes an average of 1.5 yachts per year whilst also undertaking extensive refits.

5

the number of
yachts to launch
in 2014



YARD OVERVIEW

Royal Huisman's long heritage of building performance sailing yachts has meant no shortage of customers during the recession, and the order book currently has three yachts in build, with a fourth, the 43.3m *Blue Papillon* (YN391) recently launched. The company also owns Rondal, the manufacturer and supplier of superyacht rigs, winches, deck gear and hatches, and has a refitting division, Huisfit.

"Our main customer base is in Western Europe and North America, but we have a

steady stream of enquiries from all over the world," said Jurjen van't Verlaat, Royal Huisman's marketing manager. "There are passionate sailors everywhere, but we also get enquiries about motoryachts."

To address this market, the company has commissioned two revolutionary designs for an 80m (262ft) yacht from Andrew Winch. Named Dart, the project has been created to 'totally connect with

keel. There is a mechanical steering system for full feedback from the carbon spade rudder, and a high aspect carbon rig from sister company Rondal to give fast windward performance. The designers have deliberately kept the yacht 'technologically lean' with a quest for visual simplicity, and the vast deck features flush mounting hatches, pop-up 'all in one' cleats and a concealed

PROJECT OF INTEREST



- **Project name:** 392
- **Type:** Classic Pilot Ketch
- **Length (inc bowsprit):** 51.80m (170ft)
- **Beam:** 9.00m (29.5ft)
- **Draft (keel up):** 4.50m (15ft)
- **Displacement:** 252t
- **Naval architect:** Hoek Design
- **Interior design:** Redman Whiteley Dixon
- **Delivery:** 2014

We have enquiries from passionate sailors all over the world, but we also get enquiries about motoryachts

Jurjen van 't Verleet | marketing manager, Royal Huisman



its ocean environment'. Dart is available in two versions, one a sleek motoryacht and one a twin-masted sailing option. Inspired by the sleek profile of a dolphin, both versions feature a pronounced axe head bow, and will be built with lightweight composites. There is a focus on low energy consumption from advanced micro-generation and advanced renewable systems. The motoryacht will be powered by two azimuth-mounted pulling propellers, whereas the sailing version will carry two high aspect foils.

The performance sloop *Blue Papillon* was launched in 2013, and SB was given a tour of this sleek yacht as she lay afloat at the quayside. She is described as a 'true sailor's yacht', and from our brief inspection we could see she was built for purpose. Designed by German Frers and Rhoades Young, she has a powerful hull form with a fine entry and a moderate draft with a fixed bulb

anchoring system. A key feature is the expansive beach deck, with a large garage concealed beneath that holds a large 5.3m tender. A smaller crew tender is hidden beneath the foredeck.

Three other projects are also taking shape. Project 392 is a 46.4m (152ft) plumb-bowed Classic Pilot Ketch developed after extensive tank testing by Hoek Design to optimise the fully roached sail plan. Interior design is by the Redman Whiteley Dixon. Project 393 is a 48m (156ft) Classic Sloop that the owner has specified for extensive cruising as well as gentleman's racing. This elegant yacht features a counter stern, sloping deckhouse and a raft of other traditional features, combined with a carbon rig and a moderate draft. Finally, in the true tradition of respecting confidentiality when requested, the next project is another sailing yacht the details of which remain a closely guarded secret. **SB**

IN BRIEF**CLAASEN JACHTBOUW**

► **Locations:** Makkum and Zaandam

► **Web:** www.claasenshipyards.com

Specialising in classic sailing vessels, Claasen Jachtbouw was established in 1985 and is a key player in the revival of the J Class yachts. The company has enjoyed a close relationship with the leading Dutch designer Andre Hoek, with some 19 of his Truly Classic designs already completed. A 20th, a Truly Classic 126, is currently under construction, with a delivery target of April 2015. The new 38.4m sailing yacht is the largest so far in the Truly Classic line up, and will feature a traditional profile with long overhangs and a central deckhouse. The yacht will be classed and equipped to MCA LY2, and be available for charter with a crew of five.

Meanwhile, Claasen is looking for an investor to join it in the building of the new J Class Svea, at 41.5m the longest and possibly the fastest of all the J Class series. The revival of superyacht sailing regattas has created a wave of interest in the ownership of these yachts.

ICON

► **Location:** Harlingen

► **Web:** www.iconyachts.eu

Icon was founded in 2006, and whilst it is currently negotiating its next order, the yard is busy with major refit work on the 48m *Princess II*. Marketing manager Claudia de Vogel told *SB* that the yard is receiving a lot of promising enquiries for the current portfolio, which includes a new 95m explorer yacht concept from the Austrian design studio Motion Code Blue. A new 120m concept with futuristic lines is also available, and de Vogel reports that most enquiries are for yachts above 60m.

JONGERT

► **Location:** Wieringerwerf

► **Web:** www.jongert.nl

As part of the large VeKa shipbuilding group, Jongert has just started construction on the first 32m model in the new Jongert Sailing Performance line to designs by Doug Peterson, the naval architect responsible for the vast majority of the Jongert sailing yacht range. The 32m Jongert 3200P is described as



Claasen has built a number of classic yachts

performance orientated with a carbon rig and modern styling. There is a pilot house with a 360° view, closely connected to the aft deck which has become one big, social space. With interior styling by Rhoades Young, the 3200P is part of a range that includes a 28m, a 36m and a

remarkable due to the prominent 4.5t three-person yellow submarine carried on the bathing platform, an addition to the original Rene van der Velden-design that required an extension of the hull. The launching mechanism uses a large crane that melds seamlessly into the aft deck.

Icon is receiving promising enquiries for the current portfolio, which includes a new 95m Explorer yacht, and the company said that most of the client enquiries it gets are for yachts above 60m

40m. Diversified into power since 2003, Jongert has also recently launched a stylish 18m one-off powerboat powered by twin Hamilton waterjets, and capable of speeds of 30kt.

MOONEN

► **Locations:** Den Bosch and Groot-Ammers

► **Web:** www.moonen.com

Moonen Shipyards delivered two explorer yacht projects in 2013, and completed one refit, with another currently underway. Whilst the yard is in the process of negotiating its next new build, there has been no shortage of enquires after it exhibited project 194, the 42m motoryacht *Sofia* at the Fort Lauderdale show. The yacht, delivered in May 2013, is all the more

Project 195, the new Moonen 100 Explorer, was delivered in June 2013, and was built to a design collaboration between Moonen Shipyards and Vripack. While the yard has added two striking designs of just under the 500GRT mark to its portfolio, allowing owners to choose between 42m displacement in steel, or a 49m fast displacement in aluminium.

MULDER

► **Locations:** Voorschoten and Zoeterwoude

► **Web:** www.jachtwerfmulder.nl

Family-owned and run Mulder has just begun work on its largest yacht to date, a 34m displacement vessel of just over 300t to be built to the LYC3 specification. ■■■►

IN BRIEF

This new order will compliment the two small superyachts currently under construction in Mulder's recently improved facility at Zoeterwoude, just 15-minutes drive from Schiphol airport. The first is the Mulder 98 flybridge, a 30.50m yacht to an exterior design by Guido de Groot, and interior styling by Omega Architects. CEO Dick Mulder explained that the 98 is the first yacht they have undertaken to full class specifications. The design allows for a four-person crew, and is fully custom built with plenty of new ideas.

The second yacht is the 94 Voyager, styled both internally and externally by Omega Architects. This voluminous, liveaboard yacht has a top speed of 18kt, and is also being built under class. Mulder has three other, smaller projects underway, including the Mulder 75 wheelhouse model, along with refit work. Inward investment has resulted in two new covered dry dock facilities that can handle new builds of up to 45m, and the company expects to grow steadily into the 40m-45m sector over the next five years.

HAKVOORT

► **Location:** Monnickendam
► **Web:** www.hakvoort.com

The family run yard of Hakvoort launched the retro-styled *Apostrophe* in 2013 and now has two more yachts under construction. *Apostrophe* was built to a Raymond Langton design, with an LOA of 39.7m, and featured a striking art deco interior. The two new yachts are also



for Russian owners, with project YN248 a 61m yacht said to have 'a carefully considered balance of interior and exterior spaces'. Naval architecture is by Diana Yacht Design, with interior and exterior styling by Sinot Yacht Design. Project YN 249 has been named *Zeus*, and is a 63.3m yacht, the largest Hakvoort has built to date. Described as having a 'fresh and bold approach to the classic look', YN249 has the streamlined look popular in the 1930s and 1940s. The owner of *Zeus* chose to place his two 9m tenders on the main deck, so the traditional saloon has been removed in favour of dedicating the entire main deck to the owners cabin, the galley and the captain's cabin. The yacht will have a top speed of 15 knots.

VITTERS

► **Location:** Zwartsluis
► **Web:** www.vitters.com

Founded in 1990, and delivering its first yacht in 1993, the 28m *Aphrodite*, Vitters has gone on to produce a number of high performance and head turning sailing superyachts. The company is currently building a 46m yacht to a German Freres design, with an aluminium hull and a carbon mast, but any further details are shrouded in secrecy. The most recent launch has been the 46m Ed Dubois-designed *Ganesha*, delivered in the summer of 2013. This aluminium performance cruiser carries a 62m TPT (thin ply technology) laminated carbon mast, and also features a slim profile and a lifting keel. A fixed carbon fibre bimini covers the cockpit, and has vertically sliding windows. The 33m carbon fibre sailing yacht *Inuit* built to a Philippe Briand design was also launched in 2013

HOLLAND JACHTBOUW

► **Location:** Zaandam
► **Web:** www.hollandjachtbouw.nl

In an easy-access location by land and water near Amsterdam, Holland Jachtbouw describes itself as having a no-nonsense, pro-active approach to innovative custom projects. Well known for its revolutionary J Class project *Rainbow*, complete with a hybrid drive system, HJB currently has three new build projects and a major

Mulder has invested heavily in new halls



Holland Jachtbouw is completing a 45m sloop

refit underway. Work has begun on a 46m cruising sailing sloop, with a mast designed to just clear the Bridge of the Americas over the Panama Canal. The sloop has been designed by Bill Tripp, with interior styling by Rhoades Young and will be delivered in 2015.

Meanwhile, a 45m high performance sloop to a design by Bill Dixon is being completed for a repeat customer, and work is also progressing well on project J8, a new J Class to an original 1935 design by Frank Paine. When finished in the summer of 2014, J8 is predicted to be the best performing J Class overall due to having the smallest wetted area, the longest waterline and the highest keel aspect ratio.

BLOEMSA VAN BREEMEN

► **Location:** Makkum
► **Web:** www.bloemsa-vanbreemen.nl

Founded in 1974, this family-run yard builds both power and sailing yachts in steel and aluminium and also undertakes refits and specialist commercial work such as high speed multihulls. It has just launched project BN144, a 43.2m (144ft) displacement motoryacht with naval architecture by Vripack, and an clever, space-saving interior layout by Beeldsnijder Design. The yard recently invested in new accommodation and projects offices for up to 100 subcontractors, project managers and crew, and has just started work on a new superyacht project that remained confidential as we went to press. **SB**

YACHTS DELIVERED 2013

► AMELS

Yachts delivered

Name	Length	Motor/Sail	Designer	Launch
Event	60m	Motor	Tim Heywood	2013
Engleberg	55m	Motor	Tim Heywood	2013
Kamalaya	55m	Motor	Tim Heywood	2013

► CLAASEN SHIPYARDS

Yachts delivered

Name	Length	Motor/Sail	Designer	Launch
No launches 2013				

► FEADSHIP

Yachts delivered

Name	Length	Motor/Sail	Designer	Launch
Blue Sky	44.6m	Motor	Feadship De Voogt	2013
Larisa	57.7m	Motor	Feadship De Voogt	2013
Madame Gu	99.0m	Motor	Feadship De Voogt	2013
Sea Owl	62.2m	Motor	Feadship De Voogt	2013

► HAKVOORT

Yachts delivered

Name	Length	Motor/Sail	Designer	Launch
Apostrophe	39.7m	Motor	Diana Yacht Design	2013

► HEESEN YACHTS

Yachts delivered

Name	Length	Motor/Sail	Designer	Launch
Ventura	50m	Motor	Frank Laupman	2013
Galactica Star	65m	Motor	Van Oossanen	2013
Crazy Me	50m	Motor	Gary Grant	2013

► HOLLAND YACHTBOUW

Yachts delivered

No launches 2013

► ICON YACHTS

Yachts delivered

No launches 2013

► JONGERT SHIPYARD

Yachts delivered

No launches 2013

► MOONEN SHIPYARD

Yachts delivered

Name	Length	Motor/Sail	Designer	Launch
Sofia	42m	Motor	Rene van der Velden	2013
Moonen 100	31m	Motor	Moonen/Vripack	2013

► MULDER SHIPYARD

Yachts delivered

No launches 2013

► OCEANCO

Yachts delivered

Name	Length	Motor/Sail	Designer	Launch
Unnamed (Y709)	91.5m	Motor	Oceanco Design Team	2013

► ROYAL HUISMAN

Yachts delivered

Name	Length	Motor/Sail	Designer	Launch
Blue Papillon	43.3m	Sail	German Freres	2013

► VITTERS

Yachts delivered

Name	Length	Motor/Sail	Designer	Launch
Ganesha	46m	Sail	Ed Dubois	2013
Inuit	33m	Sail	Philippe Briand	2013



Amels has a steady supply of orders for its yacht support vessels