

Royal Huisman will now be able to build up to 90m

Innovating to stay ahead

Dutch yards are refusing to rely on their well-earned reputation for quality and reliability, preferring instead to push even harder by investing in infrastructure and new ideas

DENNIS O'NEILL REPORTS

The Dutch superyacht sector continues to be in good shape. For evidence of this, look no further than the fact that Amels and Hakvoort have both, this year, been building their largest ever projects, while Heesen, Oceanco and Royal Huisman Shipyard have all been investing heavily in their facilities to help win new contracts and cope with increasing production. Meanwhile, Amels and Holland Jachtbouw are developing what is likely to be an important new aspect of superyachting – polar expedition yachts.

In fact, the pull of the Dutch sector is proving so irresistible that one American builder – Palmer Johnson – recently stated an intention to relocate to the Netherlands in order to capitalise on the country's

geographical and economic benefits.

"The US doesn't have the same clusters of yacht manufacturing as those that exist in the Netherlands," the company said in a statement, which explained the business thinking behind the possible move. "We have been procuring 90% of our materials and subcontractor services from overseas in a strong dollar environment, which has been eroding our international competitiveness."

The Netherlands has finally come out of the recession it endured from 2012 to 2014, and the domestic economy is slowly but surely picking up. Wages have therefore started to rise, but the weakness of the euro has been providing good news for all exporters.

Dutch superyacht building has certainly been hit by the Russian economic crisis caused by the depreciation of the ruble, the fall of

Russian stock markets and oil prices, and the international sanctions imposed after Russia annexed Crimea and sent military forces into Ukraine. The ongoing tensions over Syria will only intensify matters further.

"In recent years, the market has been confused," explains Mark Cavendish, marketing director at Heesen Yachts. "In the aftermath of the global financial crisis, we saw the arrival of Russian buyers who bought up everything that was buyable – then came the Russian economic crisis. However, the latest development we are seeing is the return of potential buyers from the US and Europe. Negotiations can, of course, be tough and sometimes tricky, but because we are recognised as world leaders in constructing yachts with aluminium alloys we appeal to younger, more technologically-minded clients who are also looking for better fuel consumption for economic and environmental reasons.

"We currently have eight yachts under construction, with deliveries up to 2018, and our commercial strategy currently is to focus on strengthening our presence in four regions – South East Asia, Russia, the UAE and North America, where we are developing partnerships with local representatives to market and promote the Heesen brand.

"We believe that the Dutch superyacht industry will keep leading the industry not only for 2016 – but for many years to come."

Heesen currently builds up to 70m, but has decided to invest in a new 80m dry-dock project at its yard in Oss, which will see two of its old production halls demolished. "Yachts are getting bigger and this is our investment in the future," explains Cavendish.

It's an optimism shared by management at Claassen Shipyards. "The Dutch superyacht industry is very well developed, due to its large network of suppliers who work closely together with several shipyards," says Joachim Kieft, managing director at Claassen Shipyards, which builds aluminium J Class yachts and 35m F Class one-designs.

He continues, "The amount of knowledge and experience in the Dutch industry is of a very high level. Some of the world's top designers and naval architects are also based in the Netherlands, and because we are a very small country, all of these businesses are concentrated in a relatively small area, which makes it easy for the industry to work closely together. The Dutch superyacht industry has been growing for many years now, and we expect it will continue doing that for the foreseeable future.

"Things are going well for us at the moment. We've seen an increase in the

amount of requests and interest in our yachts, and we are very busy with several new possible orders. We are feeling very positive about the future and are now focusing our work on building custom yachts up to 55m. We are also targeting Germany, the US (specifically the Newport area), and Australia.”

Dutch yards are proud of the reputation they've built up over the years – a pride that instills confidence when it comes to winning new contracts.

“There is nowhere in the world that can rival the Netherlands when it comes to quality in terms of naval expertise,” insists Marcela Royer, business development director at Icon Yachts in Harlingen, which currently builds up to 145m. “Furthermore, most equipment suppliers for northern European yards are based in the Netherlands or nearby. For example, at Icon we use the modular concept and other innovative strategies to speed up production and therefore have a faster delivery than anyone else. For refits, for

example, it is particularly useful because nearby suppliers can react and supply yards very quickly – a service that is critical factor should something go wrong.

“Our forecasts for 2016 are all positive. We are starting a new build soon and are working on more and more refits. We definitely see a big improvement in terms of business from previous years,” she says.

But is the economic outlook improving for Dutch superyacht suppliers? “Absolutely yes,” insists Hans Golbach, managing director of Kuiper Plaatveredeling (also known as Dutch Marine Panels), which supplies to yards such as Heesen, Feadship and Royal Huisman.

“Thankfully, the continuing trend for

bigger yachts means projects need more material. On the other hand, delivery times are being reduced, which is the main challenge for us. Fortunately we have invested in lean manufacturing, which really helps us to deliver quality materials on time for all of our clients. We also do a lot of work for non-Dutch yards, and are finding that, at the moment, our export markets are booming.

“For us, responding to client demands is essential. And right now, our clients are keen for increasingly lightweight materials that still comply with the certifications needed for standards of fire resistance and low flame spread. Dutch equipment and materials suppliers are successful because we are very

The working ethos in the Netherlands is phenomenal. We work hard and honour our commitments

Daan Balk | CEO Balk Shipyard

What is the largest build to date?



reliable when it comes to quality, short delivery times and up-to-date technologies.”

And when it comes to refit, Dutch specialist yards, such as Balk Shipyard, feel that business is finally returning to good shape.

“We had some rough years during the recession, and we now feel that there are exciting times for us,” says Daan Balk, CEO of Balk Shipyard. “We have recently invested in new yard infrastructure which means we now have a unique slipway system that can lift all kinds of yachts out of the water. We believe the investment in the new tracks will increase the frequency of our lifts in and out of the water.

“Right now we have six refit projects under way, and in early 2016 two more will be coming to us. We are also close to signing another refit project and a new-build.”

Balk Shipyard is also part of an initiative with other local entrepreneurs who have banded together to relocate to another harbour.

“The new harbour yet has to be built,” explains Balk, “and there still has to be a formal agreement put in place with the government, but when that happens our yard will be able to grow more and more.”

Balk has clear ideas as to why the Dutch superyacht sector is so successful. “The working ethos in the Netherlands is phenomenal,” he says. “We work hard and honour our commitments. In fact, we have one of the best working ethics around the world. Dutch yards also have many decades, even centuries, of yachtbuilding experience.” **SB**

► R&D AND NEW PROJECTS

Pushing the boundaries

Dutch yards and equipment suppliers are winning new business by avidly researching and developing innovative new products

The superyacht sector in the Netherlands continues to maintain very good business momentum, thanks in a large extent to the way it is keenly developing new products to stimulate future customer demand.

Heesen Yachts, for example, is hard at work on what it sees as the two most important developments in superyachting right now – fuel efficiency and super-quiet cruising. To this end, it has started construction on the world's first fast displacement hull with hybrid propulsion.

Project Nova will be a 50m craft, designed to be an ultra-efficient, low fuel burning yacht, offering genuinely super-quiet cruising. Heesen says that by adding two water-cooled DC electric shaft motors of 127kW each, Nova will be able to cruise at



Nina is a new 38m design for the US market

up to nine knots using the generators alone. At this speed, consumption, it says, will be just 45lt/hr.

“Nova will use her ultra-efficient and easily driven hull form at speeds typically associated with traditional displacement hulls, but with vastly lower fuel consumption,” explains Heesen’s sales and marketing director, Mark Cavendish. “At 12 knots she will have a fuel consumption of 98lt/hr (excluding generators), which is staggering for a 50m yacht. She will

engines, Nina will have a top speed of 23 knots. She will also sport Humphree Active Interceptors as standard. for optimal trim and stabilisation, while at-anchor stabilisation will be available as an option.

Infrastructure investment is also an important aspect of Heesen’s current business plan. It can currently build up to 70m, but is now constructing a new 85m dry dock, which will see two of its old production halls demolished.

“Yachts are getting bigger, so this is our investment in the future and our response to the market’s request for ever larger craft,” explains Cavendish. “The new dry dock will allow us to build yachts up to 80m and we are on schedule for it to be completed by November 2016.

“The success of our 65m fast displacement *Galactica Star* (the largest Heesen currently at sea) and the current construction of our 70m project, *Kometa*, have been creating a lot of interest from repeat clients and owners who are new to us. That is why we have decided now is the right time to further expand the size of yachts we can offer.

“We certainly expect to see steady growth in 2016 and hope to close some significant new contracts by the end of this year.”

Meanwhile, 170km away in Vlissingen, Amels is breaking out in several new directions. Currently, it is building its largest yacht to date alongside an exciting range of new generation polar superyachts, and is in the throes of setting up a new custom-build division.

“We’re innovating and growing,” explains Amels’ managing director, Rob Luijendijk. “The biggest factor behind this is the rock-solid support of our parent

Yachts are getting bigger, so this is our investment in the future and our response to the market’s request for ever larger craft

Mark Cavendish | sales and marketing director, Heesen Yachts



Project Nova will be a 50m yacht

also have a maximum speed of 16.3 knots, which is no slouch for a displacement yacht.

“She will also have a cruising range of 3,750 miles (at 12 knots) using her fuel capacity of 45,000 litres. This compares to an average 50m steel full displacement motoryacht which would typically have two 1,100kW main engines (nearly twice the power) and a maximum speed of maybe 16.5 knots. Fuel consumption would be 30% more at 12 knots, and require 60,000 litres of fuel for the same range,” he says.

Heesen has also recently launched Project Nina, which it describes as a new and exciting 38m design, built on its proven semi-displacement hull form. Her exterior and interior design are both by Hot Lab, a young team of Milan-based designers.

With her aluminium hull and twin MTU

► R&D AND NEW PROJECTS

company Damen Shipyards Group. Our clients appreciate the strength of R&D know-how that Amels gains from being part of the Dutch family-owned international group."

Amels' largest build to date – an 83m Amels' 272 project, designed by Tim Heywood – is being fitted out in the yard's recently built 200m dry dock. The motoryacht's progress is reported to be 'right on schedule'.

The range of polar explorers is being built in close conjunction with the Damen Group. The craft promise to be a new type of explorer vessel, aimed at what Amels sees as a new generation of superyacht owner who is keen to get beyond the established Mediterranean/Caribbean circuit.

The SeaXplorers will be the world's first range of purpose-built private luxury expedition motoryachts, capable of carrying two helicopters, submersibles, large tenders, expedition equipment and a dive recompression chamber. They will also comply with the upcoming Polar Code regulations issued by the International Maritime Organisation (IMO). These stringent new regulations will protect the environment and ensure safety in Arctic



An Amels Limited Edition in build

and Antarctic waters from 2017.

"A number of experienced yachting clients approached us about adapting Damen's professional vessels, so we knew from them that there were simply no globally capable luxury explorer yachts out there," says Luijendijk. "And that's also what we heard from our other partners on this project, EYOS Expeditions, who have decades of experience in bespoke luxury expeditions to the wildest places on the planet. So that's why Damen and Amels began developing the SeaXplorer. The result will be something only Damen can do."

The commercial ship builder has already invested thousands of hours in research and development in the concept, including ice-tank testing and detailed design input from EYOS Expeditions.

The SeaXplorer will utilise the Damen Group's successful Sea Axe hull design, which will allow it to

break through polar sea-ice up to one metre thick – unthinkable for other superyachts.

Three models will be available in the range

– 65m, 90m and 100m – allowing owners to reach the most remote destinations on the planet, while enjoying up to 40 days' luxury service for all guests without port call.

The SeaXplorer's diesel-electric water-cooled generator set will feature soot filters as well as SCR systems to reduce NOx emissions, allowing it to sail for long periods in zero discharge mode, and making it compliant with the new IMO Tier III rules that come into force in 2016 for all ships with a global sailing area.

The SeaXplorer 90, for example, will have a robust diesel-electric power configuration, retractable fin stabilisers, two 360-degree azimuth thrusters and two 350kW bow thrusters. Meanwhile, earlier this year, Amels also introduced a new full custom-yacht building division, which will run alongside its Limited Editions and refit divisions.

"We are the largest superyacht facility in the Netherlands and this move means that we can now offer full custom one-off creations built to the very highest Amels quality in the 80m-110m bracket," says Luijendijk.

"The market has been approaching us for a long time now with enquiries for unique large projects and this has been the central factor in why we are now developing our Amels Full Custom offer," he says. "However, we still remain fully committed to our successful Limited Editions concept in the 55m-83m range, and continue to have a full order book in that area."

Meanwhile, despite the doubts over whether it will soon be bought out, or



The 90m Amels SeaXplorer

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Rob Luijendijk | managing director

► R&D AND NEW PROJECTS

not, by Palmer Johnson, HJB Holland Jachtbouw has been getting on with its particularly interesting order book.

In the summer, the Zaandam-based yard launched its latest J Class yacht, *Topaz* (project name J8), which has exterior and interior design by Andre Hoek, all based, of course, on Frank Paine's original plans from the 1930s.

HJB and Hoek Design used a specially developed software program that was able to compare all of the J-Class designs since the 1930s and then calculate the optimum wetted surface area, keel aspect ratio and waterline length required to make *Topaz* (in theory, at least) the fastest J Class yacht built to date.

"When Frank Paine originally drew this vessel in 1935 he was prepared to take a sail area or displacement penalty in order to gain the extra length required," explains Andre Hoek. "By optimising *Topaz's* design for the modern handicap rules of the J Class Association, we paid enormous attention to her stiffness-to-weight ratio and lightweight aluminium hull. Taking all our experiences into the equation, too, I think it is safe to say that she will prove to be spectacular in every sense of the word," he continues.

HJB is also now building two other craft that couldn't be further removed from J Class yachting – a pair of 26m polar explorer motor vessels for Danish clients who are keen to use them to explore the more remote areas of the Baltic Sea and Arctic region.

For Royal Huisman Shipyard, the most significant development of the year has been the delivery of *Sea Eagle*, a 43m sloop, with naval architecture by Germán Frers and interior design by Rhoades Young.

The handover to her new owner, a successful businessman and experienced sailor from Taiwan, finally vindicated Royal

Huisman Shipyard's efforts in developing its reach into South East Asia. Assisted by Northrop & Johnson Asia, who brought the client and yard together, the sale has helped Royal Huisman Shipyard establish a firm foothold within the region, giving the Vollenhove-based yard plenty of well-founded optimism that it will soon win more Asian contracts.

In fact, *Sea Eagle* was the last yacht to leave Royal Huisman's climate-controlled paint hall before work began to increase its capacity, along with an extension to increase the space of the neighbouring hall. The two extensions, scheduled to be completed by the end of this year, are



Royal Huisman Shipyard's *Sea Eagle*

Taking all our experiences into the equation, I think it is safe to say that she will prove to be spectacular in every sense of the word

Andre Hoek | Hoek Design

designed to help Royal Huisman improve its workflow between the construction and finishing of its yachts, which it will now be able to build up to 90m.

Meanwhile, the yard's 46m NextGEN ketch *Elffe*, which has naval architecture by Hoek Design and interior designs by Redman Whiteley Dixon, won two International Superyacht Society Design Awards at this year's Fort Lauderdale show, in the Best Overall Interior and Best Sail 40m+ categories.

Royal Huisman has also teamed up with Sparkman & Stephens for the 35th time, to build an all-carbon fibre 65ft sloop, which it

happily describes as a 'mini-superyacht' because, apparently, she will be 'packed with a lot of superyacht features'.

Oceanco, meanwhile, has been investing significantly in a new purpose-built, high-tech yachtbuilding facility capable of accommodating yachts up to 140m.

The new building includes a flexible dry dock that can be divided into several compartments, and a 100-tonne crane configured with tandem beams. At 33m high it consists of six levels (including the ground floor) and uses three large elevators capable of handling fully loaded drive-in and drive-out forklifts.

Oceanco says the building can accommodate 1,000 people at any one time, and can be swiftly divided into access-restricted zones to ensure safety, security and confidentiality.

This contemporary facility currently houses the impressive construction of Project Y714, a 110m motoryacht, designed by Igor Lobanov, which is due to be launched in late 2016.

Meanwhile, in Monnickendam, North Holland, Hakvoort Shipyard has launched its biggest project to date – the 61m motoryacht *Just J's*. Her exterior and interior design is by Sinot Exclusive Yacht Design, while her naval architecture, construction and engineering design was handled by Diana Yacht Design.



Oceanco has invested in a new facility

► R&D AND NEW PROJECTS

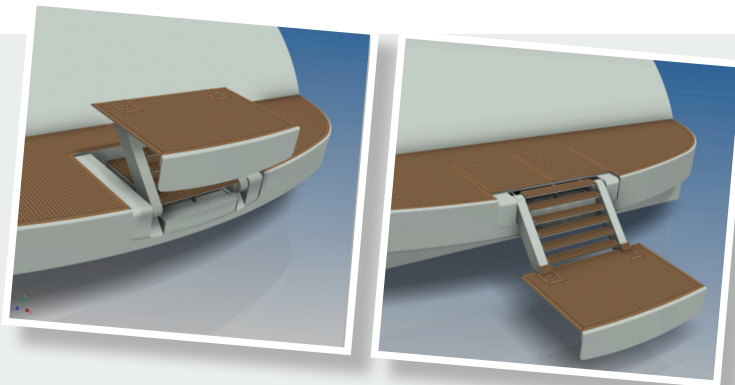
Equipment suppliers

And it's not just the Dutch superyacht yards that are remaining innovative to stay ahead in the competitive global superyacht market. Dutch marine equipment suppliers, too, are keen to continue making the most of the lucrative superyacht sector.

One well-established superyacht supplier that has seen an important niche open in superyacht design and construction is Hydromar Marine Equipment, which makes hydraulic equipment including passerelles, bathing platforms, bowthrusters and steering systems. It recently launched SeaScape, a hydraulic swimming and bathing platform that can be mounted to the aft of a superyacht with minimal impact on the craft's structure.

"It was through requests from superyacht yards and owners that we realised the superyacht industry was still waiting for a truly high-quality moving bathing platform," explains Hydromar's director of sales and operations, Rob Montijn. "We were starting to hear that there had been a few negative

The SeaScape hydraulic swimming platform



models up to 4m wide and 2.7m deep, capable of bearing a maximum weight of around 1,750kg, which can be customised for the host yacht. The bathing platform can be supplied with rotary actuators or chain-driven cylinders.

"With bathing platforms the critical loadings are always caused by big waves," explains Montijn. "To prevent a large wave from distorting and jamming the structure of the platform, we have designed an integrated pin system that gives way when the load is too much. An alarm goes off at the same time to warn the crew, and they can then bring the platform up and mend it by installing a new

equipment supplier that's feeling confident about its latest innovative products is MarQuip, which manufactures and supplies superyacht exhaust systems and silencers.

"We are still feeling the aftermath of the economic crisis, but things are now looking up," explains MarQuip's general manager sales, Dennis Bravenboer. "The introduction of Tier III emissions regulations means current projects are taking a lot longer to finalise, but we foresee a more positive landscape for 2016.

"Like many Dutch superyacht equipment suppliers we feel very positive about the next few years because we are continuing to be more innovative and creative, mainly because we always involve our clients as much as possible. After all, they are the ones who are able to tell us how we can change and perform in their best interest."

Innovation and investment is also central to the business plans of Van Cappellen Consultancy, a Dutch specialist in superyacht noise and vibration control, which has decided now is the time to invest in building its own testing facility. The firm says it is taking the step following regular requests from superyacht yards and manufacturers of insulation materials wanting help to research improvements in materials. The new facilities will allow Van Cappellen Consultancy to offer yards advice on sound and vibration transmission, and test sound transmission loss (TL) and damping loss factors (DLF).

New technology from Dutch power and propulsion specialist WhisperPower has delivered a hybrid power and propulsion system to Sanlorenzo's new 32m 106 Hybrid. The aim of the collaboration was to achieve a speed of nine knots using the electric motors alone for quiet overnight cruising.

And, although it only entered the market in 2014, Clion-Marine, a new Dutch equipment supplier which designs and produces marine air-conditioning systems, has found immediate success in the superyacht sector, having been recently signed on as the main air-conditioning supplier to UAE-based superyacht builder Gulf Craft.

The new facility will provide us with significant gains in terms of efficiency and will allow us to embark on a new era

Rob Montijn | Hydromar director of sales and operations

experiences with similar systems from other brands, so we started to develop the SeaScape concept, working closely with a number of Dutch superyacht yards, in order to create a safer and more reliable moving bathing platform which would successfully resist the high dynamic loadings caused by waves, especially waves hitting from below. The solution we have come up with is in the SeaScape's specially engineered crankshaft mechanism which optimises the stability of both the steps and platform," he explains.

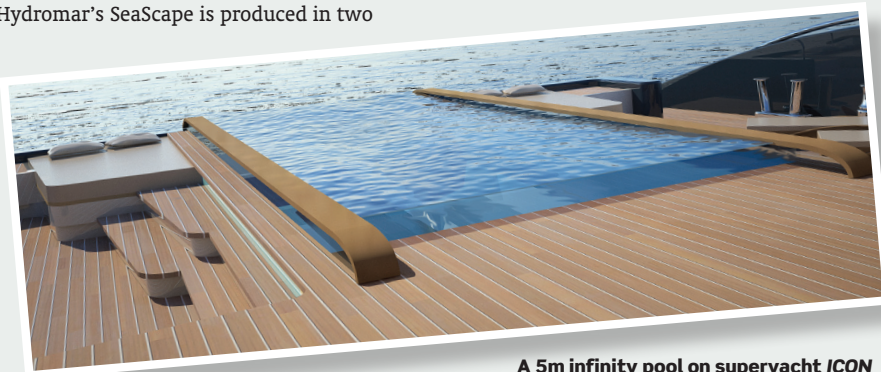
Suitable for superyachts from 30m to 100m, Hydromar's SeaScape is produced in two

pin. The SeaScape can still be used even with the breaking mechanism unattended. In this way we have developed a safe and reliable moving swim platform which will not be permanently broken due to a high sea state."

To keep up with increasing demand for its products, Hydromar has decided to invest in new state-of-the-art production premises.

"The new facility will provide us with significant gains in terms of efficiency and will allow us to embark on a new era with extra potential for growth," says Montijn.

Another Dutch superyacht



A 5m infinity pool on superyacht ICON

► ACQUISITIONS

Investing in the future

A busy year for acquisitions and investment is clear evidence that the Dutch sector remains dynamic and robust, while 2016 business forecasts are proving positive

The most intriguing superyacht business story of recent months has surely been the 'is it, isn't it?' saga of Palmer Johnson's apparent takeover of Dutch yard, HJB Holland Jachtbouw.

In November, Palmer Johnson closed its yard in Sturgeon Bay, Wisconsin, US with the loss of 100 jobs, blaming the unhelpful strength of the US dollar. Management said they intended to relocate construction to the Netherlands, by buying HJB, to take advantage of the country's cluster of extensive and experienced superyacht firms, and the favourable currency exchange rate of the euro.

Currently the takeover appears to have stalled, but the story sheds a lot of light on the present state of the Dutch superyacht sector.

The country's yards are, in general, continuing to be successful, helped by their well-earned traits of quality, reliability and innovation. Indeed, it appears to be business very much as usual at HJB. The Zaandam-based yard is currently working on a typically diverse order book, comprising two polar explorers for Danish clients, *Tripp* (a 46m sloop), and *Rainbow II* (a 51m schooner).

HJB says it remains sharply focused on developing its hybrid propulsion technologies, and is determined to pursue its business commitment of moving over entirely to composite construction (one of the reasons Palmer Johnson was apparently attracted to the Dutch yard).

One Dutch superyacht merger that did conclude smoothly and satisfactorily this

year was the buy-out of Jongert Shipyard by Acico Yachts.

readily available in our service to our clients." The most high-profile Dutch management move this year was at Royal Huisman, where Alice Huisman recently stepped aside as managing director to be replaced by Roemer Boogaard, as Doeksen Shipyard Holding (led by Royal Doeksen), became a key shareholder of the Vollenhove-based yard.

"It will allow me the opportunity to focus more exclusively on our client relationships, while our new expanded management team continues to drive forward operational standards and efficiency," explained Huisman when the move was announced in the summer.

Royal Huisman says it has seen an increase in business over recent years, and it has certainly made a notable in-road into the potentially lucrative Asian market with the launch of its Germán Frers-designed 43m sloop *Sea Eagle* for a Taiwanese businessman.

The construction of a 58m Ed Dubois-designed sloop is also well under way at its Vollenhove yard, which will soon be followed by a 56m ketch designed by Dykstra Naval Architects. However, taking on a new major shareholder can sometimes run less smoothly, as Moonen Shipyards is willing to testify.

"Times have been tough for our yard since this time last year," reveals Emile Bilterijst, managing director of Moonen Shipyard, which builds motoryachts up to 50m.

"We started with a new major shareholder in 2014 with the hope of developing a new range and starting the construction of at least one yacht. We successfully sold a 30m version of our newly developed semi-custom Matica model, and a 36m semi-custom Martinique. We also had good refit activity at the time, but unfortunately, that shareholder ran into liquidity problems as steel prices dropped dramatically. It meant we had to stop production of the Martinique project, which also endangered the Matica project.

"Since then, though, we have restarted the Matica project, and attracted new refits for this coming winter, something that highlights the trust Moonen owners have in our yard and our personnel, in spite of the

The takeover strengthens our position and allows us to be one of the few Dutch yards offering clients the full expertise of yachtbuilding under one roof

Christian Bolinger | managing director, Acico



Roemer Boogaard and Alice Huiman

year was the buy-out of Jongert Shipyard by Acico Yachts.

Jongert, noted for its custom motoryachts and performance sailing superyachts, will continue to build under the Jongert brand, while the wider joint company will benefit from Jongert's facilities in Wieringerwerf that have direct waterfront access, three large production halls and three workshops dedicated to metalwork, carpentry and paint work.

"The takeover strengthens our position and allows us to be one of the few Dutch yards offering clients the full expertise of yachtbuilding under one roof," says Acico's managing director, Christian Bolinger.

"We can now facilitate total in-house production of superyachts up to 60m (196ft) to the highest standards. In fact, Jongert heritage is already very much in our veins, as around 50 of our craftsmen have previously worked at Jongert. By merging the two companies, a wealth of experience and know-how has been reunited and is now



HISWA Holland Yachting Group spreads the word - 'Think Yachts Think Holland'

problematic situation.

"The Matica project is now due for delivery in the summer of 2016 while the Martinique project has been put on hold until we find a buyer for the project. The hull is 95% finished and could be delivered in early 2017.

"Thankfully, the US market has been very strong for us recently. During the Palm Beach International Boat Show we sold two second-hand yachts to US owners and a Moonen 97 to a US owner in Europe. It's all because US clients have once again discovered that the Moonen brand represents high-quality, go-anywhere yachts, that will keep their value.

"Given recent events, there can only be one direction possible for Moonen Shipyards and that is that it will improve. We are still considered by the industry to be one of the best yards in the world for yachts in the 25m-50m bracket.

"We have been able to keep our experienced staff, which is extremely important. In fact, I always say, it is not the buildings, sheds and offices that make the yard – it's the people. Their passion, experience and attention to detail are what make a Moonen yacht a very good yacht.

"Some people say the Dutch aren't easy to work with, and to a certain extent this may be true – the Dutch can be stubborn, but they keep their promises. What they say is what they do.

"A Dutch yacht suits an experienced client who understands quality and is

willing to pay that little bit extra for it. In the past, most experienced superyacht clients came to the Netherlands from Europe and the US. But both Europe and US have been through tough times. If those markets recover it will be good for the Dutch yachting industry.

"But it's good to remember that less experienced new yacht-owners from other areas of the world will become experienced very soon as they learn very fast – and they will eventually understand why they should go for a high quality yacht from a Dutch yard."

84m
The length of one
of Icon yachts'
current build
projects



A sign of investment at Oceano's new facility, capable of accommodating yachts up to 140m

One Dutch yard that has had a much easier move over to a new major shareholder is Icon Yachts, which benefitted from an injection of fresh investment after it was bought by a private investor just over a year ago.

"We now have ambitious plans at Icon Yachts," explains Icon's head of business development, Marcela Royer, "because the new investment provides our yard with financial stability.

"Over the past 12 months we have opened a sales office in Monaco, expanded our sales team and expanded our project management team. Our facilities are great for refits and we have many of the world's most prestigious yachts coming to our shipyard. "There is strong interest coming to us from all over the world, and we are now looking to strengthen our presence in the US, Latin America and the Middle East.

"The Monaco show this year was very good for us, and like the rest of the industry, we felt it was the most positive show in years.

"Our business forecasts for 2016 are all positive. We are starting a new build soon and we are working on more refits. We definitely see a big improvement in business compared to previous years," adds Royer.

Icon is currently building the Icon 280, an 84m project designed by Tim Heywood, due to be delivered in early 2018, and is converting *Legend*, claimed to have been the world's first ice-breaker superyacht. **SB**

► AT A GLANCE STATS



Current Dutch yards

The all-important facts and figures of the yachtbuilding fraternity in the Netherlands

AMELS

Founded	1918
Location	Vlissingen
Size of yard	100,000m ²
Number of employees	900*
Size it can build to	200m
Largest yacht built	83m
Website: www.amels-holland.com	



FEADSHIP

Founded	1949
Location	Aalsmeer, Makkum, Kaag
Number of employees	1,000
Size it can build to	180m
Largest yacht built	101.5m
Website: www.feadship.nl	



HEESEN

Founded	1978
Location	Oss
Size of yard	45,000m ²
Number of employees	450
Size it can build to	80m
Largest yacht built	65m
Website: www.heesenjachts.com	



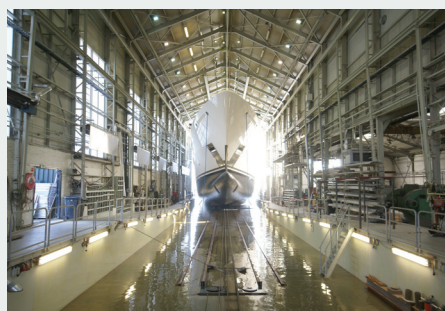
CLAASEN SHIPYARDS

Founded	1985
Location	Zaandam
Size of yard	undisclosed
Number of employees	undisclosed
Size it can build to	45m
Largest yacht built	45m
Website: www.claasenshipyards.com	



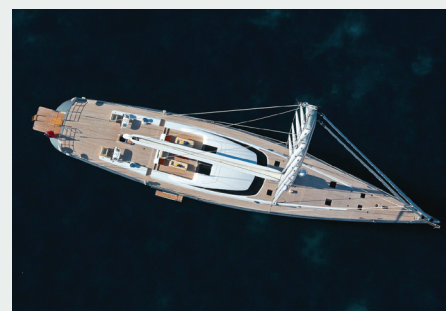
HAKVOORT SHIPYARD

Founded	1919
Location	Monnickendam
Size of yard	10,750m ²
Number of employees	80
Size it can build to	65m
Largest yacht built	61m
Website: www.hakvoort.com	



HJB HOLLAND JACHTBOUW

Founded	1990
Location	Zaandam
Size of yard	undisclosed
Number of employees	undisclosed
Size it can build to	55m
Largest yacht built	50m
Website: www.hollandjachtbouw.nl	



* (including 'co-makers')

ICON YACHTS

Founded	2005
Location	Harlingen
Size of yard	150m
Number of employees	50-100
Size it can build to	150m
Largest yacht built	68m
Website: www.iconyachts.eu	

**MULDER**

Founded	1938
Location	Zoeterwoude
Size of yard	7,000m ²
Number of employees	50
Size it can build to	34m
Largest yacht built	34m
Website: www.jachtwerfmulder.nl	

**VITTERS SHIPYARD**

Founded	1990
Location	Zwartsluis
Size of yard	21,300m ²
Number of employees	83
Size it can build to	undisclosed
Largest yacht built	85m
Website: www.vitters.com	

**JONGERT/ACICO YACHTS**

Founded	1953
Location	Wieringerwerf
Size of yard	44,000m ²
Number of employees	60
Size it can build to	80m
Largest yacht built	49m
Website: www.jongert.nl	

**OCEANCO**

Founded	1987
Location	Alblasserdam
Size of yard	120,000m ²
Number of employees	170
Size it can build to	140m
Largest yacht built	95m
Website: www.oceancoyacht.com	

**ZEELANDER YACHTS**

Founded	2002
Location	Groot-Amers
Size of yard	undisclosed
Number of employees	undisclosed
Size it can build to	50m
Largest yacht built	20.7m
Website: www.zeelander.com	

**MOONEN**

Founded	1963
Location	's-Hertogenbosch
Size of yard	14,000m ² + 3,000m ²
Number of employees	37
Size it can build to	55m
Largest yacht built	42m
Website: www.moonen.com	

**ROYAL HUISMAN SHIPYARD**

Founded	1884
Location	Vollenhove
Size of yard	30,000m ²
Number of employees	350*
Size it can build to	Flexible
Largest yacht built	90m
Website: www.royalhuisman.com	



* (including sister company Rondal)

BALK SHIPYARD

Founded	1798
Location	Urk
Size of yard	3 construction/refit halls
Number of employees	50-60
Size it can build to	65m
Largest yacht built	64.5m
Website: www.balkshipyard.nl	



ORDER BOOK 2010-2018

AMELS

YACHTS RECENTLY DELIVERED

NAME	MOTOR/SAIL	LENGTH	DESIGNER	DELIVERY
Astra	Motor	55m	Tim Heywood/Amels	2014
Serenity J	Motor	55m	Tim Heywood/Amels	2014
Z	Motor	65m	Tim Heywood/Amels	2014
Madame Kate	Motor	62m	Amels (Amels 199)	2015
La Familia	Motor	57m	Amels (Amels 188)	2015
Vega	Motor	57m	Amels (Amels 188)	2015

YACHTS CURRENTLY UNDER CONSTRUCTION

YACHTS CURRENTLY UNDER CONSTRUCTION

NAME	MOTOR/SAIL	LENGTH	DESIGNER	DELIVERY
83m project	Motor	83m	Amels	tbc
Amels 242	Motor	74m	Amels	2016
Amels 242 (second)	Motor	74m	Amels	tbc
Amels 199	Motor	62m	Amels	tbc
Limited Edition x 9	Motor	55-83m	Amels	tbc
Damen SeaXplorer	Motor	65-100m	Damen/Amels/EYOS Expeditions	tbc

CLAASEN SHIPYARDS

YACHTS RECENTLY DELIVERED

NAME	MOTOR/SAIL	LENGTH	DESIGNER	DELIVERY
J11	Classic Sloop	45m	Hoek Design	2015
Hoek 126	Classic Sloop	38m	Hoek Design	2015

YACHTS CURRENTLY UNDER CONSTRUCTION

NAME	MOTOR/SAIL	LENGTH	DESIGNER	DELIVERY
Hoek 90	Classic Sloop	27m	Hoek Design	2016
Pilot 77	Pilot Cutter	23m	Hoek Design	2017

FEADSHIP

YACHTS RECENTLY DELIVERED

NAME	MOTOR/SAIL	LENGTH	DESIGNER	DELIVERY
Como	Motor	46m	Dubois/Redman Whiteley Dixon	2014
ROCK.IT	Motor	60m	Feadship De Voogt/Sinot	2015
Symphony	Motor	101m	Feadship De Voogt Naval Architects/ Tim Heywood	2015
Kiss	Motor	46m	Dubois Naval Architects / Redman Whiteley Dixon	2015
Savannah	Motor	83m	Feadship De Voogt Naval Architects/ CG Design	2015
Royal Romance	Motor	92m	Feadship De Voogt Naval Architects/ Seymour Diamond/owner	2015
Moon Sand	Motor	44m	Feadship De Voogt Naval Architects/ Bannenberg & Rowell Design	2015
Halo	Motor	57m	Feadship De Voogt Naval Architects/ Eidsgaard Design/Bernardi + Peschard	2015

YACHTS CURRENTLY UNDER CONSTRUCTION

NAME	MOTOR/SAIL	LENGTH	DESIGNER	DELIVERY
#691	Motor	33m	Feadship De Voogt Naval Architects/ Bannenberg & Rowell Design	tbc
#692	Motor	33m	Feadship De Voogt Naval Architects /Bannenberg & Rowell Design	tbc
#693	Motor	33m	Feadship De Voogt Naval Architects/ Bannenberg & Rowell Design	tbc
#695	Motor	92m	Feadship De Voogt Naval Architects /Sinot Exclusive Yacht Design	tbc
#809	Motor	66m	Feadship De Voogt Naval Architects /Eidsgaard Design	tbc
#812	Motor	70m	Feadship De Voogt Naval Architects/ Bannenberg & Rowell Design/Studio Indigo	tbc
#1006	Motor	96m	Feadship De Voogt Naval Architects/ Redman Whiteley Dixon	tbc

HAKVOORT

YACHTS RECENTLY DELIVERED

NAME	MOTOR/SAIL	LENGTH	DESIGNER	DELIVERY
Just J's	Motor	61m	Sinot Exclusive Yacht Design	2015

YACHTS CURRENTLY UNDER CONSTRUCTION

NAME	MOTOR/SAIL	LENGTH	DESIGNER	DELIVERY
YN 249	Motor	63m	René van der Velden	tbc
YN 250	Motor	38m	Diana Yacht Design	tbc

HEESEN

YACHTS RECENTLY DELIVERED

NAME	MOTOR/SAIL	LENGTH	DESIGNER	DELIVERY
Elena Motor	Motor D	47m	Heesen/Omega	2014
Monaco Wolf	Motor SD	50m	Heesen/Omega/Francesco Paszkowski	2014
Galatea	Motor SD	40m	Heesen/Omega	2014
MySky	Motor D	51m	Omega/Heesen/Erick van Egeraat	2014
Alive	Motor FD w/hull vane*	42m	Van Oossanen/Heesen/Omega	2014
Azamanta	Motor FD	55m	Heesen/Omega/Van Oossanen/Sinot	2015
Ann G	Motor D	50m	Heesen/Clifford Denn/Reymond Langton	2015
Sibelle	Motor FD	50m	Heesen/Omega/Van Oossanen	2015
Asya	Motor D	47m	Heesen/Omega/Bannenberg & Rowell	2015

YACHTS CURRENTLY UNDER CONSTRUCTION

NAME	MOTOR/SAIL	LENGTH	DESIGNER	DELIVERY
YN 17145				
Project Necto	Motor SD	45m	Heesen/Omega/ Cristiano Gatto Design Team	2016
YN 17470				
Project Kometa	Motor FD	70m	Heesen/Espen Oeino/Sinot	2016
YN 17650				
Project Akoya	Motor SD	50m	Heesen/Omega/ Cristiano Gatto Design Team	2016
YN 17755				
Project Alida	Motor FD	55m	Heesen/van Oossanen/Omega/ Bannenberg & Rowell	2017
YN 17850				
Project Nova	Motor FD hybrid propulsion	50m	Heesen/van Oossanen/Omega/Sinot	2017
YN 17947				
Project Ruya	Motor D	47m	Heesen/Omega/Bannenberg & Rowell	2017
YN 18050				
Project Alba	Motor SD	50m	Heesen/Omega/ Francesco Paszkowski	2017
YN 18151	Motor SD	51m	Heesen/Eidsgaard	2018

HJB HOLLAND JACHTBOUW

YACHTS RECENTLY DELIVERED

NAME	MOTOR/SAIL	LENGTH	DESIGNER	DELIVERY
Heureka	Sloop	45m	Bill Dixon	2014
Topaz (J8)	Sail	42m	Hoek Design Naval Architects	2015

YACHTS CURRENTLY UNDER CONSTRUCTION

NAME	MOTOR/SAIL	LENGTH	DESIGNER	DELIVERY
Explorer MV (099)	Motor	26m	Knud E Hansen A/S	tbc
Explorer MV (100)	Motor	26m	Knud E Hansen A/S	tbc
Tripp	Sail	46m	Tripp Design/Rhoades Young	2016
Rainbow II	Schooner	51m	Dykstra Naval Architects	tbc

ICON YACHTS

YACHTS RECENTLY DELIVERED

NAME	MOTOR/SAIL	LENGTH	DESIGNER	DELIVERY
Meridian	Motor	63m	Redman Whitley Dixon	2012
Baton Rouge	Motor	63m	Tim Heywood	2010
MY Icon	Motor	63m	Redman Whitley Dixon	2010

YACHTS CURRENTLY UNDER CONSTRUCTION

NAME	MOTOR/SAIL	LENGTH	DESIGNER	DELIVERY
Icon 280	Motor	84m	Tim Heywood	2018

JONGERT/ACICO YACHTS

YACHTS RECENTLY DELIVERED

NAME	MOTOR/SAIL	LENGTH	DESIGNER	DELIVERY
Lucia M	Power	39m	Guido de Groot Design	2013

YACHTS CURRENTLY UNDER CONSTRUCTION

NAME	MOTOR/SAIL	LENGTH	DESIGNER	DELIVERY
Jongert 3200 P	Sail	32m	Rhoades Young	2017

2400 Hybrid Diesel Electric	Power	24m	Focus Yacht Design	2016
Y 21 Explorer	Power	21m	Pannone Design	tbc
P-Craft 1808	Power	18m	Acico Yachts	2016
Zaca 115	Sail	35m	Olivier van Meer	2017

MOONEN**YACHTS CURRENTLY UNDER CONSTRUCTION**

NAME	MOTOR/SAIL	LENGTH	DESIGNER	DELIVERY
Model Martinique	Motor	36m	Rene van der Velden/Nauta Design	2017
Model Matica	Motor	30m	Rene van der Velden/Adam Lay Studio	2016

MULDER**YACHTS RECENTLY DELIVERED**

NAME	MOTOR/SAIL	LENGTH	DESIGNER	DELIVERY
Firefly	Motor	29m	Vripack/Omega Architects	2015
Solis	Motor	34m	Van Oossanen/Claydon Reeves	2015
Imago	Motor	15m	Vripack/Guido de Groot Design	2015
A2	Motor	30m	Ginton/Guido de Groot Design	2014

YACHTS CURRENTLY UNDER CONSTRUCTION

NAME	MOTOR/SAIL	LENGTH	DESIGNER	DELIVERY
BN105	Motor	36m	T.B.C.	tbc
BN104	Motor	17m	Vripack/Guido de Groot Design	2016
BN103	Motor	17m	Vripack/Guido de Groot Design	2016
BN102	Motor	15m	Vripack/Guido de Groot Design	2016
BN101	Motor	15m	Vripack/Guido de Groot Design	2016
BN89	Motor	16m	Vripack/Vripack	2016

OCEANCO**YACHTS RECENTLY DELIVERED**

NAME	MOTOR/SAIL	LENGTH	DESIGNER	DELIVERY
Equanimity (709)	Motor	91m	Oceanco/Andrew Winch	2014
Infinity (Y710)	Motor	88.5m	Espen Oeino/Sinot Exclusive Yacht Design and David Kleinberg Design Associate	2015
Aquijo (Y711)	Sailing	85m	Tripp Design (in cooperation with Vitters)/Dölker + Voges	2015

YACHTS CURRENTLY UNDER CONSTRUCTION

NAME	MOTOR/SAIL	LENGTH	DESIGNER	DELIVERY
Y712	Sailing	106m	Nuvolari-Lenard & Dykstra	2016
Y714	Motor	110m	Igor Lobanov	2016
Y715	Motor	88m	tbc	2016
Y716	Motor	90m	Espen Oeino	2018
Y717	Motor	tbc	tbc	2018
Y718	Motor	105	Nuvolari – Lenard	2018

ROYAL HUISMAN**YACHTS RECENTLY DELIVERED**

NAME	MOTOR/SAIL	LENGTH	DESIGNER	DELIVERY
Wisp	Sloop	48m	Hoek Design	2014
Elfje	Ketch	46m	Hoek Design	2014
Info restricted	Sailing Cruiser	37m	Dykstra/Rhoades Young/Drake Design	2014
Sea Eagle	Sloop	43m	German Frers	2015

YACHTS CURRENTLY UNDER CONSTRUCTION

NAME	MOTOR/SAIL	LENGTH	DESIGNER	DELIVERY
Ngoni	Sloop	58m	Ed Dubois	2017
TBC	Ketch	56m	Dykstra Naval Architects/Redman Whitely Dixon	2017

VITTERS SHIPYARD**YACHTS RECENTLY DELIVERED**

NAME	MOTOR/SAIL	LENGTH	DESIGNER	DELIVERY
Project 3072	Sloop	46m	Germán Frers	2015

YACHTS CURRENTLY UNDER CONSTRUCTION

NAME	MOTOR/SAIL	LENGTH	DESIGNER	DELIVERY
Project 3074	Sloop	33m	Malcolm McKeon Yacht Design	2016



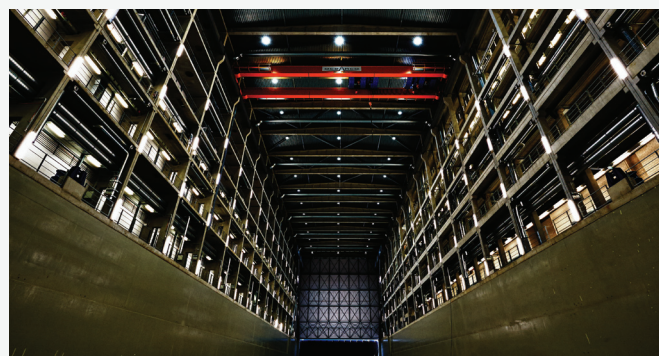
Amels has a number of projects currently under construction



Royal Huisman delivered the sloop Sea Eagle this year



A Moonen Martinique is scheduled for delivery in 1017



The impressive new build facility at Oceano