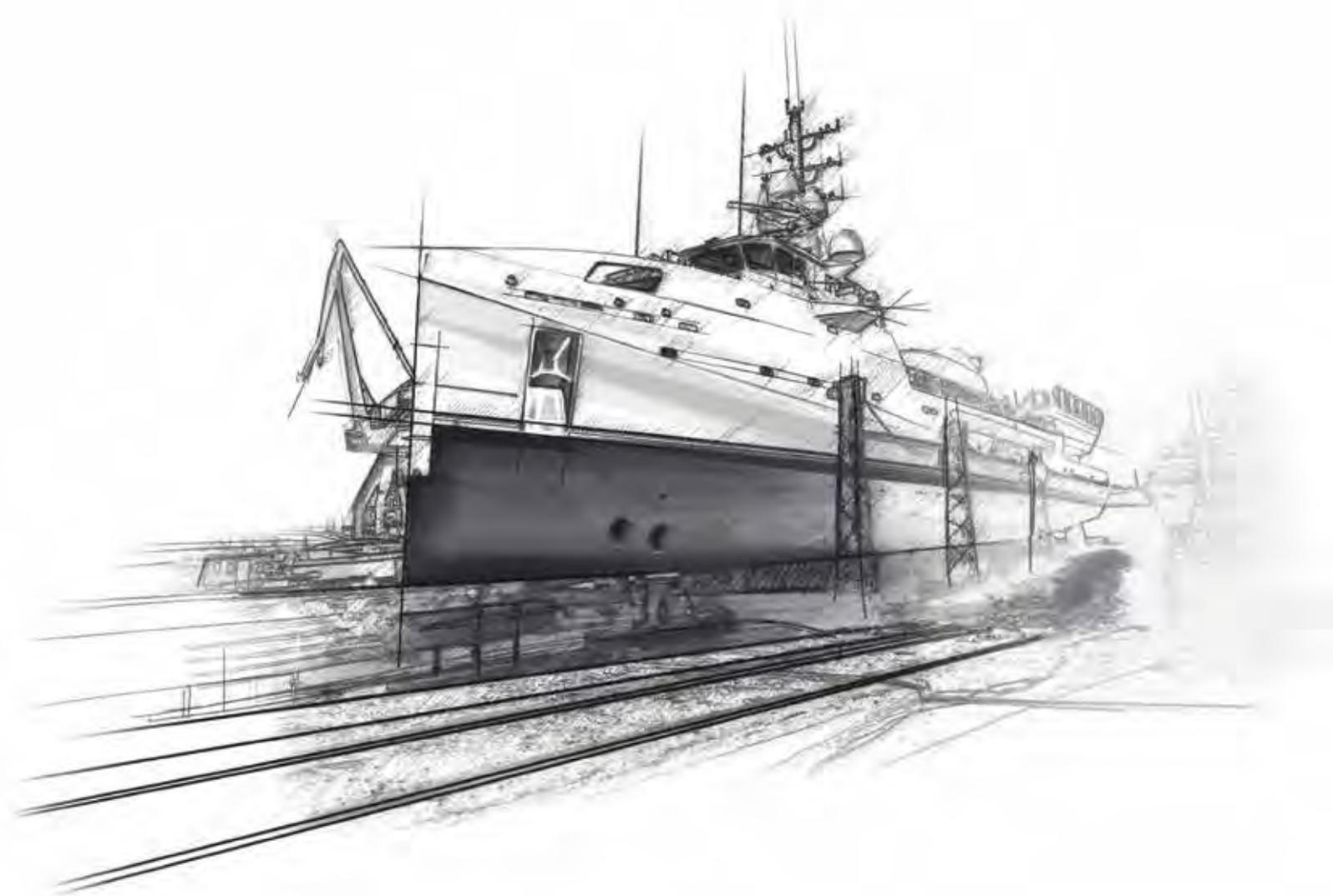


ASINEROS

DE MALLORCA
MAGAZINE

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We are proud to announce our shipyard has been selected as one of the four finalists of the Best Superyacht Refit Yard Award 2021

2021 SUPERYACHT
BUSINESS AWARDS
BY ACREW

FINALIST

BEST SUPERYACHT
REFIT YARD
VOTED BY CAPTAINS & CREW

2021



The Best Refit Yard Award recognises and respects the specialised efforts in shore-support, to ensure the best refit for yachts.

Nominated by superyacht captains and crew from all around the world, this global award celebrates yacht refit yards that offer the best refit services and are commended for their willingness to communicate with captains and crew in order to prioritize the work that needs to be done efficiently.

A big thank you to all the Captains and Crew for their continuous trust and recognition!

Judging Criteria:

- Customer Service
- Safety & Procedures
- Location
- Contactability
- Amenities
- Up to date facilities
- Accessibility
- Large Slipway and Hoisting Capacity
- Security
- Latest tooling technology
- Storage

CREW AWARDS CELEBRATION

The 2020 Crew Awards Celebration took place on the 12th of June in Barcelona, at the World Trade Centre.

The long awaited event (which had been postponed due to Covid-19) was an enormous success and the 120 guests who attended the ceremony made it an evening to remember. Businesses and Crew were able to

enjoy an evening of live entertainment with welcome cocktails, open bar and a gourmet dinner. The atmosphere certainly lifted everyone's spirits after a very difficult year for many. ACREW announced they were planning a bigger, more relaxed and less restrictive award ceremony for the 2021 Crew Awards, taking place in autumn at the same location in Barcelona.



Adrian Prada, Onno Ebbens, Victor Perez



PORT TARRACO SITE
REFIT SERVICE POINT

NEW
REFIT SERVICE POINT
IN PORT TARRACO!

After the success of our first refit service point, opened in STP in 2010, we are pleased to announce our new refit service site in Port Tarraco which has been operational since February 2021.





Only 60km from Barcelona, this new operational hub offers our full range of Refit & Repair solutions to all vessels berthed in the surrounding area. Captains and engineers who have chosen Port Tarraco, Barcelona or other neighbouring marinas can now benefit from our 80 years of know-how as well as our ship repair liability insurance. Last but not least, our Procurement Department and adjacent workshop are ready to assist with specialised purchasing and wide range of technical services.

“We rely on the Astilleros’ service from day one whilst in the Balearics, and being able to count on them in Port Tarraco as well is great news for us”, commented Klaudio Marčelić, OR & Captain of the 90m M/Y DAR - multi World Superyacht award winner.

A COMBINATION OF TRADITIONAL CONCEPTS AND INNOVATIVE APPROACH

Designed for the workday and inspired by the richly tailored refit experience we provide, our premises in Port Tarraco showcase our ability to combine traditional concepts with innovative approach. 2020 was a difficult year and we all came out of it with a craving to socialize and work together. Driven by the idea to provide a personalized experience and sense of community along with a safe environment, we have shaped our workspace using the next generation design, putting all our efforts into creating the

feeling of connection between people and a sense of shared purpose. We welcome you to come and visit our office and find your favourite space within.

“With the recent incorporation of Astilleros de Mallorca, a company of recognized prestige in shipbuilding and repair, we are taking an important qualitative step to position Tarragona as a winter destination for the maintenance and repair of large yachts”, states Marc Colls, General Manager of Port Tarraco.



THE FIRST POST COVID **ON-SITE** AND

PALMA

SUPERYACHT SHOW

The first post covid on-site nautical show has finally happened!
The traditional Palma International Boat Show, usually celebrated at the end of April, finally took place the first week of June.



Rhea Rouw interviewing
our MD Carlos Morales

Long-awaited, this event sent a break through message to the worldwide yachting community of a gentle return to a normal life.

Organised in a climate of uncertainty, due to covid travel restrictions, it was a big relief to see that everybody was motivated and managed to attend. Rather than a yacht show, it was a great “get together” event.

It was heart-warming to see people walking on the dock and eagerly looking for familiar faces. We all had the impression we had not seen each other for so long and had so many things to talk about. The organisation had put in place a safety protocol to ensure a safe environment and everything went really smoothly. Rhea Rouw from International Yachting Radio was interviewing and Live streaming on board one of the fastest vessels in the world - M/Y Moonraker. The organisation reported that 16,000 visitors had attended the event.

INDUSTRY PRESENTS...

ONLINE YACHTING EXPERIENCE

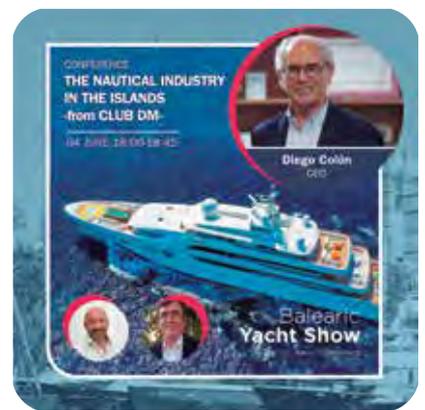
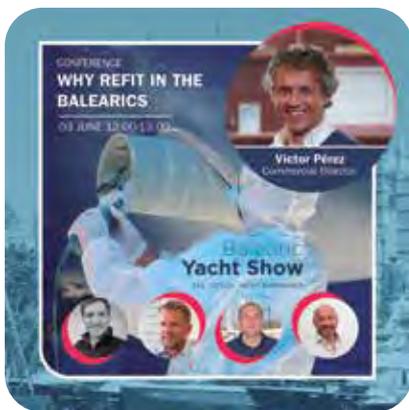
Balearic Yacht Show

THE VIRTUAL YACHT EXPERIENCE

In parallel, the Balearic Yacht Show was available online; an experience which gave all those people who were unable to travel the opportunity to connect to the show.

Impelled by the Balearic Marine Cluster and the Chamber of Commerce, this virtual event offered the visitors access to daily conferences, presentations and round tables.

We, as a shipyard, took part in some of them, especially the ones concerning our sector, which is the largest marine industry in the Balearics.





The longest running superyacht regatta in Europe is back!

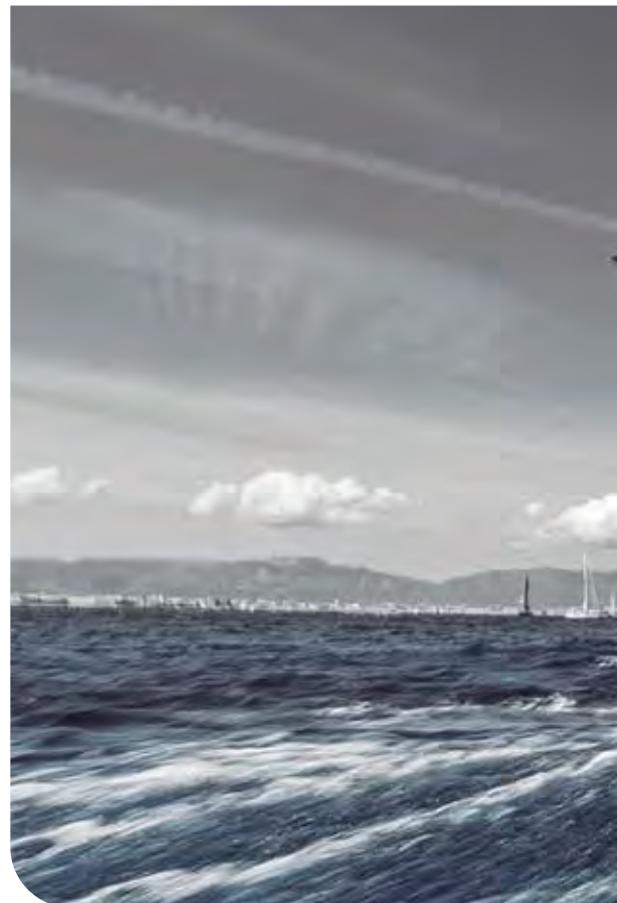
The 25th anniversary of the longest running superyacht regatta in Europe was once again graced with perfect weather conditions and a highly motivating breeze eased the start of the race.

Nine sailing boats deployed their sails and transformed Palma's bay into a spectacular scenario. Even though the usual crew village was not on the program this year, (due to the Organization's decision to ensure a completely safe environment), the premises of Real Club Nautico de Palma offered excellent conditions and everybody enjoyed the event.

Our prize this year went to Ravenger, a 43m Royal Huisman, which despite its debut won the 3 races and imposed itself as the leader in Class B. An equally impressive achievement went to Nilaya, which sailed straight into the top position on the Class A podium.

Yacht Name	R1	R2	R3	TOTAL
1. Nilaya	1	1	1	3
2. Missy	2	2	4	8
3. Shamanna	3	3	2	8
4. Umiko	4	4	3	11

Yacht Name	R1	R2	R3	TOTAL
1. Ravenger	1	1	1	3
2. Genesha	2	3	2	7
3. Baiurdo VI	3	2	3	8
4. Scorpione of L.	5	4	5	13
5. Aquarius	4	5	6	15





Astilleros de Mallorca,
official partner of the
Superyacht Cup since 1997





mYS

MONACO
YACHT SHOW

22 - 25 SEPTEMBER 2021

COME AND JOIN US

FOR THE BALEARIC MARINE
CLUSTER EVENTS

22/09 17h **AL47** Flavours of Spain

23/09 17h **AL47** Kitchens of the Balearics

24/09 17h **AL47** Next stop Mallorca



Quai Albert 1^{er}

AL48

Where you can find us
We look forward to seeing you!





IoT, RFID, API, APP... the world of digital transformation is full of acronyms that everyone talks about, but in general they represent areas of digitalization that are just the icing on the cake.

The path of Digital Transformation within an industry is a long-distance race; a job of building solid foundations on which technological tools are later built. Robust processes are the basis, an ERP with a technology that allows integration and interconnection capabilities would only be the first level. Astilleros de

Mallorca, continuously carries out improvements of processes, according to the philosophy of the PDCA cycle and this summer we have completed the implementation of a new ERP. This new software allows us to work remotely in a native way thanks to its web environment. Its API service allows us to connect with virtually any

other application on the market, or build new, fully adapted and customized layers, such as customer, supplier and staff platforms. With firm ground below our feet, we have advanced to the next level. We are developing a customer portal that improves job visibility to captains, managers and other shipowner representatives. It



allows for the approval of quotations or works, presents work lists in a comfortable and coherent manner, indicating the status and giving vital information on the financial situation of the project. We have designed an APP from which our operators report the hours worked. For better control and traceability, our clients can approve the hours from both the website or the APP. The next step will be the incorporation of a QR / RFID labelling system to improve the traceability of materials within the shipyard. These actions join others already consolidated years ago, such

as digitization of our documentation. This is generally quite native, with the exception of some process documents that are digitized and follow virtual control and approval processes. The automatic acquisition of digital invoice data (using OCR technology) and the receipt of electronic invoices with an automatic upload to the ERP was already a reality with our previous program. Digitalization and implementing technology is not an objective for Astilleros de Mallorca. What we seek is to improve the day

to day experience of our clients whilst we continue to work with the quality that characterizes us.

Lucía Mingot
Quality & Innovation Director



WORKING IN A
SAFE ENVIRONMENT

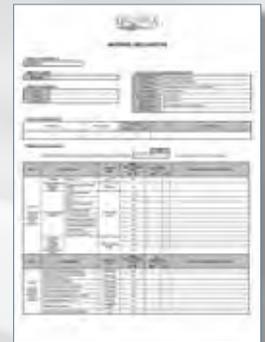
Hundreds of vessels are dismantled every year all over the world. Regrettably, the dismantling and recycling of these vessels is very often an activity that poses a great risk for the health of the workers and for the environment.





To help comply with this regulation, Astilleros de Mallorca will provide a document at the end of a refit to any yacht that requires it.

This document will have a format compliant with IHM requirements and will state, for every item in our final invoice, whether any hazardous materials have been supplied or installed.



The European Union approved a regulation, EU n° 1257/2013 which entered into force on the 1st January 2021 and which is intended to be the first step towards having control over this activity. The objective of this regulation is that, when a vessel is set to be dismantled and recycled, the company in charge of that task has an inventory of any hazardous materials onboard.

To comply with this regulation, all yachts above 500GT sailing in European waters or docking at European ports, must have an inventory of hazardous materials. The IHM is a document that is maintained and updated by the crew throughout the life of the ship.



Inside ASTILLEROS



Conversation with **Salvador Seguí**,
head of our Electronics department

“The future is very promising, there is no daily, personal, professional or leisure area where electronics is not present and the yachting world is no stranger to this reality. Electronics is present wherever we look”

Salva, tell us a bit more about your background?

The best way to present myself is undoubtedly my more than 25 years of experience in the naval electronics sector. From my beginning to, this new position, since February 2020, as head of the new electronics department in Astilleros de Mallorca, I have had the chance to collaborate with the most prestigious manufacturers in the market, which has given me a very global vision of the business. From a field engineer to the position of general manager, I have dedicated all my career to radio communication systems, electronic navigation equipment and entertainment, which has given me the opportunity to work in important international projects, giving support to companies such as Balearia, Armas, Sea France Royal Clipper Cruises and of course Astilleros de Mallorca.

An Electronics department of its own did not exist in Astilleros, as this type of work was subcontracted. What is the idea for this new department?

My first objective of joining Astilleros de Mallorca since February of last year, has been the integration of new capabilities into the different existing departments, such as the electrical, hydraulic and mechanical workshop. I have provided services and developing solutions that have added value to the final product of our own production chain. The integration of these new capabilities has been and is in constant development and growth since the first day of my incorporation, evolving according to the real needs and challenges posed by the daily development of our production activity.

How does this integration work within the rest of the departments and what type of work does it involve?

Some good examples of this integration and added value is our capacity to provide service, sales, installation, repair and commissioning of electronic elements, combined with the hydraulics and mechanics departments. Steering elements (FU & NFU tillers and wheels, autopilots, bow & stern thrusters controls, etc.),

propulsion plant electronic controls (remote engine controls/throttles, REXROTH/AVENTICS, KOBELT), control and monitoring of variable pitch propellers (Controllable Pitch Propellers CPP), ship dynamics



(stabilizers FINS & TRIMTABS by NAIAD DYNAMICS) or domotic solutions (YACHTICA), the latter working in conjunction with the electrical department. In addition to those mentioned above, it is worth highlighting other new capabilities such as the implementation of monitoring systems, CCTV cameras, intrusion alarms, presence and access control. A recent addition to our portfolio is a protection system against atmospheric discharges and an electromagnetic protector that AVOIDS THE IMPACT OF LIGHTNING; an installation that is highly recommended for sailboats. Also noteworthy, is the ability to deal with the repair of discontinued and obsolete systems by reconditioning spare parts; even when it has been necessary to prototype electronic boards (PCB's). This gives a second life to systems that otherwise should have been replaced in their entirety, thus minimizing costs and achieving delivery times that meet with the customer's needs. All these new capabilities are integrated into Astilleros de Mallorca's internal production chain and processes. At the same time they are combined with the existing and also new collaborations set up with the most prestigious specialist companies in the sector, with the sole aim of achieving maximum excellence in the services we offer.

What do you predict for the future?

The future is very promising. There is no daily, personal, professional or leisure area where electronics is not present and the yachting world is no stranger to this reality. Electronics is present wherever we look. From the electronics department we are aware of all those new business opportunities and innovations that are later likely to be incorporated into our internal production chain.

Knowing our PARTNERS

Electrical retrofit on a 63m motor yacht by INSTEIMED



One of our in-house partners, INSTEIMED, has executed a big challenge, performing an important electrical retrofit in our premises on a 63m motor yacht. The whole Main Switchboard and Alarm & Monitoring System has been refit, among other important milestones, like new generators, a high power Shore Power Converter and several controls systems for auxiliary equipment.

MSB (Main Switchboard)

The MSB is equipped with the latest state of art technology. At the core of the switchboard, the power management system (PMS) is provided with Deif's PPM300 cutting edge controllers. These controllers carry built-in power management functions from generator control and protection to power management solutions developed for diesel generators, shaft generators, shore connections, hybrid systems, bustie breakers and so on. Each generator is provided with a PPM300 controller and a display for its control. A 10" touchscreen HMI has also been installed to control the entire plant from a single display in the MSB.

Some of the operations performed by the PPM300 controllers are black-out prevention and resolution, cooling time, governor and AVR control, tripping of non-essential



services, start request from heavy consumers, maximum operating time in parallel with the shore power converter, load sharing, reverse power control, among others. The new and innovative data management system for electricity and energy consumption, Smart Panel from Schneider Electric, has been incorporated, achieving greater energy savings and control over consumers. This system is able to acquire big data regarding consumption and operation of all outgoing and ingoing services in MSB, transmitting all this valuable information to the Chief Engineer.

Regarding busbars and power distributors, a mix of Riline and Linergy products, from Rittal and Schneider Electric respectively, has also been used. Speaking of protections, it has the most advanced circuit breakers on the market NSX, NSXm and Masterpact MTZ, with the new micrologic trip units connected to the Smart Panel system, which has been commented on previously. As for the control

and protection of pumps, LUCA modular starter controllers from the TeSys U family have been used, all this high quality equipment from the manufacturer Schneider Electric.

An important point is the safety of the installation and prevention of failures. An earth leakage current meter has been installed, to constantly monitor for insulation failures. From the more esthetical point of view, the handrails and plan holders have been laser engraved on stainless steel with the vessel logo and name giving a fine and exclusive detail for the Owner.

The design and functionality of the electrical panel has been impressive, with the finish of the smooth white enclosure at the same level as the superyacht.

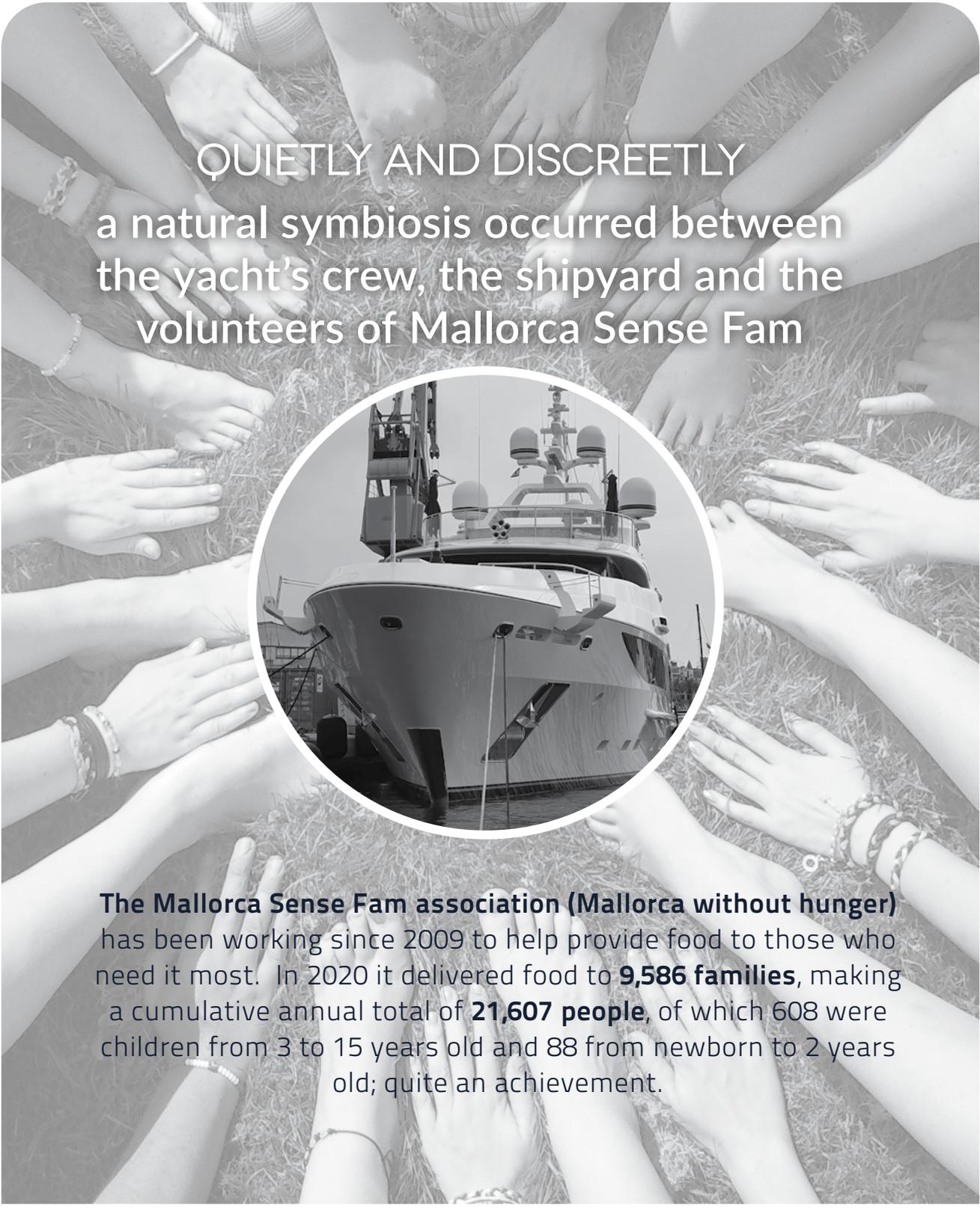
AMS (Alarm & Monitoring System)

As a big challenge for the refit project, the AMS has been renewed, going from an old system based on independent PLCs to a complete

modern automation system with PRAXIS Automation Technology, a company with which INSTEIMED SA has already carried out several projects side by side.

There were a total of 7 acquisition processing substations on the yacht, distributed mainly by engine room and bridge. Besides this, the new Alarm Monitoring System consists of different workstations and display points scattered around the yacht, showing information and alarms in graphic mimics. As usual, there is a touch screen for control and visualization of the complete system in the Engine Control Room and another with the same characteristics in the Bridge. As an innovation, large display screens able to show information in mimics have been installed in each of the crew officers' cabins. In this way, engineers have greater control of the situation in the event of an unattended machine or anytime.





QUIETLY AND DISCREETLY
a natural symbiosis occurred between
the yacht's crew, the shipyard and the
volunteers of Mallorca Sense Fam

The Mallorca Sense Fam association (Mallorca without hunger) has been working since 2009 to help provide food to those who need it most. In 2020 it delivered food to **9,586 families**, making a cumulative annual total of **21,607 people**, of which 608 were children from 3 to 15 years old and 88 from newborn to 2 years old; quite an achievement.

477,614 kgs of non-perishable food, fruits and vegetables, meat, eggs and bread were distributed during the last year. With the donations received, MSF has been able to purchase household cleaning and personal hygiene products and masks for distribution to the needy.

The aid to families, in the form of food, is even **delivered directly to the homes** of those over 65 years of age who, for health reasons or disabilities, are unable to go to the Mallorca Sense Fam headquarters.

This covers above all the basic needs of some of the most deprived neighbourhoods in the city.

By 2021 MSF's objective is to increase the radius of action to more neighbourhoods in Palma and to reach villages further afield within Mallorca. The aid to acquire food comes from different institutions and events with volunteers and donations from private entities.

Large warehouses working in the field of food, energy companies, banks and companies in the nautical sector help to alleviate poverty and the lack of basic elements among some of the most disadvantaged families in Mallorca.

We are proud to be one of these entities and we hope many more others will join us.

For almost five years, our warehouse manager, Pepe Allegue, has been donating to MSF on behalf of the yachts that are undertaking refits within our premises. Non-perishable foods, such as rice, pasta, preserves and other products that the yachts wished to replace, but they did not want to throw away are now being taken advantage of.



Quietly and discreetly, a natural symbiosis occurred between the yacht's crew, our shipyard and the volunteers of Mallorca Sense Fam, whose van now visits us almost every week, to collect kilos of products in perfect condition.

We realized that not only food could be used, and that there were many other items that large yachts frequently replace and which could be of use to the Mallorcan organization. Subsequently, mattresses, books, toys, furniture and above all

cooking material, such as pots, pans, glasses or trays, are delivered by the yachts to our warehouse so that Pepe can organize, pack and send them quickly on to Mallorca Sense Fam. Some of these products, such as kitchen equipment, refrigerators or appliances, are sent directly to soup kitchens. Other items, such as furniture or books, are sold by FAM volunteers at charitable events and boot fairs to raise funds that will eventually be used to purchase more fresh food.

And so, in such a natural way, a positive relationship has been created, among the vessels in our premises and Mallorca Sense Fam. These unlikely items are properly rehomed and reused. Food does not go to waste and even the most unusual items of furniture ends up being converted into rice or bread that will find its place on the plates of those who need it most.



A big thank you to all our yachties with big hearts!

Interview with Tom Filby, Captain of the 72m bright turquoise M/Y Axioma built by Dunya Yachts in 2013.

Often described as a ‘feature packed yacht’, we had the privilege to manage her refit during the refit season 2020-2021. We asked her captain about his refit experience.

Tom, how long have you been captain on Axioma?

I have been onboard for almost 4 years already and it is not the first time we have worked with the Astilleros’ team.

What works did you carry out?

The major works we’ve completed in the past few years with AdM have been painting of the hull and parts of the superstructure in sections; 10 year survey and docking works; servicing a vast array of machinery and bridge electronics; some interior

and crew area modifications; safety and security annual servicing as well as works with our tenders.

What is of crucial importance in a refit?

It is a difficult question but timing, quality and budget are definitely the key ones! As a busy commercial yacht doing both Med and Caribbean seasons we are very restricted with the time we have for maintenance periods, so they need to be as efficient as they can be in terms of cost and time, while maximizing the quality we



can achieve within those constraints for a high-end charter yacht.

How do you manage between time, quality and cost?

The choice of yard is very important to us to help achieve this. We need a shipyard that can cope with our demands in a commercial sense whilst understanding the needs, delicacy and quality needed for a successful charter yacht, so one that has great experience in dealing with these kinds of vessels.

What are your tips for a successful refit?

Pre-planning is key - to get quotations and schedules organised, locked in advance as much as you can, an experienced Project Manager both

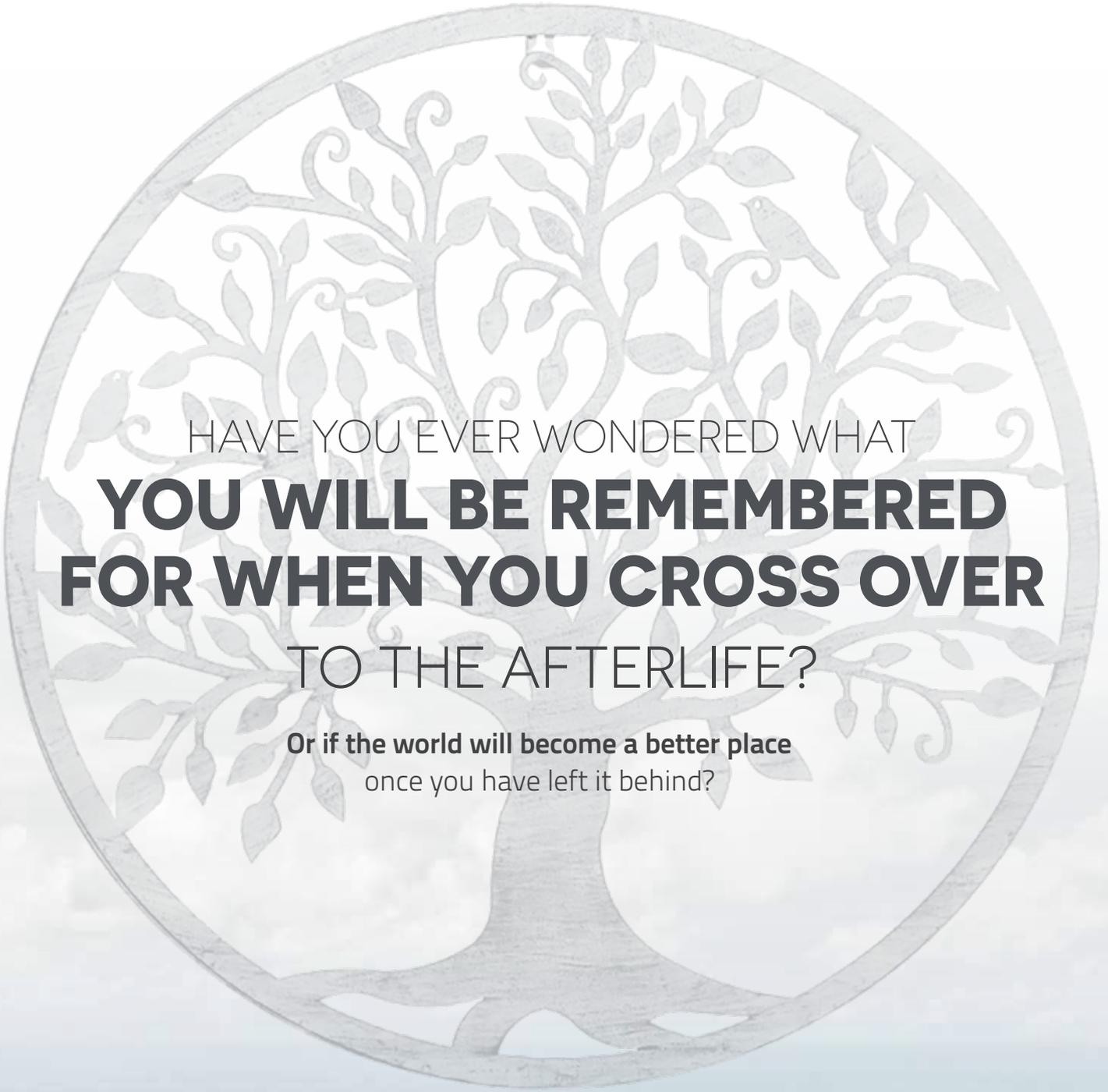
on the Owner's (if you have one) and Shipyard, as well as an experienced Captain, Chief Engineer and senior crew from the yacht's side who can work symbiotically to achieve the goals at the right time, price and standard. This avoids fights, disputes and last minute high escalation of costs during and after the refit.

What memories do you take with you from Astilleros de Mallorca?

Very happy ones! I have been doing shipyard periods at AdM for the last 5-6 years and have consistently come away with a good feeling that we achieved what we wanted, worked with a good team of workers and contractors who care and would go back again...

“We need a shipyard that can cope with our demands in a commercial sense whilst understanding the needs, delicacy and quality needed for a successful charter yacht, so one that has great experience in dealing with these kinds of vessels.”





HAVE YOU EVER WONDERED WHAT
**YOU WILL BE REMEMBERED
FOR WHEN YOU CROSS OVER**
TO THE AFTERLIFE?

Or if the world will become a better place
once you have left it behind?

The answers given here reveal what is really important, and within my list of answers is the grain of sand that we contribute from the environmental department of Astilleros de Mallorca. And it is something that we are constantly trying to improve upon. It goes without saying that we comply with the environmental legislation but our mission is to go a step further.

It is a great satisfaction to know that our SEABIN has removed approximately 70 kilos of floating waste that the “embat “ (prevailing wind in our port) brings us every day; or that our Galibos canteen separates the organic waste to produce compost that is then used as fertilizer by local farmers, who later supply fresh produce to the canteen itself.

It is with pleasure that we allow our facilities to be used for the testing of a camera equipped with Artificial Intelligence that “learns” to distinguish clean water from oil spills or floating rubbish. In the near future a network of cameras will be able to detect the areas of accumulation of flotsam depending on the prevailing winds, to remove them and increase the speed of detection from any spillage. Along with other Spanish shipyards we have a collaboration set up with a technology centre, to study the feasibility of applying hydrogen cell technology as an energy generating element in a shipyard. We have supported and encouraged sustainable mobility by adopting electric vehicles inside our facilities and bicycles for our personnel to travel between our work centres. The hot water in

the changing rooms is supplied by our solar panels. We are equipped with anti-pollution equipment and have years of experience carrying out environmental drills that would enable us to act in the event of an accidental spill from one of the yachts we repair. Astilleros de Mallorca has earned a place on the environmental committees of local business associations that promote environmental agendas involving the entire sector.

And in addition to innovative, eye-catching projects, every day of the year, we work on implementing new environmental requirements, improving processes, training and raising awareness among collaborating companies, colleagues and clients. This ant-like work has an incalculable impact on people's mentality; it is a real engine of change.

Lucía Mingot
Quality & Innovation Director

