

BULLETIN NEWS & MORE

ASTILLEROS DE
MALLORCA

EDITION 2014

Three case stories

The best possible solution offered by the Astilleros de Mallorca team

Palma Superyacht Show

A great success for Astilleros de Mallorca

Monaco Yacht Show 2014 Edition

Capital of yachting

Superyacht Cup 2014

Running Since 1996

Choose your survey package

and get a real diagnosis of the situation of your yacht

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2014

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SUMMARY





REFLECTIONS OF FINE
WORKMANSHIP

PALMA

SUPERYACHT SHOW

Palma de Mallorca, 30th April - 4th May



THE EVENT

The spring yacht show for brokerage and charter yachts above 24 meter of length in Palma de Mallorca, Spain.

Following on from the successful first edition of the Palma Superyacht Brokerage & Charter Show held in Palma in May 2014, the organisers have announced the dates for 2015 and its newly shortened name of PALMA SUPERYACHT SHOW.

The Show continues to offer yachts from 24 meters for both sale and charter and will run concurrently with the Palma Boat Show held in the same dates.

A GREAT SUCCESS FOR ASTILLEROS DE MALLORCA

This year's Palma Superyacht Show was a great success for Astilleros de Mallorca. The company participated with a large stand in the superyacht sector.

The relaxed mood of the Palma harbour and the generally positive response offered a great platform to communicate and share information with many other companies. Our long-term customers were impressed by the renewed image of the Superyacht Show and the attendance of the best yachts available in the market for sale or charter. The good atmosphere among exhibitors and visitors were an obvious sign of the great potential the show has to flourish and establish itself in the coming years as one of the top events in the superyacht industry.

This year, 55 yachts between 25 and 48 metres long exhibited at the Palma Superyacht Show, up from 42 in 2013.

Official reports state that in the region of 32,000 people visited the Show across the five days. Chema Sans, Director of the Boat Show said "...the important thing is that the visitor profile has been that of interested enthusiasts, of buyers, whereas last year the majority came for a stroll." This has translated into a greater amount of business, not only yachts, but also in equipment, clothing and accessories.

Organisers claim that 90% of exhibitors want to return next year, with many key exhibitors already booking their place.

Astilleros de Mallorca is looking forward to its participation next year!

Official reports state that a range of 32,000 people visited the Show across the five days.



Photos courtesy: Maria Herant @ Yacht Insiders Guide.





THE SUPER
YACHT CUP

PALMA 2014

Palma de Mallorca, 18th - 21th June



RUNNING SINCE 1996

For the 14th year in a row, Astilleros de Mallorca is sponsoring The Superyacht Cup. The 4 day Palma edition of the Superyacht Cup is the longest running Superyacht regatta in Europe and the Mediterranean. The event has become a favourite with yacht owners, friends and captains around the world that visit Palma de Mallorca annually. The bay of Palma is famed for its central location and reliable wind conditions. The racing is run by the highly experienced International Race Officers and the team of Real Club Nautico.

The Superyacht Cup provides an ideal combination of professionally managed racing with a relaxed and fun atmosphere ashore.



Photos courtesy: Jesús Renedo
jrenedo@mac.com

The event has become a favourite with yacht owners, friends and captains around the world that visit Palma de Mallorca annually.

The superyachts taking part of the event are all moored together in the SYC Regatta Village located at Muelle Viejo with the iconic Palma Cathedral and Paseo Maritimo providing a spectacular setting.

A five minute walk from the Regatta Village you can find Boutique City Hotels, first class

restaurants, the best in international shopping as well as famous architecture, art galleries and historical museums. Palma has something to offer everyone visiting this international yachting event in a vibrant and cosmopolitan City.



During this edition we wanted to have a more active presence and have chosen to show our support to a select group of well-known professional photographers by supplying the rib they needed to go out to the regatta field.

As a result of this successful edition the best pictures have been uploaded on our website in order to create a platform for you to contact the photographer directly if

interested in purchasing any of the images. We invite you to visit the photo gallery on our website link:





CAPITAL OF YACHTING

The Monaco Yacht Show is held annually in September at Monaco's Port Hercules and brings together the 500 top companies from the international luxury yachting industry.

It is the perfect event to keep up to date with the industry movements and the whereabouts of the individual yachts and at once, the companies and service providers gather to show off the latest and greatest for the Superyachts.

The Monaco Yacht Show is the only yacht show worldwide which is exclusively dedicated to superyachts of at least 25 meters in length. With the exhibition of around 100 superyachts it is Europe's biggest floating luxury yacht display.



The "Spanish Wine Tasting Event" a tradition held at the Astilleros de Mallorca stand for many years. In this occasion in partnership with our neighbors, STP.



With a record attendance of 33,000 professional and private visitors, the MYS is the long - awaited superyachting meeting of the year for the prestigious brands, allowing them to meet up with the most important international clientele.

The highest standard of the show is guaranteed by the strict selection of the

exhibiting companies in order ensure the presence of top quality products and services.

We will be glad to welcome you at our stand located in the Darse Nord.

Please do not hesitate to contact us if you require a "Day Pass".

CHOOSE YOUR SURVEY PACKAGE...



...AND GET A REAL DIAGNOSIS OF THE SITUATION OF YOUR YACHT.

PACKAGES

01

Propulsion

Propulsion System Assessment
Propeller Package
Cavitation Package
Performance at Sea

02

Exhaust

Emissions Package: Co₂, Nox, Soot, ...
Exhaust System Assessment Package
Noise & Vibration

03

Performance Assessment

Motorization
Fuel System
Stabilizer Package
Hydrodynamic Package

04

Hull & Superstructure

Underwater Paint Package
Hull and Superstructure Package

05

Corrosion Assessment

Galvanic Corrosion Assessment
Hull/Superstructure/Rigging Corrosion Assessment
Earthing Assessment

06

Lighting

Interior Lighting Assessment
Exterior Lighting Assessment
Monitoring and Control Integration

07

Marine Consulting

SEEMP
Insurance Claims
Arbitration
Flag and Class
Survey and Technical Support
New Build Systems Integration

08

Energy Recovery/Storage

Exhaust Recovery Package
PTO Recovery Package
PTI Recovery Package
Batteries
Energy Accumulators
Heat Management
Watermaker Package

09

Comfort

Air Quality Assessment
Heat Package
Exterior Climate Control
Noise & Vibration Package
Multimedia Package

10

Training

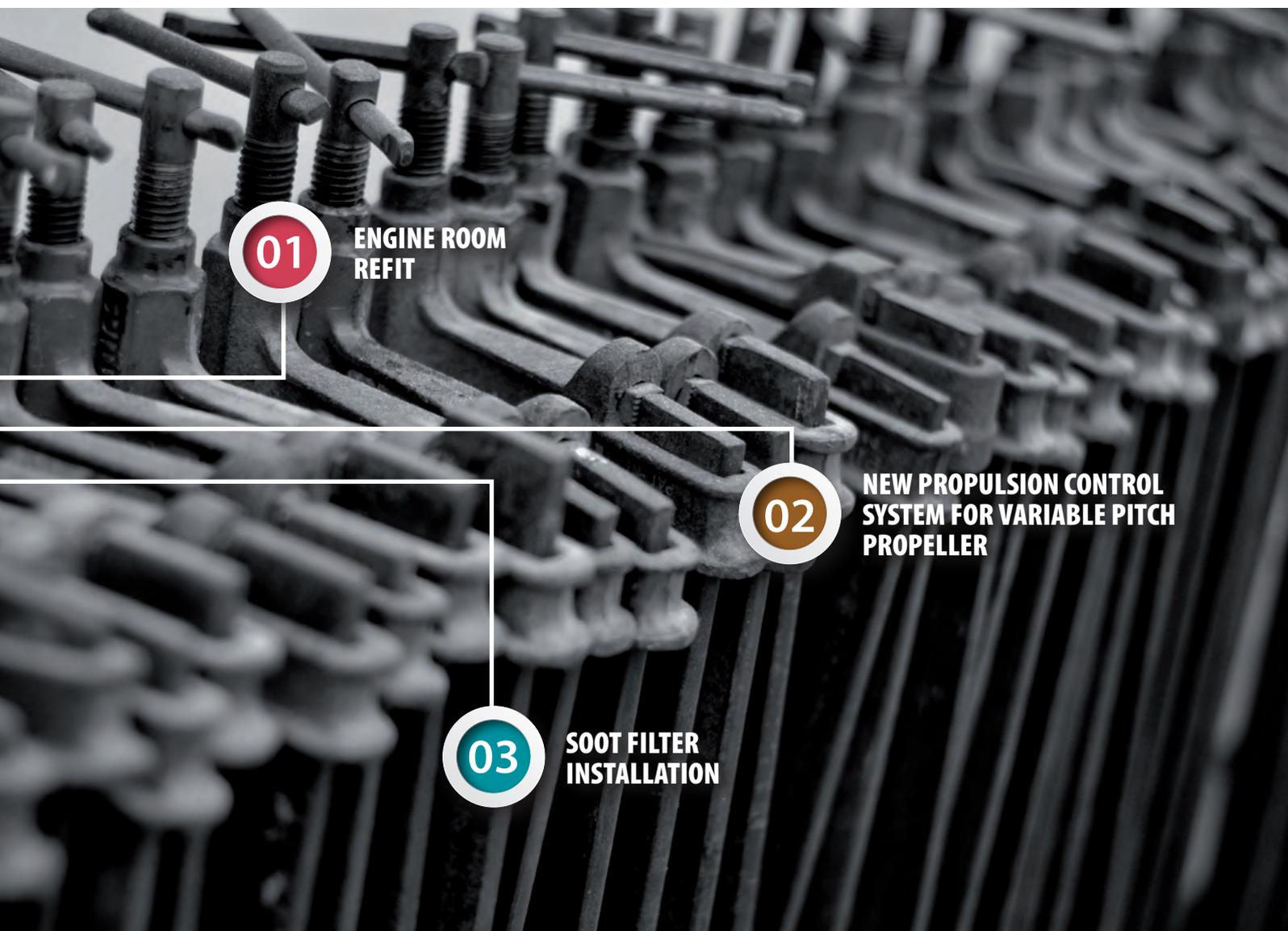
Introduction of New Technologies
Workshops for Crew
Certification

For more information:



3 REAL CASE STORIES.

The best possible solution offered by the Astilleros de Mallorca team.



01

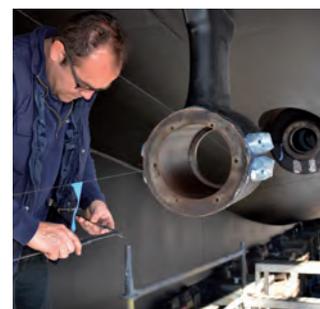
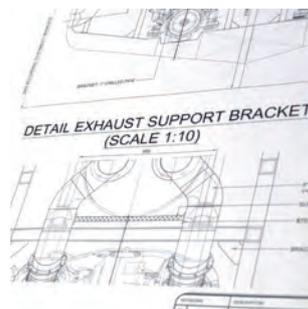
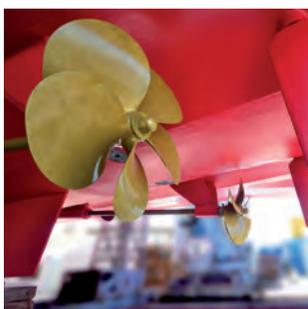
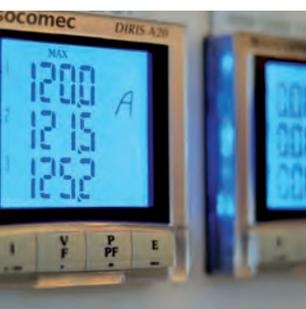
**ENGINE ROOM
REFIT**

02

**NEW PROPULSION CONTROL
SYSTEM FOR VARIABLE PITCH
PROPELLER**

03

**SOOT FILTER
INSTALLATION**



Our collection of case stories will highlight 3 different projects with particular problems and the best possible solution offered by the Astilleros de Mallorca team.

These case stories show the use of project management in practice. Studying real life situations will help find out which is the ideal solution to a particular problem by moving a project successfully through different interacting packages.

For privacy policies reasons we have chosen not to mention any names.

CASE STORY

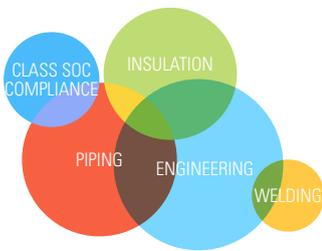
01

ENGINE ROOM REFIT

SPECS

- MOTOR YACHT
- Year of Construction: 1979
- Length overall: 53 m
- Classification Society: ABS
- Hull material: Steel
- Superstructure: Aluminium

PROJECT'S OVERVIEW



COMMISSIONING SCHEDULE

Insulation

The original properties and the engineers from VAN CAPPELLEN were called in to study the case and measure the air-borne noise and vibrations with the following result among other aspects:

1. The air-borne noise measurements during various machinery operating conditions showed a constant and steady increase in noise levels.
2. The vibration levels on the floors were acceptable at a lower and mid engine speed 800-1000 rpm, but would show a considerable increase at 1100 rpm.
3. The original engine room insulation didn't comply with the range of fire protection required by the Class and Flag.

Astilleros de Mallorca joint the project to find solutions and the proposal was accepted by the consulting engineering company VAN CAPPELLEN. At this stage the Astilleros de Mallorca team in the STP facilities, started the preparation of all required documents such as construction plans and certificates for the class approval.

The first step was the appliance of one coat of viscoelastic paste + 1.5mm perforated steel plate to absorb vibration, followed by a double layer of rock wool insulation of 80 kg/m³ density and finished of with bondal plating.

The result was a considerable decrease in noise, vibration levels and excellent finish.

Piping

Since her construction back in 1979, the Yacht has undergone various refits and modifications to all piping systems, resulting in an inefficient optimization of space, requiring a general re-organization.

The engine room refit process started with the complete disassembly and dismantling of all piping systems.

In order to optimize the space, Astilleros de Mallorca in conjunction with the client studied the repositioning of new pumps, generators, chiller units, air compressors, water maker etc.

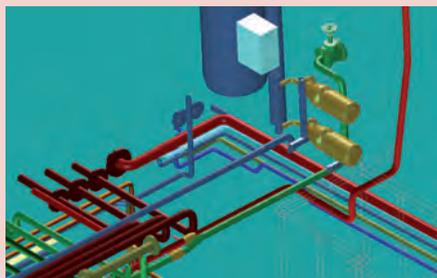
The close collaboration from the Yacht management was crucial and the goal was achieved successfully, reducing the amount of piping runs, gaining valuable space and improving the access to equipment.

CUSTOMER REMARKS

The workmanship was simply excellent. The project manager from Astilleros de Mallorca's STP team led the work with an extensive knowledge of the rules and regulations, practical experience and attention to detail, greatly assisted and indeed advanced the project on numerous occasions.

His well-presented documentation packs, especially the welding reports, pipework testing, oil cleanliness and crane weight testing were so professional that I think it left the major suppliers, like Quantum and the Classification Society, in no doubt the job was in good hands.

BEFORE



AFTER



CASE STORY

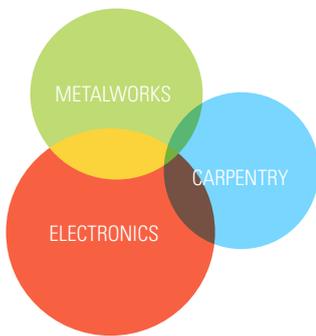
02

NEW PROPULSION CONTROL SYSTEM FOR VARIABLE PITCH PROPELLER

SPECS

- CLASSICAL SAILING VESSEL
- Year of Construction: 1920's
- Length overall: 58 m
- Hull material: Wood
- Superstructure: Wood

PROJECT'S OVERVIEW



Topic

The former system was a non-integrated control system consisting of a different of components from varying manufacturers, which had been modified and repaired by a range of companies over a long period of time. As this system directly relates to the ability to manoeuvre, it directly affects the safety of the ship and needed an annual maintenance and repairs in an attempt to maintain reliability.

Solution

Marex OS II from Rexroth met all the customer's demands, from simple reverse gear systems to complex variable pitch propeller systems. The installation included three control stations located on the bridge and flybridge, as well as two back up or emergency stations located on the bridge and in the engine room. The system monitors the principle parameters, e.g. engine revs, temperatures, clutch state, hydraulic pressures, pitch position etc. The system also offers preprogrammed functions such as "sailing position for prop pitch" and "revolutions for manoeuvres", as well as "safety for engine starting" etc.

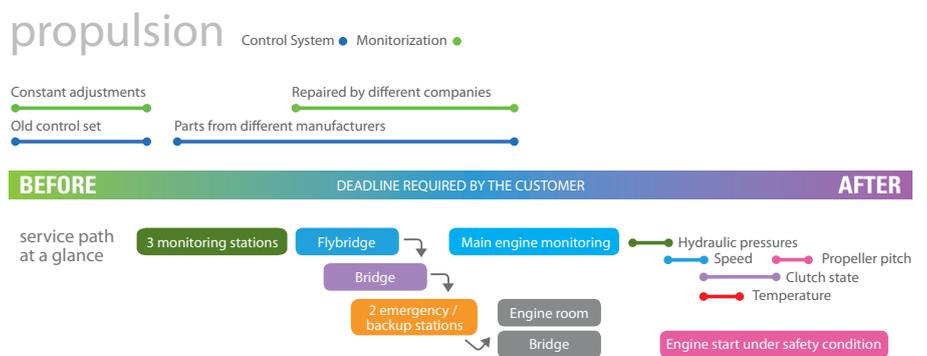
During the project

Estay Electronics was able to combine the latest technology in control and monitoring by the communication system CANBUS with the mechanical installations on board this classic and elegant 100 year old vessel. A vital aspect to the project, was the importance of aesthetics and to respect the classic elegance of such an iconic vessel. The end result was a propulsion control system which was both precise and reliable and was able to be adapted to this vessel giving a new level of safety, which had never been previously achieved.

Final statement

Estay Electronics, one of the inhouse services that Astilleros de Mallorca offer, combined with the skills of other departments such as carpentry and metalwork, made it possible to deliver this project within the deadlines requested by the client. From the beginning to the end, the great commitment of the crew involved with the project, especially that of the Captain and Engineer, were an essential part of the success achieved.

PROGRESS CHART



BEFORE



AFTER



CASE STORY

03

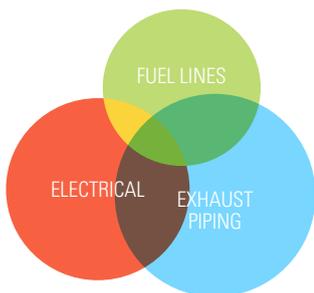
SOOT FILTER INSTALLATION

SPECS

- MOTOR YACHT
- Year of Construction: 1991
- Length overall: 74 m
- Classification Society: Lloyds R.
- Hull material: Steel
- Superstructure: GRP

Although a soot filter has to be selected case by case, a 100 Kw typical generator, having an exhaust flow rate of 1.692 Nm³h would fit 1311 x 859 x 617 mm(L x W x H) and have a consumption rate of 3 litres of fuel every 24 hours that the generator is in operation.

PROJECT'S OVERVIEW



Topic

Due to the age and cleaning problems of the existing soot filters, the Yacht's Chief Engineer considered the possibility of changing them for more modern and more effective units.

The cleaning operation of the filter elements was a long standing problem, since the filters located above the generators, had to be cleaned with water, on site. Furthermore, as the Chief Engineer said "in some cases one generator could have supplied enough energy for the whole yacht, but we had to turn on a second unit to supply the burners of the first generator exhaust filter".

As a result, the two generators were running below their rating and generating harmful exhaust gases with higher content in soot and last but not least the resulting noise pollution.

Solution

The new *Nauticlean* units are much smaller and the benefits of having them installed include much easier maintenance, a lower consumption, greater efficiency in the cleaning of exhaust gases and noise reduction in the engine room.

Being smaller units, enough space has been gained around them to allow removal of the filter elements for their cleaning or maintenance.

Project overview

The new installation required a modification of the exhaust pipe, with re-designing of the rubber mounts to allow the thermal expansion of all the elements and avoid vibration and radiation of noise to the guest areas.

The new exhaust lines as well as the filters were isolated with soft lagging, easier and quicker to remove than the previously used cladding.

A new fuel line was built to supply the burners, as well as a compressed air line necessary for the urea dispersion.

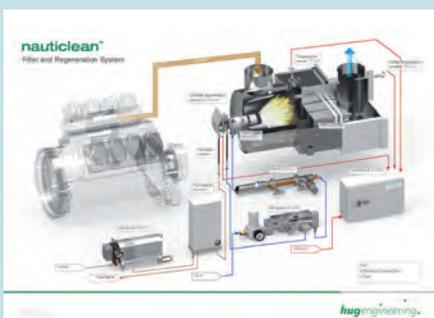
The electrical installation includes a control panel that regulates a fully automatic regeneration cycle and the urea injection, using signals from exhaust condition sensors, ensuring a reliable and efficient operation.

NAUTICLEAN SOOT FILTERS



CUSTOMER REMARKS

The final result is a soot free deck, minor radiated noise, regulatory compliance of emissions and easier maintenance.



MALLORCA'S PREMIER SHIPYARD

The Mediterranean Refit and Repair Yard for
Superyachts, Sail & Power, Classic & Modern



More than 120 yachts
are refitted or repaired
at Astilleros de Mallorca
every year.

WELCOME TO A LONG STANDING HISTORY

Established in 1942, Astilleros pioneered the construction of a great variety of vessels including trawlers, container ships, salvage, antipollution and refrigerated cargo vessels.

Today Astilleros de Mallorca has become the turntable for those Superyachts that run both Caribbean and Mediterranean seasons. With a wide range of services, Palma is the ideal "pit stop", refit and repair center in the Mediterranean. The yard's workforce conserves the rich heritage of the old artisan's tradition and has constantly kept an eye on the future, investing in upgrading the facilities with the latest in technology and machinery.

Astilleros de Mallorca has two locations, the **Main facility** and new **STP facility**. They are both strategically located on the edge of the city of Palma, adjacent to the Real Club Nautico de Palma and Club de Mar.

Mallorca enjoys a typical Mediterranean climate of hot, dry summers and mild winters. Palma de Mallorca airport, is a ten minute drive from both of the shipyards locations and one of the best connections to the western Mediterranean and most of Europe's capitals and major cities.

Our effort has been recognized and backed up by important awards such as Boat International's Superyacht Award for Best Refit and also our ecological awareness received the CAEB price for our Environmental Management System in all areas of the company.



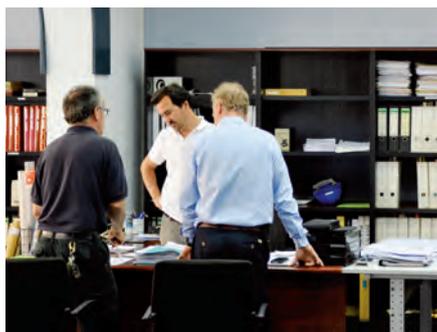
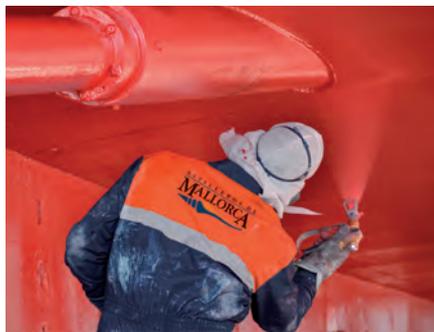
A FULLY EQUIPPED SPECIALIZED SHIPYARD

Main Site

An integrated refit and repair centre demands the most modern working methods and tooling. All regular repair trades for a yacht can be found within the shipyard facilities.

Astilleros de Mallorca have invested heavily, upgrading the facilities with the latest in technology and machinery.

Among many other modernizing features established recently to optimize our capacities, we are satisfied with the great results brought by the Japanese 5s System, which is helping us to improve and create a more organized and pleasant work environment.



A DIVERSE RANGE OF SPECIALTIES

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

ALL WORKSHOPS UNDER ONE ROOF - A STEP AWAY

Inside our premises in close reach of each vessel, you find all kinds of workshops for Steel, Stainless Steel, Aluminium, Engineering, Painting, Joinery, Deck Carpentry, Electricity, Electronics, Air Conditioning, Rigging and Upholstery.

CUSTOMER SERVICE OFFICE

From our multilingual staff to our amenities and facilities in the yard, your stay will be one of cooperation and assistance including the preparation of documents for VAT exemption, accommodation or car rental, organization of transport via courier or truck, worldwide supplier's database, store and much much more.



ASTILLEROS DE MALLORCA within STP

Customer Service, the lifeblood of our business

Good customer service is paramount to maintaining our special relationship with our clients - past, present and future. Our many loyal clients will testify that without good service they wouldn't return year after year ...

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 advise as best they can - and if they can't help you ... they will certainly know someone who can !!



OUR WORKSHOPS IN STP

Piping Works

Piping work forms an integral part of a vessel's systems and much is related to below waterline, thus coming into relation with hauling. As a result, we have set up a specialized piping workshop within the STP area, to cover all the piping requirements regularly encountered; steel, aluminium, copper nickel, stainless steel, duplex, various types of plastic etc.

All piping works are always carried out with the back up of the main yard close by, should the work be of a size or nature that cannot be handled within our on site workshop.

Electrical Engineering

Modern vessels are constantly becoming more dependent on both electrical and electronic needs. This results in a constant demand for repairs, modifications, upgrades and trouble shooting.

Our department covers all of this, specializing in the field of main power panels, power generation and paralleling; all of these to the requirements of the Classification Societies.

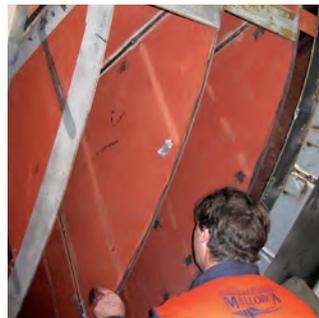
Furthermore, we have two load banks available for testing and setting up of major equipment.



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.



Metal Works

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.

Our experience in the construction of commercial vessels, gives us a unique insight into combining new and time honoured techniques and has made huge strides in the efficiency, cost-effectiveness and precision of its methods in the past decade or so.

Typically requested are tank replacements, hull plating (especially in chain lockers and forepeaks), keel modifications and other structural works such as stabilizers, engine beds and superstructure modifications.

Mechanical Engineering

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.

General mechanical works including main and auxiliary machinery; shafts, stabilizers, rudders, windlasses, thrusters and any other mechanical needs within the engine room.

All the above, within our regular scope of works.

4

EXAMPLES OF ENGAGING IN JOINT INITIATIVES AND COMBINING EXPERTISE



Nautical lighting made in Italy

Yachtica products are the result of more than 15 years of constant research and development of technologically advanced systems specifically designed for the marine environment. Over a decade, the brand has developed a prestigious reputation in knowledge and competence in sales in addition to the production of unique products specially designed for marine application.

The constantly increasing demand from sophisticated customers required the radical innovation of nautical lighting and Yachtica has the experience, efficiency and flexibility to offer a user friendly product, in all areas of application.



All products are entirely made in Italy and are fully compatible and easy to integrate with all onboard entertainment system, both basic and professional. Yachtica makes it possible to control all lighting sources, curtains and lift with one touch of your panel or/and iPads.

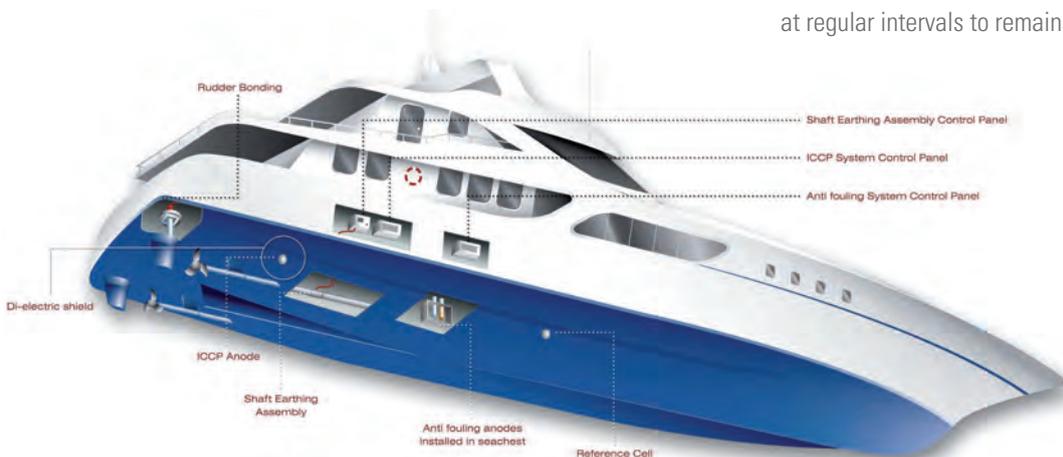
The Yachtica lighting control system is unique in the marine market, simple to use and it guarantees quality, reliability and comfort on yachts of all sizes.



Cathodic protection technology

The appearance and hull integrity of luxury yachts, whether built from steel or aluminium, can be seriously compromised by corrosion.

Traditional methods of protection involve the use of sacrificial anodes which add extra weight and drag as well as spoiling the smooth lines of the craft. Sacrificial anodes also need to be replaced at regular intervals to remain effective.



Cathelco Minitek and Alutek systems eliminate these problems using the most advanced impressed current cathodic protection (ICCP) technology. They have also developed systems which protect water jet tunnels on high speed leisure craft.

The systems are specified by some of the world's leading yacht designers and builders, and can be fitted to craft of 15 metres upwards.



Nautipaints
REFINISHING CHANDLERY

The key is in the preparation

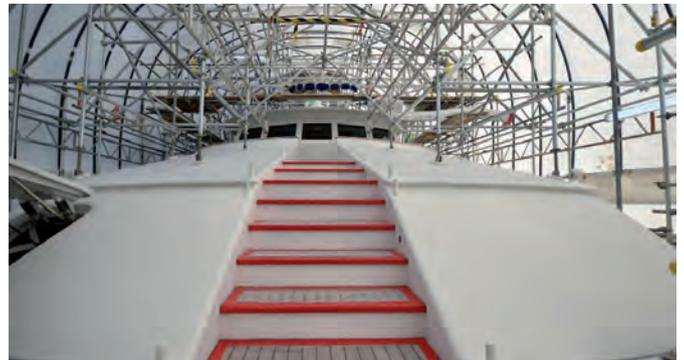


The key word for any professional painter is previous preparation; a major part of a good paint job depends on it.

It does not matter if it is wood, fibreglass or aluminium, paint can hide the underlying colour, but not texture.

The use of putties, sealers and sandpaper will have as much to do with the final result as how many coats, or what type of paint they use.

A professionally sprayed paint will last five years, but the gloss gradually fades. To maintain the high gloss, a boat should be repainted every four- five years.



The art of electronics on board.

As every season we at Estay Electronics see that at this time of the year, the rush and emergency seize our customers, especially those facing a fully booked start to the season.

Estay Electronics can only recommend reviewing all electronic systems onboard with some regularity. It is essential to avoid damage and ensure a proper performance of all equipment installed to plan reviews in advance with special attention to those equipments that are more exposed to weather conditions.

The haul out period offers the ideal opportunity to check and replace transducers if necessary.

During the dismantling and assembly of masts, a specialist can check all electrical / electronic components installed and therefore guarantee the optimum condition of connections, connectors, antennas, etc.



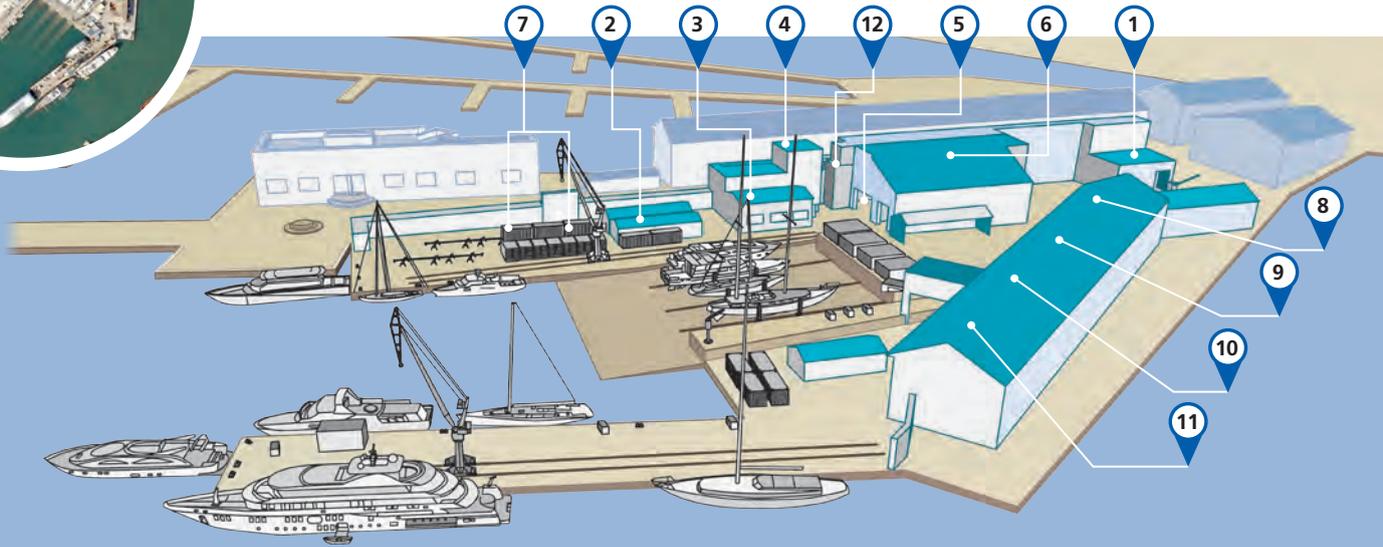
AN INTEGRATED REFIT & REPAIR CENTRE

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





Main site. A fully equipped specialized shipyard.



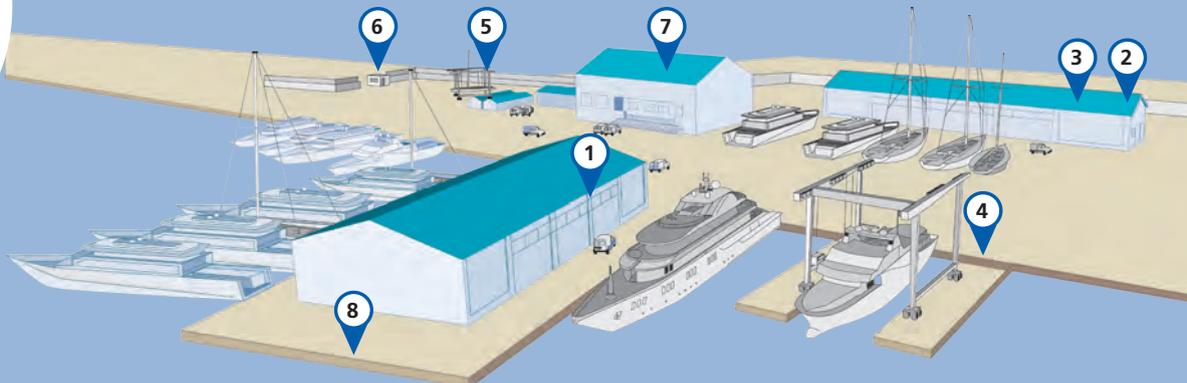
CAPACITIES

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

- 1. Entrance.
- 2. Inox Workshop.
- 3. Ground Floor: Commercial and Marketing Department.
- 4. First Floor: Technical, Safety and Environmental Department.
- 5. Ground Floor: Project Managers.
- 6. Metal Workshop Building.
- 7. Tented and open beach area for Masts and Spars.
- 8. Warehouse and Store.
- 9. Carpentry Workshop.
- 10. Mechanical and Piping Workshops.
- 11. Electric Department and In House companies.
- 12. First Floor Entrance: Reception and Secretary.
- 12^o. First Floor: Direction, Production and Purchasing Department.
- 12^o. Second Floor: Administration and Billing.



STP site. We have expanded our capacities.



CAPACITIES

- 5 Travel lifts ranging from 30 tn. to 700 tn.
- 53 Berths.
- 55.000 m² Dry dock.
- 6 Keel pits plus a fuel dock.
- 24/7 security.

- 1. Ground Floor: Mechanical Workshop.
- 1^o. First Floor: Office.
- 2. Ground Floor: Metal Workshop.
- 3. Ground Floor: Piping Workshop.
- 3^o. First Floor: Electrical Workshop.
- 4. Travel Lift 700tn.
- 5. Travel Lift 30tn.
- 6. Entrance.
- 7. STP Offices for Check in.
- 8. Petrol Station.

OPEN DAYS IN ASTILLEROS

Much more than a shipyard,
we are part of the local rich
industrial history.

Every now and then we have opened the doors of Astilleros de Mallorca Shipyard to primary school students, journalists, TV programs, chamber of commerce members, international business groups and Nautical Industry students so that they can learn all about the work we did in the past decades and how the shipyard successfully adapted to requirements of the up and coming market of luxury vessel refits and repairs.

School kids visits.



Danish Chamber of Commerce.



BALEARES IN ACTION

Come and feel at home with our
climate, art, culture, sport and enjoy the
international fashion sites.

Majorca or Mallorca, whichever way you prefer to spell it, and whichever way you wish to pronounce it, is the largest of Balearic Islands, along with its sister islands of Menorca, Formentera and Ibiza. Since the 1960's, Mallorca has without doubt, been one of the most popular holiday destinations for all nationalities, offering a wide range of attractions to suit all tastes.

The first recognizable landmark will be the magnificent 14th Century Gothic cathedral of Palma. The island has become the turntable for those Superyachts that run both Caribbean and Mediterranean seasons. With a wide range of services, Palma is the ideal "pit stop", refit and repair centre in the Mediterranean.

Our main shipyard and STP facilities are adjacent to the famous Real Club Nautico and located within walking distance of Palma's charismatic historical centre.

The International airport Son Sant Joan is the third largest in Spain and has easy connections with most of Europe's capitals and major cities.



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Quality has been our driving force for more than 30 years

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