

## Palma Superyacht Show

The future of Refit & Repair conference  
Hug Engineering @ Astilleros de Mallorca stand

## Superyacht Cup 2015

Astilleros de Mallorca sponsored The  
Superyacht Cup for the 15<sup>th</sup> year in a row

## 4 case stories

The best possible solution offered by  
the Astilleros de Mallorca team

## ICOMIA

A client's guide to good refit governance

## Monaco Yacht Show 2015 Edition

A new exhibition layout



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## STATE OF THE ART

Special thanks to the photographers:  
Andrew Vestere Cohen for the cover picture  
PalmaMultimedia for the summary picture

# PALMA

## SUPERYACHT SHOW

Palma de Mallorca, 30<sup>th</sup> April - 4<sup>th</sup> May



Photos courtesy: Maria Herant @ Yacht Insiders Guide.

## THE EVENT

The Palma Superyacht Show, conducted in partnership with MYBA The Worldwide Yachting Association, has firmly established itself as the season opener in the Mediterranean. It showcases the finest selection of yachts, for sale and charter, in one of the finest destinations in the world. So, it comes as no surprise that the third consecutive Show, held from the 30<sup>th</sup> of April to the 4<sup>th</sup> of May, has proven to be the best to date with the numbers speaking for themselves.

62 participating yachts, 42 exhibitors and 6.000 exclusive visitors graced the area of the Show. The yachts on display included the impressive Mondango, a 51.8m sailing yacht built by Alloy Yachts, the elegant Eleonora, an exact replica of the schooner Westward, the high performance Metoulius, a Royal Huisman sailing yacht, and the inspiring Mastiff, a deep sea tug built in 1967 and converted into a luxury superyacht in

2010. The quality of the yachts on display was impressive and apart from the high percentage of enquiries that were noted, offers were made on more than one occasion and there is anticipation for strong business results.

90% of the exhibitors present during this year's Show have expressed their wish to return next year and many have requested the same stand. There is also increased interest from new exhibitors and a waiting list has already been drawn up!

"It was our second year exhibiting and we are very pleased with the results of this year's PSS. Thanks to the great atmosphere and presence of many more professional visitors from all around the world, our clients were impressed by the quality of the Show. The PSS organization has done a lot for the industry in Spain and also for Palma as a destination."

# THE FUTURE OF REFIT AND REPAIR CONFERENCE



Quaynote Communications in association with YachtMedia, organized a one day conference on Refit and Repair, running alongside the Palma Boat Show. The panel of discussions covered a wide range of topics from Contractual and Commercial matters, Project Management, Interior Design for Superyacht Refits and Paint and their application for Refit and Repair maintenance.

Antonio Deudero Director General of Balearic Ports and Airports delivered a welcome speech to around 100 delegates from the international Superyacht industry and followed by a keynote address from Rob Papworth, the Superyacht Refit Group chairman of ICOMIA whose members are responsible for 50% of the all refit projects globally, and consist of professionally recognized refit and repair yards such as Astilleros de Mallorca in Palma.

The event has been enthusiastically greeted by the Balearic Yacht Brokers Association who organized the show, and MYBA their umbrella trade association who have both been of great support for the events.

This first agenda session of the day was related to commercial contracts for refit projects and was moderated by Diego Colon, Managing Director of Astilleros de Mallorca shipyard. Diego was supported by a panel consisting of Mallorca based maritime lawyer Leon Von Ondarza, and Jens Ploch of marine insurance company Pantaenius. Together with Tristan Rowe of UK based Pendennis Shipyard, they updated the audience on the all important aspects of effectively creating a sound contract for a major refit, whilst legally safeguarding insured liabilities for all parties involved.



The Future of Refit & Repair Conference brought together representatives from some of the largest and best known companies in the Superyacht industry. Experts from all branches of the superyacht maintenance sector, held several sessions focusing on future processes and technologies dedicated to the refit and repair of Superyachts.

## HUG ENGINEERING @ ASTILLEROS DE MALLORCA STAND

Astilleros de Mallorca has been selected by Hug to join the global network of distribution and installation of the e-power™ filter system in the Mediterranean. With this agreement and thanks to the high level of expertise in engineering, facilities and the professionalism of its technicians, the Majorcan Company becomes a reference center and consolidates its position as expert installers of high technology.

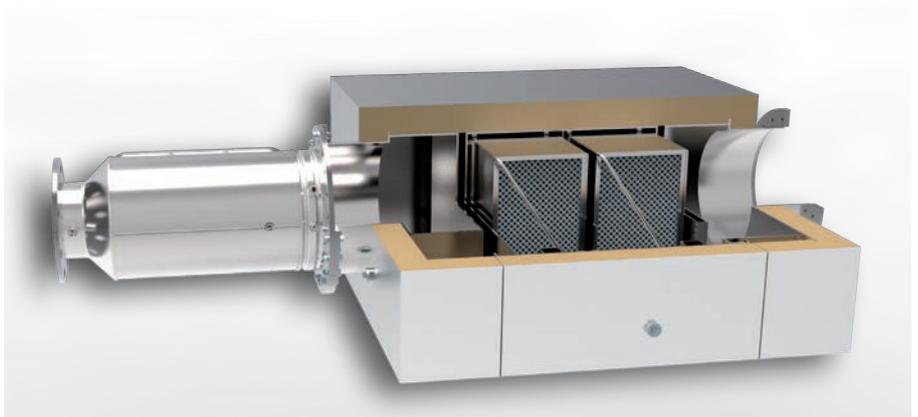
Hug Engineering was invited to join Astilleros de Mallorca at the Palma Superyacht Show and presented the nauticlean e-power™ filter system at the shipyards stand. The system is dedicated to GenSets from 55 kW to 200 kW (mech. power) for superyachts. The nauticlean e-power™ needs less space and fits perfectly into narrow engine rooms. As a positive additional feature, the nauticlean e-power™ acts as a loadbank for low load operation of the engine.

The nauticlean e-power™ system is a DPF soot reduction system with electrical regeneration for engines with low exhaust gas temperatures, based on the long

standing nauticlean™ system. Most effective removal of soot particles out of the exhaust gas at a rate of more than 99 % are the results. An upgrade with a Hug SCR DeNOx system to reduce harmful NOx emissions is possible and allows yachts to be IMO Tier III compliant and cruise in ECA zones.

If the Gensets are in operation at low load, wet stackings can be avoided by using the e-power resistors with or without filter as loadbank.

**hugengineering.** nauticlean™ e-power  
A Company of the ElingKlinger Group





## Palma de Mallorca, 18<sup>th</sup> - 21<sup>th</sup> June



Photos courtesy: "Olympic and America's Cup photographer Ingrid Abery is hosted by Astilleros for the second year running to capture the drama and excitement of the Superyacht Cup."



Astilleros de Mallorca sponsored The Superyacht Cup for the 15th year in a row.

Astilleros de Mallorca sponsored The Superyacht Cup for the 15th year in a row. The 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 Superyacht Cup provides an ideal combination of professionally managed racing with a relaxed and fun atmosphere ashore.

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.

UNDER THE HIGH PATRONAGE OF HIS SERENE HIGHNESS PRINCE ALBERT II OF MONACO

25<sup>TH</sup> ANNIVERSARY

# mYS

MONACO YACHT SHOW



HOUSE OF FINE YACHTING

23 - 26 SEPTEMBER 2015

PORT HERCULES, MONACO

# A NEW EXHIBITION LAYOUT



The 2015 edition of the Monaco Yacht Show will underline the beginning of a new era as the show will celebrate its 25th edition, above all it will display a new look with extra berths and a reorganisation of its exhibition area.

## Relocation of the Darse Nord to Quai Antoine 1er

The reorganisation of the 2015 MYS results from a decision by the Monaco Government to start the renewal works of Port Hercules that involves the construction of new underground car parks and the repositioning of the Museum containing the private collection of antique cars of HSH Prince Rainier III.

As a consequence, the historical exhibition area of the Darse Nord will move to Quai Antoine 1er.

Quai Antoine 1er will be able to deliver an aggregate of 2,825 sqm of surface area - divided into two air-conditioned exhibition tents (Quai Antoine 1er A and Quai Antoine 1er B)

## Extension of the afloat exhibition up to the Quai Rainier III

The 2015 MYS will offer three berths alongside the Quai Rainier III which will be able to welcome very large yachts over 100 metres in length. This will take the afloat exhibition capacity to 121 Super & Megayachts.

## Once you're in, you can go anywhere!

Now that the show will be extended from Jetée Lucciana down to Quai Rainier III, the 2015 MYS will reinforce its reception, information and transportation services throughout the show site to enable the visitor an uninterrupted passage along the whole of the Port Hercules waterfront:

- The Darse Sud entrance and the show's courtesy car service will move to the end of Quai Antoine 1er
- Golf car shuttle Service
- The MYS shuttle boats
- More MYS staff will be working throughout the venue to inform visitors

- There will be more information signage on site to easily reach the new exhibition areas,
- Two parking areas will be located near to the new entrance
- A pop-up bar will be located close to the Quai Antoine 1er tent to offer meeting area between exhibitors and visitors to this new zone.

The historical exhibition area of the Darse Nord will move to Quai Antoine 1er.



“We have a mission to represent quality refit, repair and maintenance yards. We will maintain and improve quality within the group, follow professional working standards and meet specified environmental best practices. We will act as the voice of the segment of the industry”

## A CLIENT’S GUIDE TO GOOD REFIT GOVERNANCE

Only those able to demonstrate distinct quality in management can be considered for inclusion into the superyacht refit group.

### Preparation

Write a work list, organise and clearly define the purpose of the refit. After your list is complete, talk through the total cost and the list in general with the owner or manager, get the total shipyard budget and then allocate a realistic duration in which you would like the works completed.

Planning Ahead will allow you to get the best detailed comparative proposals. You should contact the shipyards for quotations and availability between 6 and 9 month in advance.

Contact both class and flag authorities to inform them of your visit to the shipyard. Any works undertaken may affect your class or flag status. Be open with them about your plans and then they will quickly cut out anything that doesn’t concern them.

### Tendering Process

When contacting a selection of shipyard use the following criteria to help you decide which one to choose to complete the works.

Opting for one of the Members of the Icomia Superyacht Refit Group will guarantee your security and ensure that the yard has the essential level of credibility as members must conform to the conditions set out in the Code of Practice.

Compare and Negotiate. It is likely that after you have narrowed your choice of yards down to two or three you may contact each of the yards you are considering and inform them of this fact and then ask them to give a final “best offer”.

After deciding, ask for the ICOMIA Superyacht Refit Group contract, this is a contract specifically developed and can be used in any shipyard. This contract will help protect your rights as a client and layout the “ground rules” between both parties.

Making a down payment will allow most shipyards to start contracting any subcontractors or purchase any materials.

### Arrival in the Yard

At this point the time has come to Familiarise with the yards staff that has

a key role. Do a tour of the shipyard, be sure that all your crew is familiar with the environmental, health and safety measures.

Whilst a shipyard will have a project manager following your project, you as the client need to be present to discuss technical solutions, survey quality and make on the spot decisions which will be essential for the success of the refit.

Discuss with the shipyard your expectations of how you think things will run.

Consider that once you have accepted the shipyards offer and arrived at the shipyard, it is too late to talk about their pricing structure. The shipyard is there to provide you with security in the form of a guarantee of quality works and proper insurance in case of an accident. Offering these services comes at a price, do not expect to be able to buy works at the same price as the “one man band” on the quay or materials for prices you can find on the Internet.



### During your Yard Period

To get the most out of your period bear in mind to respect your project manager and other workers, remember you are on the same team and your main goal is to keep your owner satisfied. Lead by example and be polite. Good work ethic will inspire and sets a good example.

The shipyards safety procedures should be followed at all times for your own good.

Good communication is like the oil of your refit, write things down and try to send requests by email; this will avoid any "he said, she said" conversations. Remember

that most project manager are very busy on the phone organising things. Rather than calling them multiple times, think about sending them a message or email.

### Departure

Be realistic about the finish date given to the yard and the time you require to prepare the boat. Giving the yard a hard time on the delivery date may not go down well if the know you are allowing one month after your yard period to prepare the yacht for your first trip. If the yard knows that you will have to work hard to achieve your goal, then the same must apply to them.

It will be a busy period for everyone, so make sure everybody understands it is a priority to ensure your invoice is totally correct and most shipyards are happy to have feedback on the billing and will expect full payment before departure. They will try to be flexible to ensure you leave as a satisfied client, no need to enter discussions with a confrontational attitude.

If you feel that all or at least some things went well, then a simple "thank you" or even some crew gear to the workers will create a lot of good will, which will be useful if you are considering a return visit.

**READ THE ORIGINAL DOCUMENT HERE:**

[www.superyacht-refit.com](http://www.superyacht-refit.com)

Compositeworks



nep REFIT



NOBISKRUG

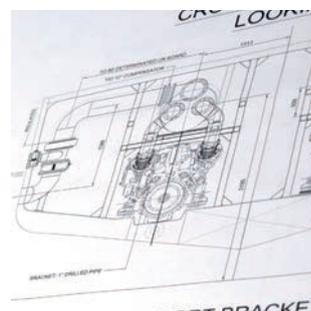
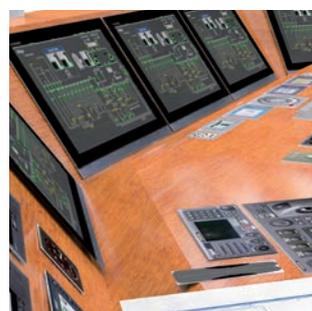
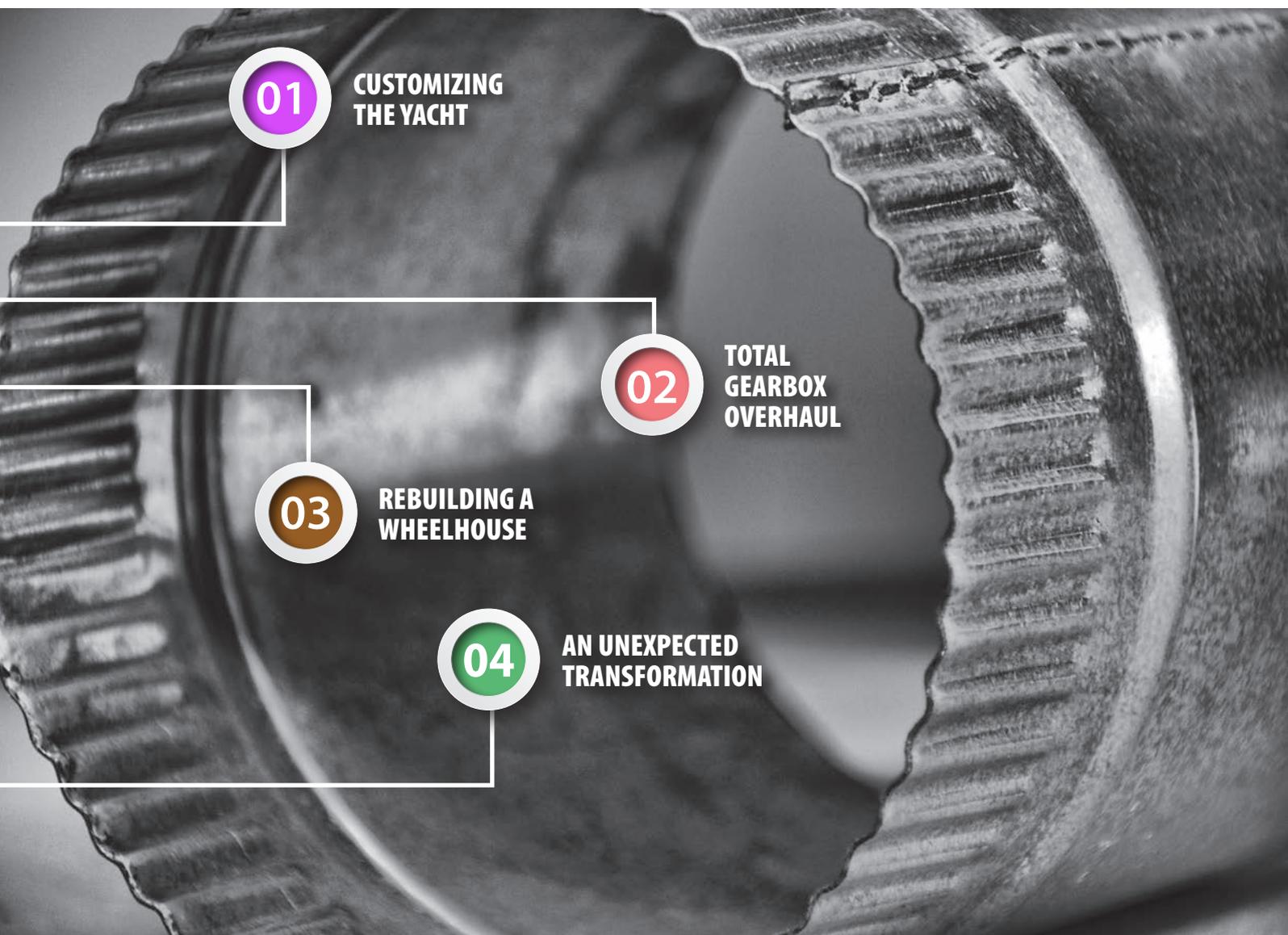
PINMAR

PENDENNIS



## 4 REAL CASE STORIES.

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



Our collection of case stories will highlight 4 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

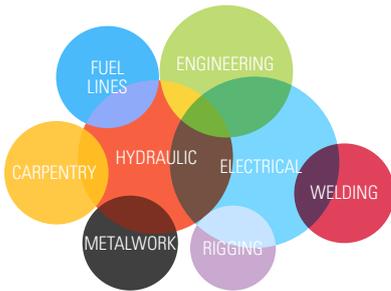
01

## CUSTOMIZING THE YACHT

### SPECS

- SAILING YACHT
- Year of Construction: 1991
- Length overall: 30 m
- Hull material: Aluminium

### PROJECT'S OVERVIEW



### Project overview

Frequently, new owners wish an update of their yachts and undergo a major refit to improve and upgrade their equipment as a means of customizing it to their liking. The sailing yacht we are showing this time is a perfect example of an owner that wish to revamp many aspects of his yacht to better suit his usage or agenda.

The client special requests were to achieve minimum generator usage for a maximum time period of quite sailing or anchoring. To obtain this goal, the batteries and electrical storage system needed an upgrade that on the same time would assure reliability and standardization to ease its maintenance and future repair. Redesigning the hydraulic system to increase its efficiency was another great step in the progress to accomplish the total modernization to the level of state of the art sailing yacht. This refit affected many of the existing parameters and the systematic planning of replacements, refurbishment, fittings, etc. was of paramount importance.

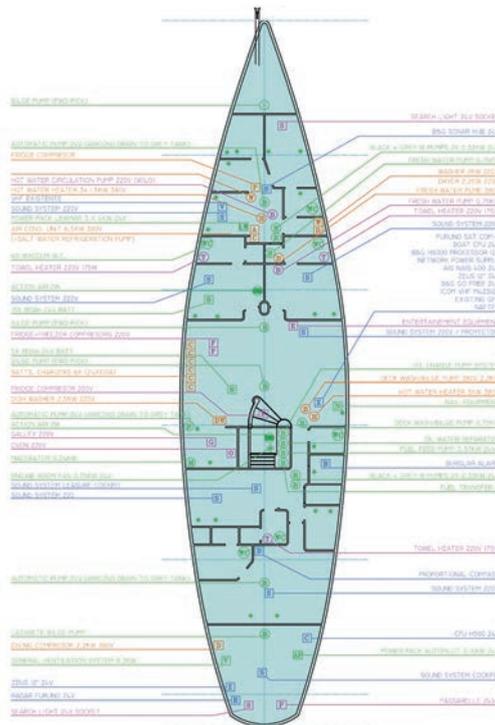
Our specialised craftsmen worked side by side with various subcontractors in order to achieve a daily headache free progress of the work. Not an easy task if the list contains: Complete Electrical and hydraulic Refit, fuel system and air conditioning overhaul. Main engine and generator full servicing. Various Rigging works and modification of the top mast for a new Code Zero were carried out. Underwater the reconditioning of the hull, shaft line overhaul, refurbishment of the bow thruster and the adjustments performed on the rudder spindle were crucial.

The batteries and a neat wiring is the foundation for any yacht, but especially for sailing yachts that rely heavily on its dependency. Redesigning the electrical system into a reliable, modern and standardized structure required substitution of all materials to a Mastervolt equipment that would assure worldwide supplies providing global services. The design guarantees cycles of 12 hours from which only 3 hours depend on the generator. The installation of 15 lithium ion technology batteries of 180A each reaches a total capacity of 2700A/hour.

The new hydraulic system boosts all winches and bow thruster granting a constant flow rate to various winches at a time, fed by 3 pumps and a PTO coupled to the generator.

The owners' wishes included the design, fabrication and installation of a hardtop that would integrate well with the yacht's classic line and could possibly incorporate solar panels that may be fitted in a later phase. The incorporation of a telescopic passerelle at the stern was requested to fit in a very limited space.

Such a refit must follow a precise time schedule and be managed by an experienced professional; this key man is the Project Manager that will schedule and monitor the work and precisely define with the Captain the nature and extend of the work list approved by the owner.



### Legend

- DC
- By Inverter 24/220V
- Pure AC 220-380V
- Electronic entertainment
- ★ Fan



# CASE STORY

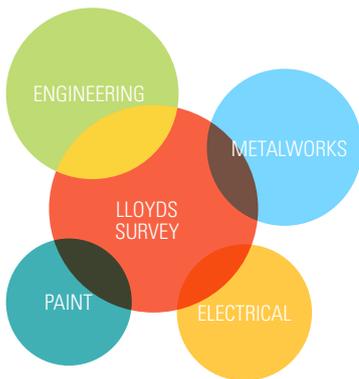
02

## TOTAL GEARBOX OVERHAUL

### SPECS

- MOTOR YACHT
- Year of Construction: 1995
- Length overall: 38 m
- Hull material: Steel
- Superstructure: Aluminium

### PROJECT'S OVERVIEW



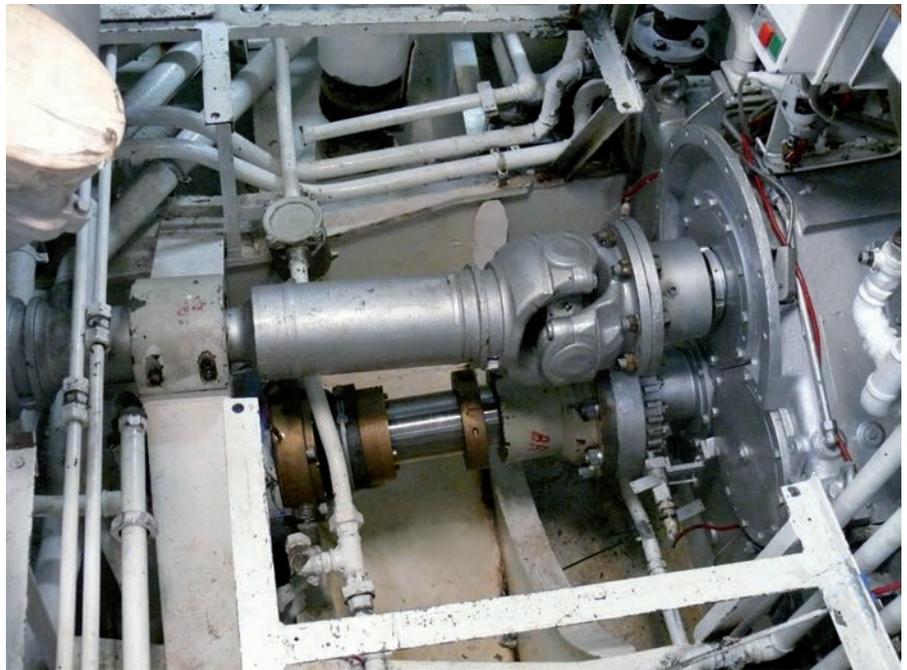
### Project overview

Launched in 1995, the Motor Yacht in this case was due for her Special 20 years Lloyds Survey and a certain amount of modernization in addition to the survey requirements. During her yard visit at Astilleros de Mallorca, many tasks had to run simultaneously, and not all of these were necessarily part of the survey. For a start, the work list included: Total Gearbox overhaul, engine and shaft line revisions, full hull paint, an exhaustive mechanical and structural inspection of the garage door, overhaul of deck cranes and wheelhouse cockpit instrument refit.

### Special Topic and solution:

#### The Gearboxes

Due to the location of the gearboxes under the generator, the revision resulted to be a difficult task to perform onsite. The team considered several options and the most cost and time effective solution was to remove a section of the hull right underneath the gearboxes to allow their removal. In this case the gearboxes could be sent to the manufacturer for revision and on bench checking, comparing with an onsite revision the result was a considerable reduction of labor hours.



### CUSTOMER REMARKS

We are very happy with the works done and would like to remark the professionalism, excellent work ethic and enthusiasm of all departments involved. Looking forward to continuing the relationship with Astilleros de Mallorca.



# CASE STORY

03

## REBUILDING A WHEELHOUSE

### SPECS

- MOTOR YACHT
- Year of Construction: 2006
- Length overall: 45 m
- Classification Society: Lloyds R.
- Hull material: Steel
- Superstructure: Aluminium

### Project Overview

The yacht described in this case underwent a complex refit after suffering an electrical fire onboard that principally destroyed the wheelhouse. Most importantly, there were no injuries reported.

The nature of the work to be carried out was approached with a methodical planning, since the project involved many different parties that had to be supervised and managed taking in account the compliance of various applicable rules and regulations. The extent of the work list and a 3 months deadline required the joint initiative and expertise combination of our skilled workers with the subcontractors. Briefly summarized the tasks listed were: Complex Electrical refit, Repaint and varnishing works, replacing windows and screens, interior refit, reconditioning of the airco system and rebuilding the entertainment system.

### Topic: The Wheelhouse

The electrical fire damaged heavily the whole wheelhouse area and destroyed the propulsion controls, navigation and communication equipment and the furniture. But apart from the damage caused by the fire itself another challenge appeared during this restoration project, the comprehensive residuals, soot, smoke and odor issue.

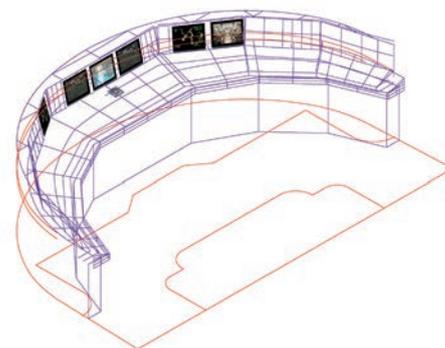
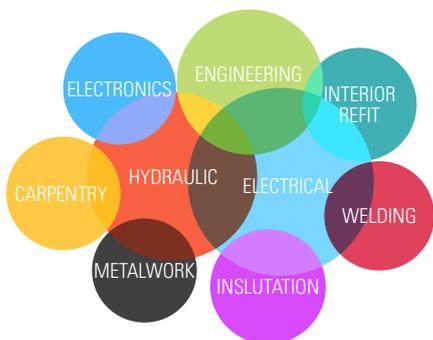
### Solution

The process started with the complete dismantling, carefully identifying and labeling each cable if applicable and a fundamental first cleanup. The console control is being build based on a new modernized design that will fit the latest in navigation, alarm/monitoring and communication equipment.

Finally the Ozone Treatment will ensure the complete disinfection and deodorization of the yachts interior. Ozone is an unstable gas made up of 3 oxygen atoms. Being an unstable gas, ozone needs to be produced on the spot by means of specific ozone generators which submit the oxygen contained in the air to effluvium electric discharges or UV rays.

As a disinfectant, ozone finds applications in different industries by attacking, oxidising and eradicating microorganisms such as bacteria, molds, mites, spores and viruses. Ozone enables a thorough sanitization and bad odours without releasing chemical residue or any other trace in the air hence leaving the environmental conditions unchanged. Besides, it can also reach out to those areas which are hard to reach such as fans and airflow systems.

### PROJECT'S OVERVIEW



# CASE STORY

## 04

### AN UNEXPECTED TRANSFORMATION

#### SPECS

- MOTOR YACHT
- Year of Construction: 1990
- Length overall: 43 m
- Hull material: Steel
- Superstructure: Aluminium

#### AUTHOR



#### Project overview

##### MEETING THE TIMEFRAME

Astilleros de Mallorca is very proud to have been majorly involved in this project along with other contractors to meet the timeframe and simultaneously offer a quality work. Astilleros de Mallorca would like to thank the client for sharing with us his Case Story and publish it in our Bulletin.

##### An Unexpected Transformation By Captain Mike Conquest

How a 2 week planned yard period turned into a major event of 8 months and the transformation of Golden Eagle.

We were planning to go to the Caribbean after a quick haul out in Palma for an antifoul and a few minor engineering-servicing jobs.

However on route to Palma we discovered a forward fuel tank was leaking into the bilge. This required further investigation when we arrived and we were dually lifted as planned at the STP shipyard. This was Mid October 2014.

The forward fuel tanks were emptied and surveyed to determine the extent of the

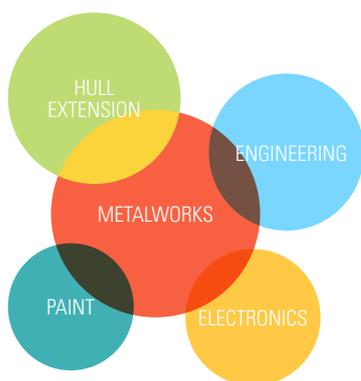
corrosion which had caused this. During the next week and after many hours of investigation by ourselves, the shipyard Pendennis and Astilleros and surveyors, the worst was confirmed. We could not possibly be heading across this winter as the work required was too extensive. The owner had to be informed.

The extent of the projected work would require the removal of the flooring up to a meter above the floor level in the crew mess, galley and worst of all, the forward end of the engine room, right where the electric panel was situated.

It is worth mentioning at this stage that Golden Eagle is 25 years old and had had corrosion issues in the past. However she is a lovely yacht with just a few areas that showed her age, one of which included the electrics onboard. This was not going to be a quick repair or a cheap one.

Knowing the Caribbean season was now off, what else could we do to prevent us having to spend the next and following winter period in the shipyard again, which was the original

#### PROJECT'S OVERVIEW



#### BEFORE



#### AFTER



plan, as she was due a paint and a few engineering updates.

This also brought into mind a plan we have been hatching for a few years to have the stern altered to incorporate a swim platform. Outline plans had already been drawn up, but nothing in detail.

After further discussions with the owner, Rob Van Wieringen of Astilleros (who would be doing the majority of the work) and the other contractors involved in the various areas, I drew up a very tight schedule that would allow us to;

- Chop off the stern door and extend the hull by 2.5m incorporating a new swim platform and stair down to it.
- Full hull, superstructure paint and antifoul.
- Take out the necessary internals to get the repairs done to the top of the fuel tanks. This also required the whole of the ships electric panel to be taken out and a new modern system fitted in its place. The old one was too old to be able to replace as was.
- Complete overhaul of both Generators, engines and electrical.

- Replace the air-con compressors and update many air handlers around the ship
- Replace the Hamman and Evac system with new.
- Replace the old water heaters with new.
- Replace the old watermakers with new.

The one big stipulation from the owner was that the work had to be completed before the start of the Med. season for him principally mid June.

It all looked feasible!!! So I put my head on the block, took the decision we could do it and off we went, with kick off date for major works in January after the Christmas and New Year break.

I will not go into all the details but as I am sure you can imagine much more work was found to be necessary, one job leads to another 2 or 3 that require attention. More corrosion was found after a full hull survey, the air-con plant in the engine room not only required 2 new compressors but evaporator, condensers and new electric control panel, much pipe work

had to be removed to get at the plating and in many cases it required new pipes to be made and installed. Electrically new wires had to be run to accommodate the new software and diagnostics. With the paint preparation much more surface corrosion was found than anticipated. I could go on.

The result was; a very small delay in returning to the water, expenditure over and above that anticipated, due largely to the amount of extra work needed on an older vessel, yet a yacht, which lives once again in all her splendor.

However, it is now mid July, we are cruising with the owner whom we picked up on the 4th July in Gibraltar and I have to say Golden Eagle is looking in fine form.

I should also say a very big thank you to all those involved, especially my crew who have worked extremely hard and well both during the refit and especially in the last 6 weeks getting her put back together and ready for guests in the shortest time imaginable after such a large amount of work and disruption.



## 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.

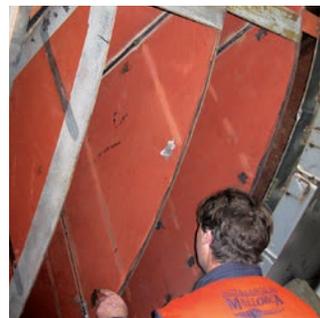
Furthermore, we have two load banks available for testing and setting up of major equipment.



## 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

## MetalWorks CUSTOM YACHT PLATING SERVICES Exclusive and innovative restoration process

Born out of a demand to streamline choice in an area that is often misunderstood or overly complex, MetalWorks is a boutique style company offering the most comprehensive range of services to match any yachts' metal re-finishing and restoration demands.

From technical coatings such as chrome, gold and silver plating, to anodising, galvanising and titanium-plating, and extra services such as engraving, lacquering and custom fabrication, MetalWorks is unmatched in terms of the range of finishes and services that it offers to the Yachting community.

By owning the entire process, MetalWorks can offer an exclusive and innovative restoration process that continues to match our clients demands and expectations on quality and service, whilst meeting deadlines agreed between all parties; whether that's one piece that needs attention during a busy charter season or a full range of fixtures, fittings and yacht hardware during a winter refit.



**RSB Rigging Solutions**

**RIG PRO**



For all your rigging needs

RSB Rigging Solutions are one of the leading rigging companies worldwide and are based in Palma de Mallorca in the Balearics. Established in 2005 they provide a complete service for the maintenance, refit and repair of masts and the associated hardware. They also service or replace both Nitronic rod and Composite standing rigging and specialise in composite rigging retrofits in Palma. As a European agent for Southern Spars and Future Fibres they manage the service and warranty work on masts and the EC6 composite rigging and the rigging team's expertise is often called upon to work on projects throughout Europe.

They have a large running rigging and rope department onsite capable of servicing customers both locally and worldwide. In the last three years RSB have also grown into the motor yacht market and have built mooring lines, tow lines and tender lifting systems as well as external access systems for wash downs for a large number of motor yachts. The running rigging team has also worked on a number of Superyacht new builds alongside the shipyards, including the J Class, J8, the Baltic 108 and Baltic 116.



RSB Rigging Solutions can provide you with an efficient and professional service package for all your rigging needs.

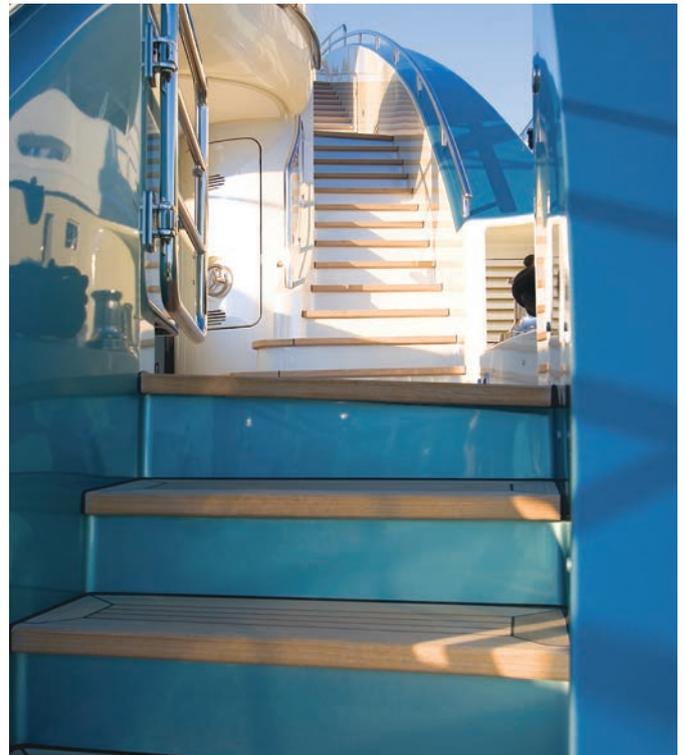


## Highest quality yacht painting services

Rolling Stock provides yachts of all sizes with the highest quality yacht painting services. They use careful preparation; follow strict methods and procedures to ensure all projects end up with the highest standard finish.

They are the preferred applicator for yachts over 45M at Astilleros de Mallorca and are authorised to undertake work at STP Palma and all other shipyards in Mallorca.

Experienced project managers lead their teams to ensure time and budget schedules are met throughout the project, while providing documented accounts of the project, guaranteeing each task is approached with the necessary attention to detail.



## Since 2010 providing faster, safer and ultra-efficient works

Undercover Solutions S.L. is a firmly established independent marine scaffolding company based in STP and Astilleros de Mallorca, offering their services throughout Europe.

The services cover a varying range of work types including professional scaffolding service, yacht containment covers, shrink wrap for storage/transport, complete fixtures & fittings and service, storage. The company is able to professionally handle any project however large or small.

Undercover Solutions SL is also distributor agent for Tufcoat plastic suppliers, with an own storage to supply and distribute through Spain.



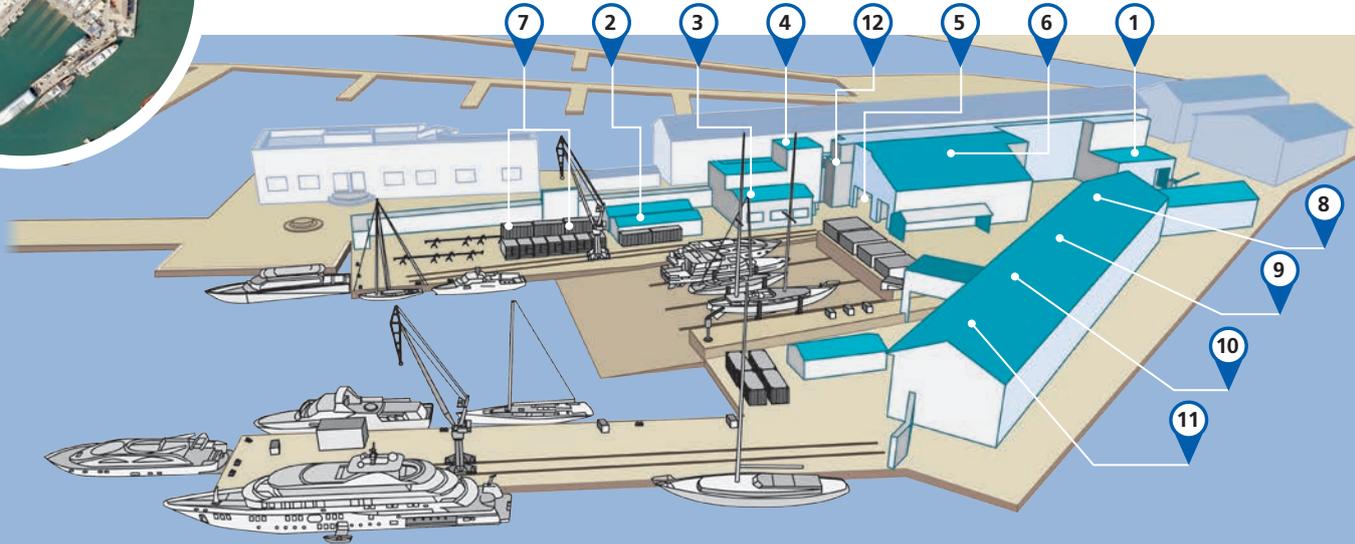
# AN INTEGRATED REFIT & REPAIR CENTRE

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.



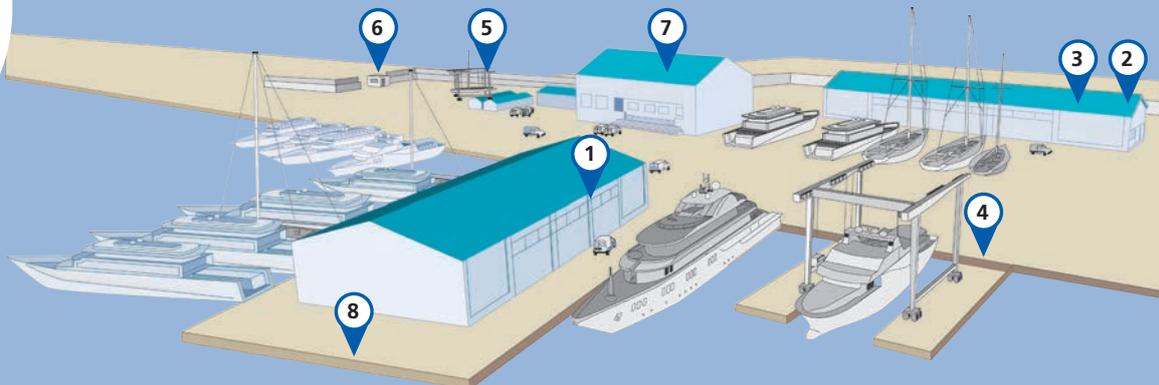
**CAPACITIES**

- 4 Slipways with a max haulout capacity of 1700 tn.
- Outfitting quays for vessels of 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<sup>o</sup>. First Floor: Direction, Production and Purchasing Department.
- 12<sup>o</sup>. 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 m<sup>2</sup> Dry dock.
- 6 Keel pits plus a fuel dock.
- 24/7 security.

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

## TOUCHED BY MARINE INSPIRATIONS

The Astilleros de Mallorca team was delighted by the visit of two young South African maritime students and happy to help them gain hands-on work experience and a general view of the daily tasks performed at the shipyard.

The Marine Inspirations mentoring programme is the brainchild of two South African superyacht captains, Phil Wade and Anthony Just whose desire to share their knowledge and experience with less advantaged youngsters was so inspiring to Astilleros de Mallorca, that the company decided to sponsor one of the students flight.

In June 2015, Archie Leeu (18) and Thamsanqa (Thami) Hoza (17), both secondary school students at the Simons Town Schools Lawhill Maritime Centre flew to Spain to participate in the Palma Superyacht Cup and to expose them to possible career opportunities in the Yachting Industry.

Anyone interested in supporting this inspiring programme should visit:

<http://marineinspirations.org/events/sponsorship/>



Archie Leeu and Thamsanqa Hoza.

B&M EDITION 2015

ASTILLEROS DE  
**MALLORCA**

Quality has been our driving force for more than 30 years

## ASTILLEROS IN ACTION

### Astilleros de Mallorca Team reached The finals of the Würth Football Cup

The championship offered by Würth for its customers enters its final stage. It will be held in the headquarters of the selection.

On October the 3rd, the City of Football of the Royal Spanish Football Federation (RFEF) in Las Rozas (Madrid) will host the finals of the Würth Spain Soccer 7 Championship, whose participation is exclusively reserved to teams formed by clients.

In an atmosphere of pure football, the excitement will be served surely because, in this final stage, they will gather the teams that have been proclaimed champions earlier in their respective regional competitions across the country during the months of June and July. There were a total of 356 teams enrolled in the regional tournament, which brought together 3,560 participants. This year, the company that wins the Spanish Championship will be awarded with the ranking in the Würth International Finals.

**We'll keep our fingers crossed and wish our team all the best!**



WÜRTH



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