# Mallorca's premier shipyard

The Mediterranean Refit and Repair centre for Superyachts



#### PREMIER SHIPYARD

Centrally located in the Port of Palma and only a short walk from the city centre, Astilleros de Mallorca is one of the first facilities of it's kind to provide a full 'one stop' Superyacht Service Centre in Mediterranean.

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## Welcome

The keystone of Astilleros de Mallorca's success and reputation are its core ethics, transparency, the highest quality guaranteed work, trust, and loyalty towards it's clients.

#### **ASTILLEROS**

de Mallorca is a full service shipyard deeply rooted in the

old artisan's tradition of the '40s but our craftspeople do not simply conserve the technical heritage but also enrich and adapt their knowledge to the present needs. We feel passionately about yachts. The older and younger generations have worked side by side to upgrade and expand our service range and facilities, boosting Astilleros into the refit and repair specialist we are now.

Few yards in the world are able to restore a schooner to its original splendour or turn a boat into a comfortable luxury yacht, and Astilleros de Mallorca is proud to be among them.

Diego Colón de Carvajal CEO

Diego Colos





#### **CERTIFICATES**

#### Recognized Services

Faithfull to our philosophy of providing top quality service, we are proud of our daily commitment to continuing to meet all required quality and safety requisites of the most important Classification Societies, Associations and Councils.

Our effort has been recognized and backed up with the issuance of a broad range of certificates from Lloyds, ABS and Bureau Veritas.

#### **INSURANCE AND GUARANTEE**

#### Reliable quality

Having coverage is one thing, having a really good coverage is another. Few Refit and Repair shipyards in the Mediterranean can offer you civil liability in respect of any event to the sum of Euros 30.000.000.

Far more than just giving our clients a guarantee, we feel responsible for our work and therefore offer our clients a twelve month guarantee on new execution works and the installation of new equipment.

#### **MEMBERS OF ICOMIA**

#### A unique Code of Practice

All yard members of the ICOMIA Superyacht Refit Group conform to a unique Code of Practice that brings certainty to your refit and eases the owner's concerns on how their yacht's refit will be managed and the quality that will be achieved.

Known to many leading yacht management companies and marine lawyers, the ICOMIA Contract speeds up the process of contractual settlement. It is the industry standard.



#### **CUSTOMER SERVICE**

#### The lifeblood of our business

Good customer service is paramount to maintaining our special relationship with our clients.

Working in a country where one doesn't speak the language can be frustrating and time consuming; our multilingual staff are here to help and advice as best they can.

#### **SUB-CONTRACTORS**

#### Combining Expertise

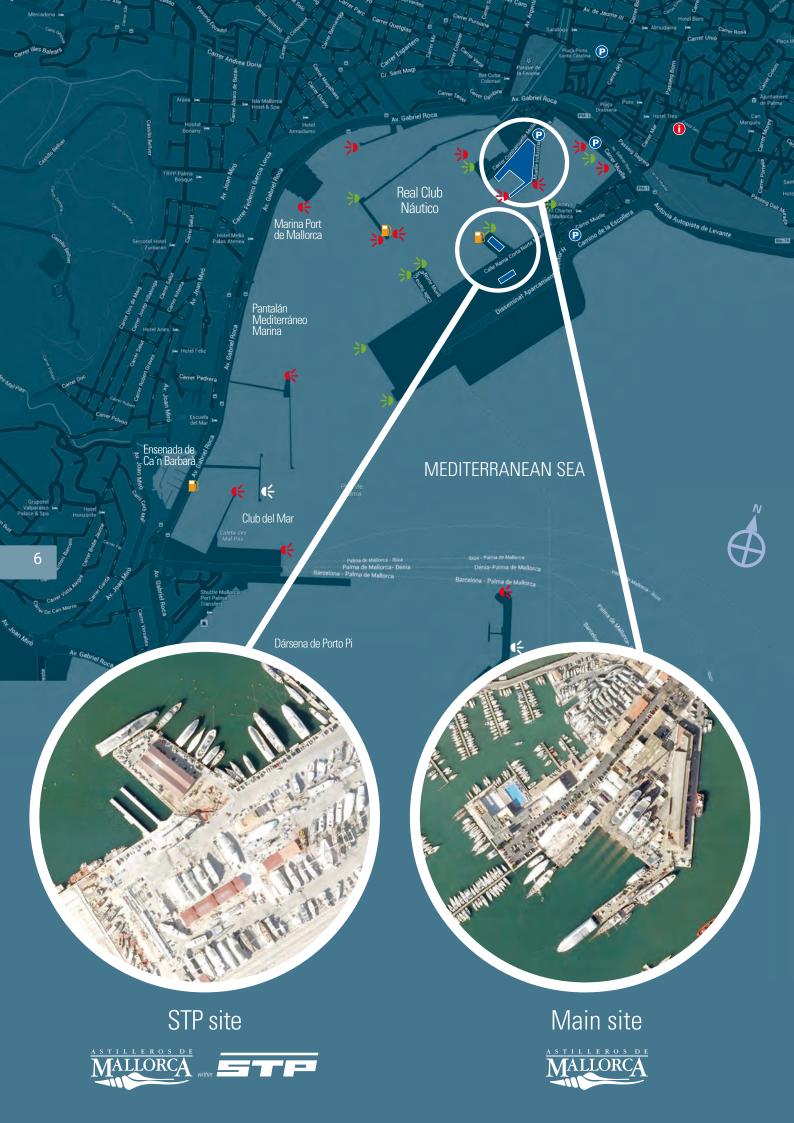
We are partners of a great number of renowned companies, which share with us the goal of providing the best service to our clients. This cooperation gives us the edge when running a tight refit schedule or supplying a yacht with specialised equipment at short notice.

Great care is taken in our approach to these companies as our guarantee is extensive to the works supplied by our partners.

Your contact partner

**MANAGEMENT** 

Our management team hail from a cross-section of backgrounds, including naval architects and technical experts in naval construction, all with a shrewd understanding of the working of the yacht industry and the pressures which the crew and their vessel have to deal with during the operational season. Their main task is to give you all their support and advice. During the daily production meeting, project managers, work shop foremen and contractors involved discuss each vessel point by point, to ensure that everything is running on schedule and highlight issues before they become a problem.



# Best locations in the Mediterranean

No matter where your haul out takes place, Astilleros will offer an integrated and efficient service.

#### Main site. A full service shipyard



All workshops are under one roof and a step away. Inside our premises in close reach of each vessel, you find all kinds of workshops for Steel, Stainless Steel, Aluminium, Mechanical Engineering, Painting, Hydraulics, Joinery, Decking, Carpentry, Electrics, Electronics, Air Conditioning, Rigging and Upholstery.

#### STP site. The opportunity to expand



The professional Astilleros Team at STP offer the same level of expertise and craftsmanship as our main site.

We have invested heavily in this new location by opening Mechanical, Metal, Piping and Electrical workshops and our team at the branch offices will be happy to welcome you.



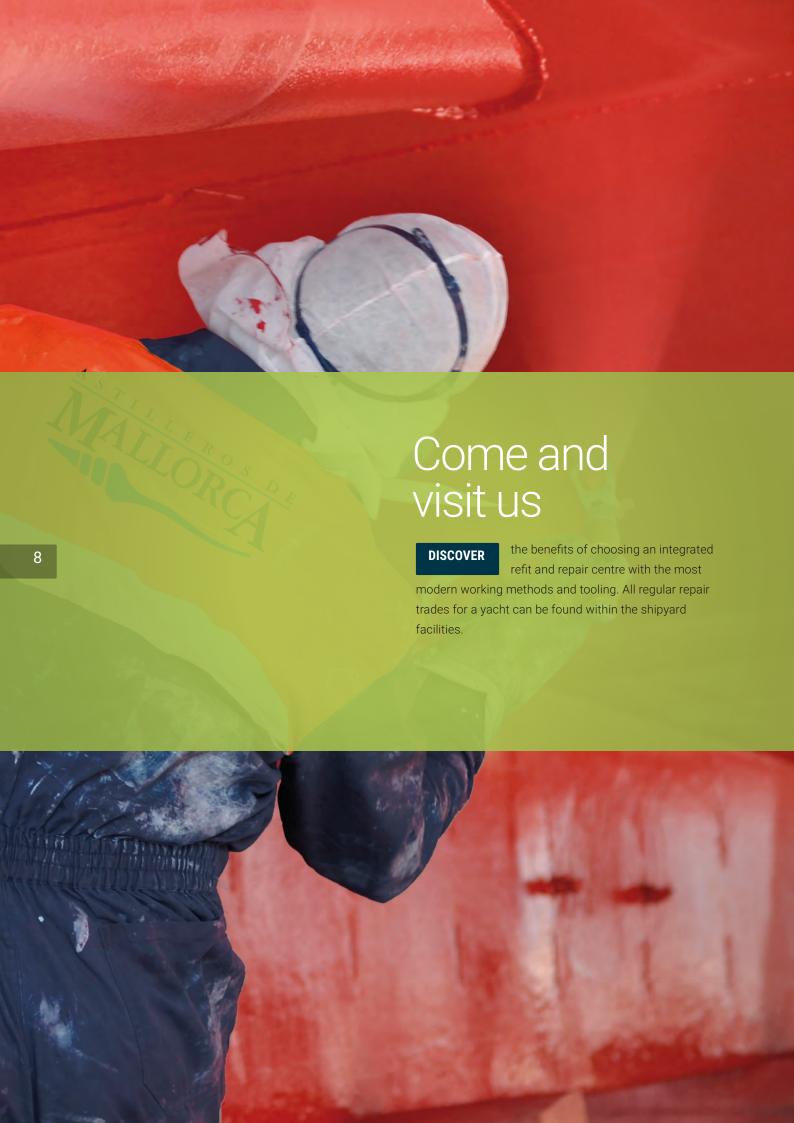
#### Flying Squad and after Sales. Yacht Support in Marinas

We provide a dedicated yacht support service that offers a comprehensive technical and logistical support. They can supply parts and equipment during an interval of your project or assist you with portable testing equipment.



#### Pre Sales. It's a small world

If you are interested in planning your upcoming stay at Astilleros de Mallorca, our Commercial Manager may be able to assist with an early quote whether you are interested in using the facilities at our main site or with our team at 'STP'. Our Commercial will be touching base several times a year in Côte d'Azur and the Caribbean Islands. Feel free to contact us to check dates.



# Facilities

More than 200 yachts are refitted or repaired in both locations every year.

#### Main site.



- → 4 Slipways with a max haulout capacity of 1700 tn.
- → Outfitting quays for vessels of up to 119 m.
- → 3 Cranes for 25, 10 and 3 tn.
- → Storage containers for personal and yacht related articles.
- → 24/7 security.

Our renewed facilities allow us to undertake any refit, conversion, repair or maintenance work that a yacht of 70m (on slip) and up to 110m (in water) might need. The facilities, equipment and specialised personnel, coordinated by our Project Managers, guarantee that the best possible work is promptly performed on your yacht.

#### STP site.



- → 5 Travel lifts ranging from 30 tn. to 700 tn.
- → 53 Berths.
- → 55.000 m<sup>2</sup> Dry dock.
- → 6 Keel pits plus a fuel dock.
- → 24/7 security.

Our door is always open... Please feel free to pop by and find out more.

Now having 3 fully manned offices in the Global building, we are able to offer you directly from STP, the following services:

- ► TPA & tax free invoicing (where possible).
- ► Technical Office & Design Work.
- ► Special Survey for Lloyds, ABS, BV and others.
- ► Dedicated Project Managers.
- Purchasing Department Special Purchases & Part Sourcing.

# Quick overview

#### We offer you a diverse range of specialties under one roof and a step away.

#### **METAL**

Metal has always been one of the basic ingredients in the shipyard's history. Our craftsmen not only have preserved the heritage of old traditions, but have also developed these techniques to forge authentic and unique custom made masterpieces.

Structural works are all undertaken with the approval of classification societies. Our experience in the construction of commercial vessels gives us a unique insight in to combining new and time honoured techniques and has made huge strides in the efficiency, cost-effectiveness and precision of it's methods in the past decades.

#### STAINLESS STEEL

Custom Design and Fabrication, we are one of the leading designers and manufacturers of marine deck equipment including awnings, staircases, railings, stanchions and vessel access systems as well as custom mooring equipment fabrication. Our stainless steel department even boasts a locksmith shop.

#### **WELDING**

Our team of welders are equally conversant with all types of welding, producing high grade finishes in every case meeting with ISO specifications. Hull and decks are cut and replaced as necessary while the superstructures and the pilot houses of aluminum are crafted to a high degree of accuracy, whilst avoiding the often challenging threat of distortion in the softer alloy.

#### **PIPING**

Any kind of piping onboard is a serious challenge for both designers and manufacturers alike. We design and fabricate all manner of pipes in steel, stainless steel, aluminium and cupronickel which harmonises with the vessel, avoiding any of the pitfalls generally associated with pipe work.

Planning a piping refit also takes a large measure of knowledge when involving installations in copper, polypropylene, PVC or stainless steel.

#### **ELECTRICAL WORKS**

We undertake every conceivable test

procedure with a confident air of expertise.

Associated agents such as Vosper, Naiad, Cathelco and Yachtica serve to enhance our abilities by offering 'in house' services, spares and megger tests.

Generator load testing and insulation testing are all covered by the appropriate Certificates for Classification Societies.

From customized A/C panels to Zero Speed Stabilisers, our electrical department can give you the best, up to date advice possible to ensure a future proof installation on your vessel.

#### MECHANICAL ENGINEERING / MACHINERY

Astilleros de Mallorca stands ready to meet all mechanical repair and conversion requirements of the marine industry.

Our capabilities include a fully qualified engineering department, a machine shop and the equipment and personnel required to carry out field service work on specialist subjects.

Shaft lines and rudders, Pumps and Deck Machinery, Stabilisers and thrusters; you name it we fix it.

#### **CARPENTRY**

The love of this craft was born in the very heart of the shipyard. Our skilled craftsmen have a special sense for such a unique and natural material. They are well versed in the widest range of materials, methods and technologies, be it teak, veneers, parquetry or composites; from Mast, spars, interior to decks and joinery. It takes devoted and experienced hands to shape the raw material into a fine artisan's piece and the finished product is guaranteed to please.

#### **HYDRAULICS**

Hydraulic components are critical for a wide range of equipment on board, and may be a headache for engineers who deal with low performance stabilising systems, gangways not extending properly or cranes that ruin a Jet Ski ride. Diagnosis becomes of maximum importance to achieve satisfactory results and our expert hands know how to deal with hydraulic components, how to repair and when to replace or redesign.

#### **PAINTING AND FINISHING**

Combining our skills with the skills of associated companies we offer the most precise methodology for yacht painting and finishing. Again and again it's shown that whilst modern technology has no bounds, the traditional method of yacht finishing is still in the hands of the artisan.





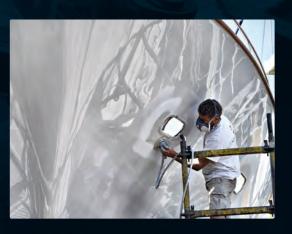


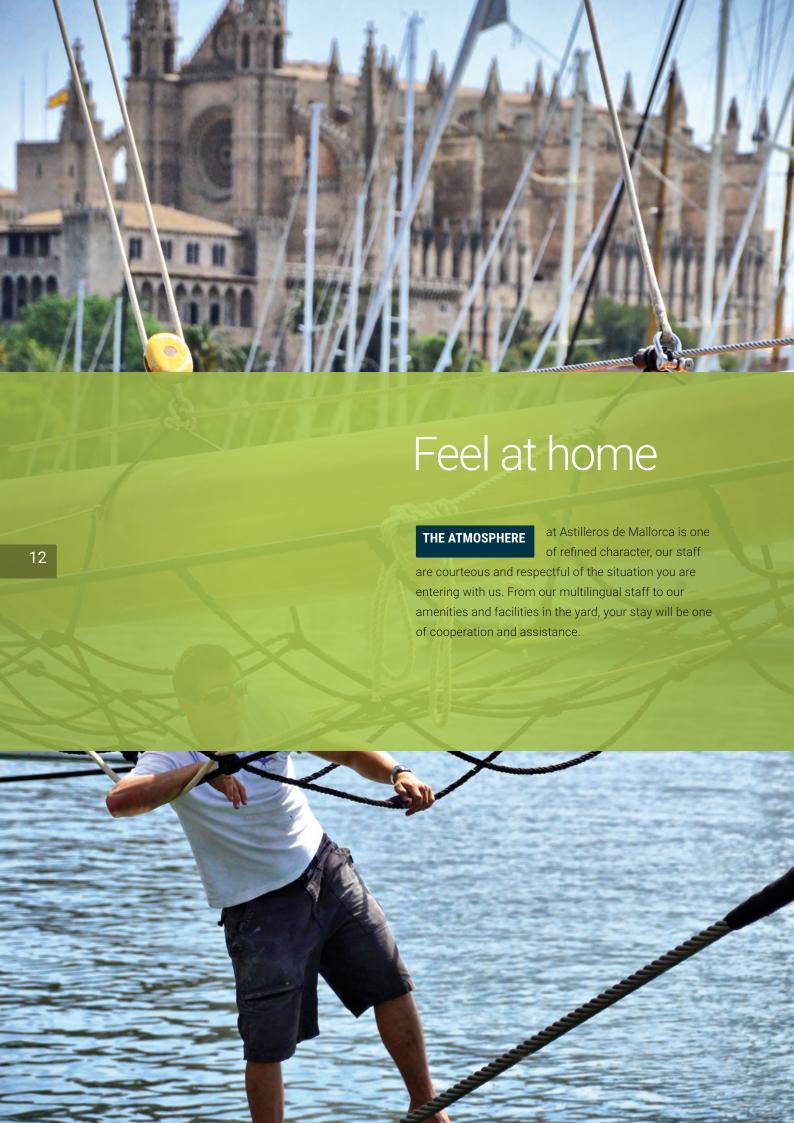












### Services

#### **TECHNICAL OFFICE**

Preparation of schematic and construction drawings for structure, piping, electricity, etc. Inclining experiments.

Damage and intact stability reports and booklets (with collaborating company).

Docking plans.

Load test for cranes and davits.

Sea trials.

Purchase management of equipment and systems.



#### **MANOEUVRE SERVICE**

Astilleros has 2 strong tenders and experienced mariners who can move any size of vessel to the slip or back to its berth. This happens frequently once work on a ship's main engines means they cannot be started for the ship to be moved under its own propulsion. This service is offered inside the Astilleros area, at STP, Real Club Náutico Palma and Club de Mar.



#### **PURCHASING**

Our dedicated purchasing department takes care of a myriad of studies to make sure your technology is current when changing or re-situating any piece of equipment on board. They will source your spares for the best option, compatibility and price. They also assure that spares which need to be in accordance with class societies legislations are correct and indicate those that don't need it.

They will check and regulate customs and tax clearance for spares, tools and equipment supplied, depending on the yacht's flag.



#### **OTHER AMENITIES**

Entering a shipyard for a major refit has never been easy. The logistics of keeping a safe working environment alongside major works can prove to be most demanding. As well as keeping the crew occupied and safe within the confines of the shipyard, a yacht captain's attention must also be drawn to the ease of access for spares and provisioning. Our amenities include a telephone connection plus internet access, storage for goods and frozen goods, tender storage and waste disposal as well as a captain's office and store supplies for the crew. Added to all this, the shipyard is ideally situated within walking distance of the grand city of Palma.

24 hr security maintains an eye on your vessel while you go about your business.





Fine Workmanship

OUR

team stands ready to meet all requirements of a complex refit or

conversion.

Efficiency, Cost-effectiveness and precision are paramount to us.



# Specialities

#### **STRUCTURAL CHANGES**

Unlike merchant ships, where hull extensions are carried out in the centre of the vessel, yachts normally take on stern extensions, and if required the subsequent aft superstructure. This is a far more practical solution and involves less disruption to the existing vessel's systems and layout. It also means an extension can be carried out in a relatively short time period.





#### **ENGINE ROOM**

The yard has also been involved in several complete engine room rebuilds where fire or flood damage has forced the stripping out of all the systems to repair the damage before replacing them.

In many of these cases decisions were taken to upgrade and simplify the yacht's engine room layout at the same time.





#### **INTERIOR**

When an owner purchases a yacht he wants to carve his mark on it, personalize it, make it his own. So you take the owner's favourite interior designer, his preferred interior outfitter and the shipyard team for co-ordination and installation of all the ancillary services. He has at hand at Astilleros, if required, services such as marble, upholstery, soft furnishings and the all important entertainment specialists, all on hand to give him a yacht to enjoy - just like having ordered a 'new build'.





### Milestones

More than 30 years have gone by since our conversion to a full service refit and repair centre and are honoured with a long list of loyal clients.

# Thank you for your trust

#### HISPANIA

Romantic Legend



#### THE RESTORATION

project of Hispania was carried out by Astilleros

de Mallorca. It all began back in 2004 with a co-operation agreement signed with Fairlie Restorations in the UK that had started the restoration of the hull.

Remarkable was the Interior restoration, a large percentage of the yacht's original furniture could be saved. Following thoroughly Fife's original drawings, we could maintain her spirit and style as she was at her very first launch.

Seeing Hispania racing in competition again, is a heart warming moment for us.

#### **BLUE BIRD**

The gentleman's yacht



#### THE RESEARCH

dedication, craftsmanship and, it

must be said, cost of this project were all quite outstanding and the result has transformed a yacht that was originally designed by GL Watson for speed ace Sir Donald Campbell in 1937 into better than new condition while seamlessly incorporating all the amenities and comforts of modern life afloat.

#### NO LO SE

#### **New Look**



THE BRIEF

to build a stern extension was firstly to increase storage

space and secondly to create a swim platform with easy access, from which guests could play. This also served to create an embarkation point to the yacht's tenders. A prefabricated steel section was designed with CAD and cut by our Plasma cutter, shaped with our heavy duty equipment the platform was then craned into place, as our team of welders went into action. The resulting new look also gives the vessel a significantly more modern design.

#### **PARAISO**

#### **Breaking the Limitations**



AFTER

a thorough planning with the Owner, Designer, Captain and

the Astilleros team, the yacht began a complete overhaul that included Engine Room refit, an aft and fore deck re-design and interior refurbishment. We are delighted to see a radiant and unique superyacht cruising the seas again with a lower consumption and increased range.

#### MARY JEAN

#### History, character, and grace



**THE ORIGINAL** 

stern was fitted with a simple teak slatted platform with

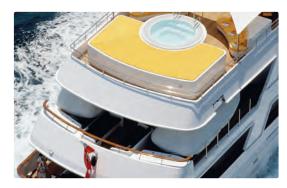
access via an external tight spiral stairway.

A 3m extension block was made under the water line to include a swim platform, with an attached vertical transom and stair arrangement. The existing lazarette was kept intact.

She has proven her seaworthiness on the seven seas and accomplished the most astonishing and well documented world cruise.

#### **PASSION**

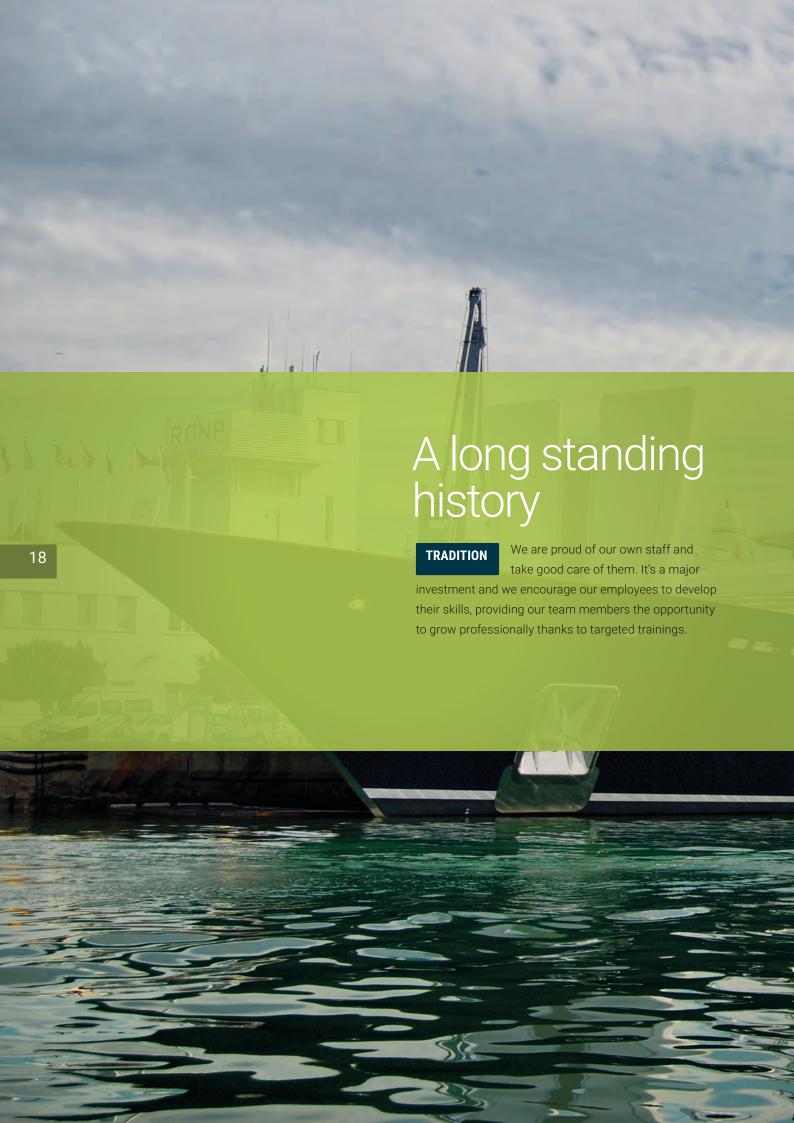
#### The name says it all



THE TOP

deck of this yacht was dedicated to tender storage

and included a two ton lifting crane. The changes in design were spectacular after the decision was taken to drop the tenders to the lower deck, thus eliminating the crane and substituting it for an overhead sliding davit. This left the top deck free for the construction of a Spa for six people, surrounded with an ample sunbathing area.



# Solid background

We adapted to the requirements of the up and coming market of luxury vessels. The conversion to a full service shipyard, specialised in refit and repair was therefore a natural step.



**ORIGINALLY** 

founded in 1942, the owners of Astilleros de Mallorca were a

group of mainly Mallorquin and Catalan partners led by Javier de la Rosa, a Spanish Navy architect and entrepreneur who recognised Palma's need of designated construction and repair facilities. Pioneering the building of commercial vessels, containerships, rescue vessels and later yachts, over the next 40 years the yard acquired an outstanding reputation.

In the mid ´80s, Jesus Freire and Fernando Santodomingo became the new owners of the yard. The two families of the Ria de Vigo with a century-old tradition in the shipbuilding industry began the process of conversion to the new activity of the shipyard into refit and repair works. This has proven to be a wise decision, not only for our company but also for the local yachting industry.



#### **ASTILLEROS DE MALLORCA**

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