

# SUPERYACHT

## BUSINESS

Industry insight for decision makers

### Green Marine

The British yard that's leading the world in building high performance yachts from carbon composites

### Holland round-up

Full new build report reveals how Dutch yards have successfully fought back against the recession

### UK Bribery Act

Everything you'll need to know about the major international clampdown on contract incentives



# Vincenzo Moccia

Leopard Yachts' CEO on the challenges of restructuring one of Italy's oldest yards

### + Ligurian refit

The joys of overhauling on the beautiful Italian Riviera

### Best registry

Expert advice on selecting the right flag for your yacht

### Exterior stylists

Top designers discuss the challenges of creativity

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- Yacht Solutions' new refit facility
- Launch of energy consumption initiative
- New build project for YCO Group

## NEWS IN BRIEF

### ■ RAYMARINE EXPANDS DISTRIBUTION FACILITIES

Raymarine is to open a new sales, service, technical support and distribution facility in Holland on 1st July. Based in Velp, near Arnhem in the southeast of the country, Raymarine Nederland will offer sales, service and support to consumers, dealers, retailers and OEMs throughout Holland, including specialist superyacht builders.

### ■ MERRILL STEVENS BOUGHT FOR US\$6.6M

Davis Marlow, chairman of Marlow Yachts in Palmetto, Florida, has bought the Merrill Stevens Dry Dock facility for US\$6.6m. Marlow says he has ambitious plans to renovate the six-acre Miami facility over the next two years. The price paid is half that paid by previous owner, Hugh Westbrook, when he bought the premises in 2004.

### ■ NEW OPERATOR FOR YAS MARINA

Abu Dhabi property developer, Aldar, has asked Camper & Nicholsons Marinas (CNM) to operate Yas Marina, located at the heart of Yas Marina Circuit. The complex has capacity for 143 yachts up to 90m (296ft) and additional visitor berthing for superyachts up to 150m. CNM will assume full operation of Yas Marina with immediate effect.

### ■ QUEENSLAND PORT PLANS REFIT FUTURE

The port of Bundaberg is undertaking a feasibility study into the viability of becoming a new superyacht construction and repair facility. The proposed facility would take advantage of the port's 8m-deep channel which could allow vessels up to 200m (656ft) to be berthed.

## Yacht Solutions acquires new Thailand refit facility



The new refit facility in Bangkok, Thailand

### THAILAND THAILAND'S YACHT

**SOLUTIONS** has acquired a new superyacht refit facility in Bangkok. Measuring 300m x 100m, the new facility can accommodate vessels of up to 200m (656ft) and is located just one hour from Bangkok International Airport.

Yacht Solutions' Bangkok facilities now include haul-out

"We have been in the marine refit and repair business in Thailand for 10 years and this seems the natural progression for our business," says managing director Gareth Twist.

"The superyacht industry in Asia is growing and recent trends show that there has been a year-on-year increase in the number of superyachts

**"We've been in the marine refit business in Thailand for 10 years and this seems the natural progression"**

services for yachts of up to 85m (279ft) and 1,500t, as well as access to two 115m dry docks, alongside berthing, two floating docks of up to 160m, and a lift capacity of 3,000t.

either in the region or transiting through the region and we are very keen to attract those vessels to our Thailand facility for planned or emergency refits, repairs or conversion work."

## SB's CHOICE



### ► CUSTOM WEB BLOCK

Lewmar's new Custom 12t-14t Web Block is a strop loop which puts the load directly onto the sheave axle rather than directly to the cheeks of the block. See page 73

## BMT Nigel Gee and ECOsuperyacht launch joint initiative

### UK BRITISH DESIGN

**CONSULTANT** BMT Nigel Gee and ECOsuperyacht, an energy management service based in Palma de Mallorca, have teamed up to help superyacht owners reduce energy consumption.

The companies will provide feasibility studies assessing the impact of carbon reduction programs. The work will include developing models to highlight energy savings, emission reductions and cost benefits.

"Many owners and captains are already offsetting carbon emissions from their yachts each year, which is a great commitment," says Richard Franklin, MD of ECOsuperyacht, and former superyacht captain.

"But it can involve taking on additional costs that place a greater burden on operating budgets. We want to turn this around and make carbon neutrality pay for itself."

## YCO Group selected for build project

**MONACO YCO GROUP IS** to manage a new build project with a leading European yard on behalf of a long-term client.

The project will be a full custom build of a superyacht in excess of 80m (260ft).

Work will be undertaken in conjunction with UK based Superyacht Design House.

"We're delighted to have been chosen to undertake the contracting and project management of a yacht of this calibre," says YCO chief executive Charlie Birkett.

The yacht is due to be delivered in 2014.