

# ASTILLEROS

DE MALLORCA  
MAGAZINE

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# Phi-losophy of craftsmanship

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Embracing innovation and sustainability

# Astilleros de Mallorca's commitment to environmental responsibility

"In today's rapidly evolving world, I believe it's imperative for the marine industry not only to embrace innovation but also to strive towards sustainability. As a leading player in yacht repairs and maintenance, I am proud to say that "Astilleros de Mallorca" stands at the forefront of this movement, integrating cutting-edge technologies and sustainable practices into our operations"

**A** cornerstone of our success lies in our proactive approach to innovation. We harness the collective expertise of our personnel across various departments to identify opportunities for improvement. From our workshop teams focusing on process enhancements to our technical office exploring electrification options and energy efficiency, innovation permeates every aspect of the shipyard's operations.

Recognized as an **innovative SME** by the Spanish Government, our commitment to innovation is evident in our participation in industry shows, technical forums, and collaborations with suppliers. These avenues serve as sources of inspiration and insight, enabling Astilleros de Mallorca to stay at the forefront of technological advancements and the best practices. Beyond innovation, sustainability is a core value for Astilleros de Mallorca. We have developed a comprehensive **Environmental, Social, and Governance (ESG) strategic plan**, encompassing six pillars and five transversal areas of work. These pillars address ecological aspects such as carbon footprint reduction, prevention of air and water pollution, and the sustainable use of resources.

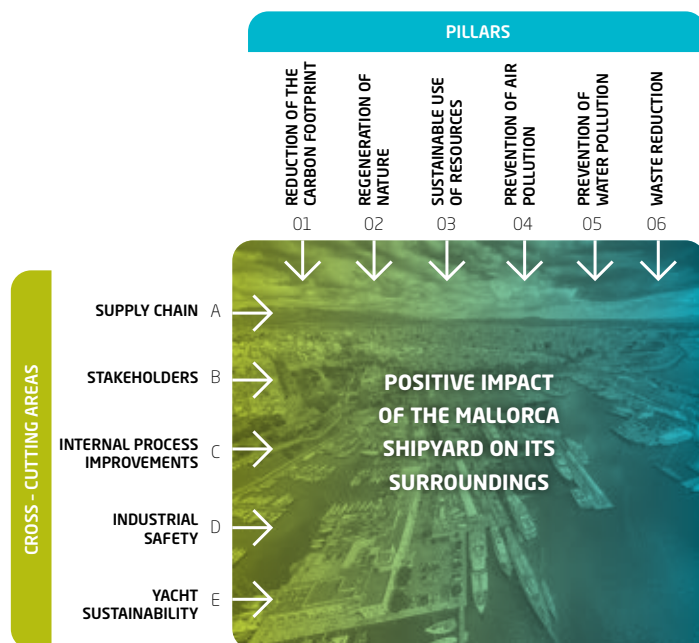
One of our recent initiatives involves the implementation of water valves with built-in connectivity modules, to monitor and prevent water waste. Additionally, plans are underway to

install a water generator in the yard for yacht cleaning purposes, reducing our reliance on city water sources. We are also exploring connectivity solutions for electricity meters to provide clients with real-time consumption data.

In the realm of sustainable yachts and repairs, we have developed a database of sustainable solutions and materials, including alternatives to teak and water-based paints to minimize emissions. The company is also committed to reducing its carbon footprint, with initiatives such as calculating the carbon footprint of repairs and partnering with Balears Verd on the Symbiosis Balear project to offset carbon emissions through regenerative agriculture. Addressing environmental challenges head-on, we are exploring technologies to eliminate volatile organic compounds (VOCs) and

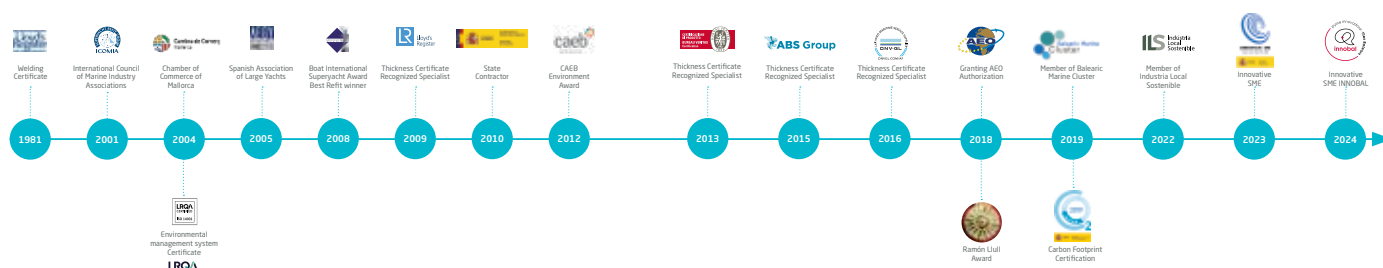
pathogens from workshop air. Waste reduction is another area of focus, with over 75% of residues recycled and efforts underway to reduce plastic usage and improve waste separation processes.

As Astilleros de Mallorca continue its way towards innovation and sustainability, our commitment to environmental responsibility serves as a beacon for the marine industry, driving positive change and setting new standards for excellence.



## Lucia Mingot

Director of Quality, Innovation & Sustainability





# NAVIGATING NEW HORIZONS

The inaugural Balearic Superyacht Forum (TBSF), held on the 24<sup>th</sup> - 25<sup>th</sup> April at the auditorium of Palma, marked a significant milestone for the Balearic Islands' nautical sector.

This two-day event brought together 300 professionals and international experts, to analyze the current state and growth potential of the superyacht industry.

Organized by the **Balearic Marine Cluster** and **The Superyacht Forum**, the event underscored the region's strategic importance in the Mediterranean nautical landscape.

One of the forums most anticipated sessions was the debate moderated by Martin Redmayne of The Superyacht Group, which focused on the future of the refit industry in the Balearic Islands.

Panelists highlighted the industry's strengths, such as its capacity to handle 100,000 tons of yacht repairs annually and its global recognition for high-quality services. However, they also pointed out challenges, including the need for more space in ports and shipyards to accommodate larger vessels.

**Diego Colón**, our CEO, emphasized the necessity of improving infrastructure and boosting productivity. Toni Forteza, CEO of Ocibar, noted the industry's growth potential during the summer season, while Mar Vera of Alcudiamar stressed the importance of addressing





As the Balearic Islands navigate these new horizons, the inaugural TBSF stands as a testament to the region's resilience, ambition, and commitment to excellence in the nautical industry.



the needs of professionals working in the sector. A significant portion of the forum was dedicated to environmental sustainability, with a workshop on the industry's roadmap towards the Sustainable Development Goals (SDGs). Experts and panelists discussed innovative practices to enhance the sector's eco-friendliness, reinforcing the Balearic Islands' commitment to sustainable growth.

The Balearic Superyacht Forum highlighted the region's significant economic contribution and its potential to become a leading global hub for

superyacht services. With strong support from local authorities and industry leaders, the event underscored the importance of collaboration, innovation, and sustainable growth in shaping the future of the Balearic nautical sector.

Organized by the Balearic Marine Cluster and The Superyacht Forum, and supported by the Consell de Mallorca, the forum set a promising precedent for future gatherings. It aims to solidify the Balearic Islands' position as a premier destination for superyacht refit and repair, ensuring

that this vibrant sector continues to thrive and evolve.

As the Balearic Islands navigate these new horizons, the inaugural TBSF stands as a testament to the region's resilience, ambition, and commitment to excellence in the nautical industry.





## Shaping future mariners through hands-on education and collaborative initiatives



**For over a decade, Astilleros de Mallorca has been at the forefront of maritime education,** providing vocational students in the nautical and fishing industry with invaluable hands-on experience to complement their theoretical, classroom learning. With a focus on mechanics, welding, electricity, and hydraulics, the shipyard's workshop managers impart practical knowledge and trade secrets, guiding students through real-world tasks such as filling, welding, polishing, and repairing.

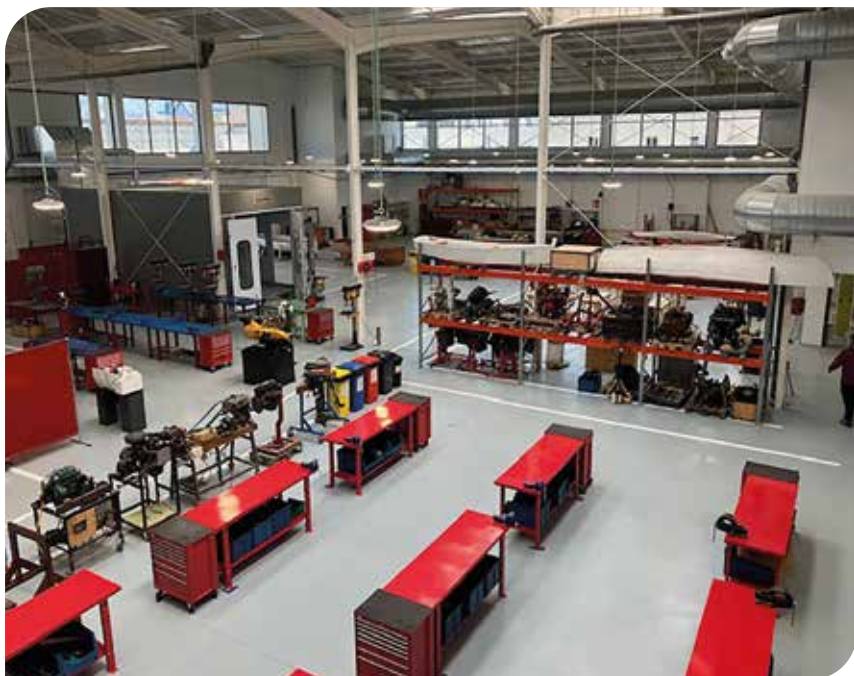
**T**his immersive experience not only prepares students for the challenges of the maritime industry but also opens up employment opportunities within the shipyard or affiliated companies for the most promising individuals.

From its humble beginnings in the 'Nauticopesquera' program to the final voyage aboard vessels of various sizes and types, Astilleros de Mallorca's

training cycle offers a comprehensive blend of theory and practical application in modern navigation and repair techniques.

In recent years, the shipyard's collaboration with educational institutions has flourished, welcoming students from the 'IES Politècnic' and the educational centre 'L'Embat' for specialized training in boiler making, welding, and maintenance.





Professionals from our shipyard actively contribute as teachers and speakers in the UIB's Master's program specializing in the nautical sector, enriching students' understanding of key industry concepts and practice.

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Additionally, interns from the administrative cycle at 'San José Obrero' gain valuable insight into administrative and production processes during their time at the company.

Our dedication to nurturing talent extends beyond vocational education, with partnerships with the 'Polytechnic University of Catalonia' and the 'University of the Balearic Islands' (UIB) offering opportunities for students to gain industry experience through internships and specialized courses.

Professionals from our shipyard actively contribute as teachers and speakers in the UIB's Master's program specializing in the nautical sector, enriching students' understanding of key industry concepts and practices. As the maritime industry continues

to evolve, Astilleros de Mallorca remains committed to shaping the next generation of maritime professionals through innovative education initiatives and collaborative partnerships.

With a focus on practical skill development and industry-relevant knowledge, the shipyard plays a crucial role in preparing students for success in the dynamic world of maritime commerce and navigation.







## ASTILLEROS Sustainability

For the last two decades, we have steadfastly pursued the reduction of our direct environmental impact.

# Reducing the impact of yachts through **regenerative agriculture**

This encompasses a concerted effort to diminish waste generation, refine waste separation practices for effective recycling, curtail water and electricity consumption, and eliminate discharge into the environment.





**W**ith these measures firmly in place, we are now poised to channel our resources towards innovative ventures. Among these endeavours is our commitment to bolstering the sustainability of the yachts we service and championing initiatives for nature regeneration.

On an island, land and sea come together, embracing and complementing each other in a special way. With this understanding, Astilleros de Mallorca has spearheaded the **Symbiosis Balear** initiative, a project in which both worlds merge; a project that seeks to contribute to a more sustainable nautical sector, which promotes social, economic and lasting development that does not damage the current or future environment. The yachting community, by supporting this project, contributes to the regeneration of the ecosystems of the archipelago, and ultimately to its sustainability, while offsetting its carbon footprint.

We firmly believe that our industry holds the potential to lead the charge towards a more sustainable model for recreational boating. As such, we are dedicated to

promoting solutions that not only elevate environmental stewardship within our sector but also inspire broader positive change within the maritime community.

Climate change is a global challenge, yet its impacts are deeply felt on a local scale in our daily lives. Islands, in particular, stand as fragile ecosystems, and the Balearic Islands, nestled in the Mediterranean basin, face unique vulnerabilities to the repercussions of climate change unless we actively curb global warming.

In that purpose, **Symbiosis Balear** initiative, aligning with **Balears Verd**, a local NGO dedicated to combining regenerative agriculture with the food forest gardens concept, thus bolstering the islands' resilience against climate change. This initiative not only addresses CO<sub>2</sub> emissions but also marks a commitment to a novel agricultural paradigm, one that harmonizes with the natural cycles of the land, fortified by rigorous scientific underpinnings and a robust system of analysis and metrics fostering continual enhancement. Balears Verd is not a conventional reforestation project but an **ecosystem regeneration project** that rejuvenates soil health, combats erosion, and even stimulates rainfall—a holistic approach merging traditional agriculture with the innovative concept of **food forest gardens**.

**What is regenerative agriculture?**  
Regenerative agriculture represents a significant advancement from



#### What are the benefits for the Balearic Islands:

- Soil regeneration
- Reforestation
- CO<sub>2</sub> absorption
- Food Security
- Rural Employment
- Biodiversity Enhancement
- Eco-Education
- Promoting the Balearic Islands Brand

organic farming practices. It abstains from pesticides and takes a step further by actively rejuvenating the soil, fostering increased bacterial activity, biodiversity, and organic matter content—unlike conventional methods that often deplete soil nutrients. This approach results in soil that is fluffier, better at absorbing rainfall, and less prone to erosion. The core focus of regenerative

agriculture lies in restoring the natural fertility of soil and enhancing its ability to absorb and retain rainwater. Fruit trees are selected for planting, ensuring that the island's inhabitants have access to locally grown produce, thereby reducing the reliance on imported goods. These fruits, harvested at peak ripeness, boast superior freshness and quality due to minimal handling. Additionally, this localized production reduces CO<sub>2</sub> emissions associated with transportation and the need for refrigeration.

By bolstering the productivity of the agricultural sector, islands like ours can mitigate the risk of dependence on mainland imports. This not only ensures a more resilient food supply but also promotes sustainability and self-sufficiency within local communities.

Balears Verd stands as an ecosystem regeneration endeavour that transcends mere CO<sub>2</sub> compensation.



Our commitment to sustainability is reflected in every aspect of our approach. We ensure each tree has ample space to thrive, avoiding overcrowding and allowing them to flourish in their full splendour. Moreover, we establish biological corridors to facilitate the flow of fauna and serve as firebreaks.

Prior to planting, meticulous land preparation directs rainwater to nourish the trees, optimizing their growth. Pruning waste is repurposed as mulch, enriching the soil with organic matter and shielding it from the sun's harsh rays. Eschewing traditional ploughing practices, which disrupt subsoil bacterial life, we instead create compost made from locally sourced biomass,

employing natural techniques that yield nutrient-rich results surpassing industrial compost.

Our pesticide-free approach ensures a healthy soil ecosystem, free from harmful chemicals and nitrates that could seep into aquifers and contaminate the sea. Through a combination of no-tillage, mulching, composting, and species diversity, our soil becomes increasingly fertile, teeming with organic matter and microorganisms, while erosion is curtailed as water is absorbed rather than running off. Furthermore, our forested areas play a pivotal role in rebalancing the CO<sub>2</sub> cycle and act as a catalyst for rainfall, fostering moisture that benefits surrounding lands and attracts further

precipitation. Balears Verd is not merely a project—it's a testament to the transformative power of holistic, nature-centred practices in nurturing resilient ecosystems for generations to come. The project not only embodies groundbreaking agricultural techniques but also pioneers advanced monitoring and measurement systems. Our meticulously crafted methodology encompasses a series of periodic laboratory analyses, documenting the progression of key indicators such as the rise in soil organic matter, tree growth, carbon-to-nitrogen ratio, fungal-to-bacterial populations, pH levels, and electrical conductivity.

Furthermore, our comprehensive approach includes assessments of microfauna and macrofauna populations, as well as tests for infiltration, runoff/erosion, and soil compaction and aggregation. This scientific rigor is under the auspices of **EQA**, ensuring compliance with rigorous certification standards as part of its offset project certification scheme.

Moreover, our project distinguishes itself by fostering a circular approach, wherein findings are disseminated back to society. This includes advocating for a paradigm shift in local agriculture through an eco-education program and the creation of quality employment opportunities in rural areas. Thus, beyond its technical innovations, our project serves as a catalyst for social change and sustainable economic development within our communities.



## ASTILLEROS Interviews

## “Strive Beyond Infinity” with Alejandro Crespo of Daroca Design



**Alejandro Crespo and his studio, Daroca Design,** have made a significant impact in the world of yacht design with their blend of innovation and elegance.

In this interview, Alejandro discusses the principles behind Daroca Design, the impressive WAVES 93M project, and his vision for the future, including a focus on sustainability and creating meaningful experiences. Join us as we explore the thoughtful and inspired approach of Alejandro Crespo and Daroca Design.

**ADM:** Alejandro, your name and your studio, Daroca Design, are synonymous with luxury and innovation in yacht design. Can you tell us about the philosophy behind Daroca Design?

**Alejandro Crespo:** Thank you. At Daroca Design, our philosophy is encapsulated in the phrase “Aim to strive beyond infinity.” This reflects our commitment to pushing the boundaries of yacht design and creating true masterpieces. We’re driven by a passion for design and a dedication to transforming dreams into reality. Each detail in our designs

embodies our belief in the power of connecting with our clients and our deep devotion to the sea. We strive to bring the concept of “reaching the unreachable” to life.

**ADM:** One of your most significant recent projects is the WAVES 93M. Can you tell us more about this collaboration with Bolidt and what makes this yacht stand out?

**Alejandro Crespo:** The WAVES 93M is indeed a remarkable project. This 93-metre yacht concept is a harmonious blend of style and ingenuity, redefining maritime elegance. At first glance, it exudes sleek simplicity, captivating viewers with its magnetic charm. The elegance of the WAVES 93M is attributed to its seamless integration with the surrounding landscape, making it a true masterpiece. In collaboration with Bolidt we created two distinct flooring designs: one with a geometric pattern

that adds modernity and another with organic patterns that mimic nature’s curves. This resulted in elevating deck covering to an art form, showcasing the limitless possibilities when visionaries unite.

**ADM:** Your personal connection to the sea seems to deeply influence your work. Can you tell us more about that?

**Alejandro Crespo:** Absolutely. My connection to the sea has been a lifelong journey.

Born in Valencia and surrounded by the sea, I was a sailor in my youth and am now an avid scuba diver. This deep connection profoundly influences my design philosophy.

I believe that being connected to the sea enhances life’s enjoyment. By merging my hobbies with my work, I strive to create designs that make our clients feel they are always in the best possible spot, emphasizing the experience over the yacht itself..





**ADM:** Looking ahead, what are your future goals for Daroca Design?

**Alejandro Crespo:** Moving forward, our aim is to create yachts that allow clients to fully immerse themselves in the sea and landscape. We are focused on designing functional and green yachts that prioritize the experience over the vessel itself. We foresee an increasing importance of refit and rebuild projects, which offer a sustainable alternative to new builds by reducing carbon footprints and saving time.

This aspect of transforming existing yachts to meet contemporary needs is something we find particularly challenging and exciting. It allows us to create something new from what already exists, adapting it to today's requirements while retaining its essence.

**ADM:** So can we say we can expect to work together as we are a refit and repair shipyard? So is it okay to say that we can expect to work together in the future, as we are a refit and repair shipyard?

**Alejandro Crespo:** Absolutely, I would be thrilled to collaborate with you. I believe we could form a perfect synergy. Your shipyard's vision for the future aligns seamlessly with the innovative spirit we embrace at Daroca Design. Your technical expertise in executing exceptional refits and conversions complements our passion for creating designs that honour the essence of the past while introducing timeless, forward-thinking aesthetics. Furthermore, it's crucial for Spanish companies to collaborate and build a robust hub in the yachting industry. By joining forces, we can unlock the immense potential within our industry and set new standards for excellence.

**ADM:** Alejandro, thank you for sharing the inspiring philosophy and innovative vision behind Daroca Design. Your passion for the sea and dedication to pushing the boundaries of yacht design is truly remarkable. As you continue to create extraordinary yachts that harmonize with nature and elevate the yachting experience, we look forward to collaborating in a refit project with Daroca Design. Best of luck with your exciting projects ahead.

**Alejandro Crespo:** Thank you.

It's been a pleasure to discuss our work and vision. We're committed to continually advancing yacht design and creating unforgettable experiences for our clients. The journey ahead is promising, and we are excited to see where it leads us.





## Inside ASTILLEROS

## Inside our Yacht Services & Logistics department

**In the world of luxury yacht refit, smooth operations depend not only on the skills and expertise of our project managers and craftsmen but also on the dedicated services provided by our Yacht Services and Logistics (YS&L) department.**

**T**his team plays a vital role in making sure every aspect of the crew's journey in the yard, and their supply needs are met seamlessly. The YS&L department is a centre of collaboration, where skilled professionals work together to offer a range of services tailored to the unique needs of each yacht and her crew. From routine tasks to complex challenges, the department strives to ensure that everything is handled with care and efficiency. Our professionals manage everything from welcoming the crew and handling customs formalities, to post-refit logistics follow-up, ensuring

smooth operations throughout the process. When unexpected or urgent matters arise, our team is always ready to address issues promptly, minimizing downtime and providing the necessary support to the captain and crew. Today, we invite our dear readers on a tour of our YS&L department. Meet **Hanane Machmachi, Cristina Tenas, and Manuel Moreno**, who will explain their respective roles and responsibilities. Communication is the backbone of our YS&L team, and I'd like to introduce you to Hanane, our customer care responsible and the first face of our department to greet captains and crew.

Her signature greeting of "Hello there!" echoes with genuine warmth. Hanane takes pride in ensuring that every crew member feels not just welcomed, but truly at home.

**Velislava:** Hanane, besides greeting the crew and formalizing their arrival in the yard, what is the most important part of your job?

**Hanane:** Well, the most important part of my job is the communication. Effective communication starts with active listening. I make sure to understand the crew's needs and concerns thoroughly before taking any





action. This includes being attentive to their needs and attending to their queries in a timely manner. A consistent part of my responsibilities is to make the crew's life in and outside of the yard easy. I also act as an intermediary between the crew and our staff. When a crew member has a query about anything outside the refit project, where their first point of contact is the project manager, they come to me, and I find the solution.

**Velislava: What strategies do you employ to handle multiple requests from the crew simultaneously?**

**Hanane:** Prioritization is key. I assess the urgency and importance of each request and tackle them accordingly. Clear communication with the crew about expected response times also helps manage their expectations. Additionally, having a well-organized system for tracking requests ensures nothing falls through the cracks.

**Velislava: What do you find most rewarding about your role in customer care?**

**Hanane:** The most rewarding part is seeing the crew members happy and satisfied. Knowing that I've made a positive impact on their experience at the yard gives me immense satisfaction. It's also fulfilling to build

strong relationships based on trust and mutual respect with the crew members.

**Velislava: How do you handle situations where a crew member's request is beyond your control?**

**Hanane:** In such cases, transparency is vital. I explain the situation clearly to the crew member and offer alternative solutions, where if possible. If the issue requires intervention from higher authorities, I escalate it promptly and keep the crew member informed about the progress. Maintaining open and honest communication helps in managing their expectations effectively.

**Velislava: What role does feedback play in your job, and how do you utilize it?**

**Hanane:** Feedback is invaluable. It helps me understand what we're doing well and where we can improve. I regularly seek feedback from the crew and other departments and use it to refine our processes and services. Constructive feedback fosters a culture of continuous improvement and ensures we consistently meet the crew's needs.

**Velislava: How do you collaborate within YS&L and other departments to ensure the crew's needs are met?**

**Hanane:** Collaboration and communication with everybody is crucial. I maintain open lines of communication with my colleagues Cristina and Manuel, but also the project managers, maintenance teams, and other relevant departments. Regular meetings and updates help us stay aligned and ensure that the crew's

needs are addressed efficiently. It's all about teamwork and seamless communication.

Talking about teamwork and our collaborative effort as a group to meet not only crew request but also their expectations, I am also interested to hear from the other members of the YS&L department about their daily challenges.



**Velislava: Cristina, as the AdM supply manager, can you tell us a bit more about yourself and your role?**

**Cris:** I have a naturally service-oriented personality; I love dealing with clients and suppliers and take pride in finding solutions when a client sees only an issue or a need for supply. I often use the phrase "leave it with me" because that's exactly how I believe it should be. We all need to delegate and trust that things will be managed as we would do it, or even better. My role in the YS&L department involves providing yacht supplies on a global scale, both during and after the refit period, as well as to any yacht located anywhere that needs supplies. Whilst my colleagues in the purchasing department manage everything directly associated with the refit project, I handle all the supply needs that the crew may have, which is not related to a specific refit. This structural specialization ensures that

every aspect of the yacht's needs is met efficiently.

Our supply services also extend beyond the physical boundaries of our shipyard, as I continue to assist vessels wherever they are. My connection with the vessel does not stop when it leaves our premises; I continue to manage their supply needs, take care of the supplied items' warranties, and much more.

**Velislava:** How do the shipyard's purchasing strategies and technical knowledge enhance the overall experience and value for the clients?

**Cris:** Our strength as a shipyard enhances our negotiating power, directly benefiting our clients. As a manufacturing and service oriented company, we purchase supplies not only for our clients but also for our in-house workshops and project management departments. This purchasing power allows us to secure commercial agreements, translating into highly competitive prices and reliable delivery schedules. Technical expertise is another cornerstone of our success. Supported by a team of skilled engineers, we pride ourselves

on more than just selling products; we understand them inside and out. This depth of knowledge enables us to ask the right questions and deliver precisely what is needed. As I used to say, it is not about selling but about knowing what you sell.

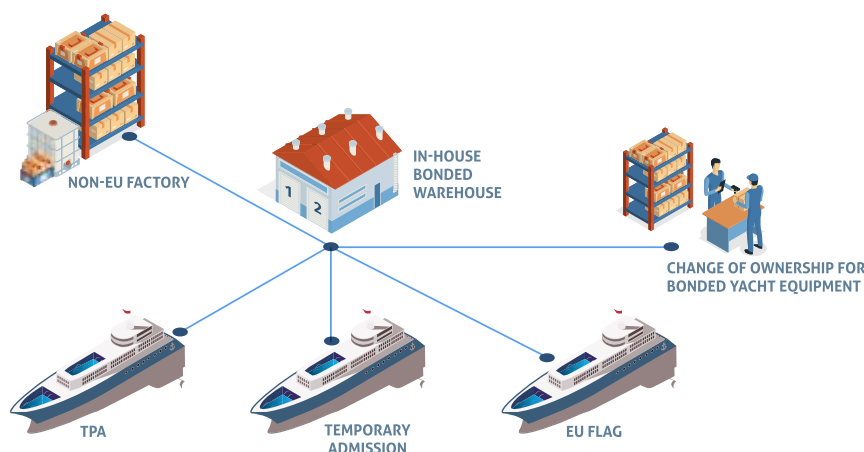
**Velislava:** You mentioned that technical expertise allows you to ask the right questions. Can you elaborate?

**Cris:** Absolutely. Knowing the products inside and out, and having a team of naval engineers and craftsmen, allows us to stay ahead and resolve technical issues that may not even exist yet. By asking the right questions from the very first call, we can develop solutions for discontinued products, for example. Our in-house workshops and craftsmen play crucial roles in providing the right solution and fitting the supply. Our in-house know-how and expertise save clients time and money. I recall a case where a yacht needed a specific exhaust compensator that wasn't commercially available. Thanks to our capable craftsmen, we developed and prepared the technical drawing that was provided to the manufacturer

to ensure the exhaust compensator would meet the exact needed specs. It was built and installed in record time. This integrated approach ensures we meet our clients' needs accurately and efficiently.

**Velislava:** Another topic of interest to captains and crew is the interconnection between our AdM supply services, our bonded store and our AEO licence. Perhaps this is something I should ask Manuel, our Customs Manager?

**Cris:** Indeed, these two services are interconnected. The extra space of our bonded store allows me to organize logistics perfectly and order in advance everything the yacht needs, storing it until their arrival. Since the bonded store is within our shipyard, delivery on board is even easier. How our AEO licence and warehouse benefit yachts under TPA is something Manuel can explain better.



**Manu:** Since 2019, we have proudly held the status of an Authorized Economic Operator (AEO), serving as a guarantee to customs authorities that our transactions consistently adhere to current rules and regulations. Maintaining an AEO license is a significant responsibility, necessitating



ongoing efforts to uphold the standards, requirements, and conditions essential for its validity. However, this certification not only underscores our commitment to compliance but also bestows crucial recognition within the yachting industry.

**Velislava: What are the direct benefits from such recognition?**

**Manu:** One of the primary benefits of our AEO license is integration into the logistics network alongside our partners, both within and beyond the EU. This positioning allows us to act as a trusted importer of goods and equipment destined for installation on yachts.

Additionally, our AEO status grants us the privilege of managing inward processing, or TPAs, facilitating our shipyard's provision of refit services to the extensive international fleet of yachts. Within this collaborative logistics framework, possessing a customs warehouse license further

bolsters our capabilities in storing materials sourced from yachts. The imminent inauguration of our 1550m<sup>2</sup> bonded warehouse at the Port of Tarragona marks a significant milestone. This expansion enables us to extend our specialized services to yachts, particularly catering to mega and giga yachts, who stand to benefit greatly from the logistical efficiency and advantages it affords.

This all sounds great, thank you for sharing the information. Our visit to the Yacht Services & Logistics (YS&L) department has highlighted the essential role that communication and teamwork play in the seamless operation of luxury yacht refits.

From Hanane's warm greetings and attentive care to Cristina and Manuel's dedicated support in logistics and services, it's clear that the YS&L team is committed to making every crew member's experience exceptional.



At the helm of this team is **Cristina Tapia**, who oversees the department's activities. With over 16 years of experience as a yacht agent, Cristina has an in-depth understanding of the challenges that crews face. Her expertise ensures that every crew member receives personalized support and attention. Cristina's open-door policy means you are always welcome in her office, even if it's just for a chat.

We hope this glimpse into the heart of our YS&L department has shown you how integral our team is to the smooth, efficient, and enjoyable refit process.

As always, we are here to ensure that your journey with us is nothing short of outstanding. Thank you for joining us on this tour, and we look forward to welcoming you again soon.



**Velislava Ilieva**  
Marketing Manager



**In the field of naval technology, precision and efficiency are essential to ensure the optimal functioning of vessels.**

In this interview, we explore the advanced laser alignment system, an innovation that is revolutionizing onboard machinery maintenance and repair.

**W**e speak with our expert **Jaime Palmer** from the technical office, to understand how this system surpasses traditional methods in terms of accuracy, speed, and reliability. We discover how laser alignment not only improves measurement precision but also increases productivity and reduces execution times. Additionally, we discuss the benefits it offers to both the company and its clients, the reasons behind its adoption, and how frequently it is used.

### **Jaime, what does the laser alignment system entail?**

The laser alignment system replaces the traditional method of alignment

using dial indicators. This system is much more precise and efficient, as readings are quicker and more accurate. For instance, with the laser system, there is no need to disassemble the flexible coupling.

### **Besides shafts, what other onboard machinery requires alignment?**

Although the most common alignment is between the engine and the gearbox, the laser is also used to align other

equipment such as pump couplings and connections between the engine and alternator, among others.

### **Does the use of the laser offer greater accuracy and precision compared to conventional methods?**

Yes, it significantly reduces potential human errors caused by loss of reference or errors in recording results, whilst also providing higher precision in readings.

### **Does this affect productivity and contribute to resource savings?**

Productivity is much higher compared to conventional methods. The preparation for measurement is more agile and efficient, allowing for multiple readings to be taken automatically and alignment adjustments to be made in real time..





### **Are execution times reduced?**

Absolutely. By increasing productivity, the execution time for readings is reduced to a few hours, as long as no complications arise.

### **What are the advantages of its use and the benefits for the client?**

Efficiency, precision, and reliability. Firstly, it ensures that the alignment has been done correctly, allowing the client to quickly understand where the misalignment issue lies by viewing the laser screen. Secondly, the assurance that once the problem is solved, the result is optimal and documented in a report that can serve as a comparison point for future readings.

### **Why isn't this system used in all cases? Does it involve higher costs for the client? And for the company?**

Currently, in all the applications where we have needed to use a laser, we have employed it successfully. Additionally, we have designed and built tools to further extend the range of cases where it can be used. The price is competitive compared to the traditional system due to the efficiency in taking readings. For the company, it is a considerable initial investment, however, it is rewarded with customer satisfaction and agility in readings.

### **Are there other companies in the Balearic Islands that offer this service?**

Yes, there are companies with offices in Spain and abroad. However, we offer a more comprehensive service, as in addition to alignment, we can perform line improvements such as redoing



chockfast, changing resilient mounts, and flexible coupling, among others.

### **Since when have we had the machine and how many times have we used it?**

The machine was acquired in June 2023. This May, we purchased a second laser due to the success and positive feedback from clients. We have used it on multiple occasions, possibly around 25 readings in a year. These readings have been performed not only at our main headquarters but also at other service points such as STP, Tarragona, Port Adriano, and Club de Mar.

### **How often do clients request an alignment and what is the reason?**

It is usually recommended to check the alignment after a long voyage or just before dry docking, to have a record of the shaft line's condition before performing any work on it or the engines. The main reasons are usually down to the degradation of the resilient mount rubbers and the wear of the bearings in the stern tubes.

### **What problems can arise from poor alignment?**

The most frequent problems include leaks in the seals, increased vibration levels, higher energy consumption,

bearing failures, and various types of shaft damage.

### **Who performs the maintenance and calibration? What types of alignment machines do we have?**

Maintenance and calibration is performed annually by the manufacturer, who issues a calibration certificate. This ensures the measurements are reliable and there are no deviations in the lasers. We have an alignment laser for machine trains and an alignment laser for stern tubes. The latter, although used less frequently, greatly speeds up the construction of a new stern tube and ensures excellent straightness. Finally, we have seen that although the adoption of this technology requires a significant initial investment, the results in terms of customer satisfaction and operational efficiency fully justify this advancement. Laser alignment represents an important step towards a more precise and efficient future in yacht maintenance and repair.

**Thank you, Jaime,** for guiding us through the innovations in onboard machinery alignment. We hope this interview has provided a clear and detailed insight into the benefits and applications of laser alignment in our sector.

## Our comprehensive **Yacht Refit Network Solutions**

**A**ligned with our commitment to maintaining a boutique shipyard concept and meeting customer needs beyond our core facilities, we have gradually extended our operational presence beyond the physical confines of our shipyard.

Since our significant decision in 2009 to establish a **Service Point in STP**, we have expanded our network along the Spanish Mediterranean coast by opening an office and a 1,550m<sup>2</sup> workshop/warehouse in **Port Tarraco**, as well as conducting various refit projects outside our main facilities.

Such strategic expansion enhances production efficiency by combining in-house workshops and subcontractors with robust project management capabilities, enabling us to function as a service-oriented provider with a wide geographical reach. We can deploy our team of project managers and craftsmen for large-scale and complex projects in shipyards and marinas owned by third parties.

We have managed several major refit projects this season, varying in duration and complexity, at the **Navantia** shipyard in **Cartagena**. For one of the projects, the work began in Navantia's dry dock and was completed at our main shipyard in **Palma**. The more complex the project, the more extensive the coordination and stricter the adherence to execution schedules required. Despite working outside our main facilities and managing both our subcontractors and those of third parties, we successfully met the project deadlines, objectives, and budget constraints.

We are excited to announce that we are in the process of opening an office at IGY Marinas in Malaga. This new location allows us to extend our technical expertise and skills to a broader clientele, continuing our commitment to providing top-notch services across a wider geographical area.

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Additionally, our team handled two projects at the **Port Denia Shipyard**. Both projects received full support from our workshops, and our mobile workshop unit ensured smooth coordination and logistics with our main shipyard in **Palma**. With the support of our network of subcontractors and local premises, we can meet almost any refit requirement. Given the increased demand for refits in Palma and its limited availability, we now offer clients with vessels under 55m the option to refit their vessels in **Denia** or start the refit process there while waiting for a slot in **Palma**, or vice versa. Our service network is particularly beneficial for yachts whose operational schedules cannot adapt



to slot availability in one location, providing them with refit solutions and ensuring minimal disruption to their operations.

At **Marina Port Tarraco**, our project managers and craftsmen have been at the forefront of expanding the range of services we offer to yachts docking in the marina. Our team has been involved in various projects, providing technical support to vessels ranging from 55m to over

120m. The newly opened 1,550m<sup>2</sup> workshop/warehouse empowers us to support yachts with nearly any service request they may have.

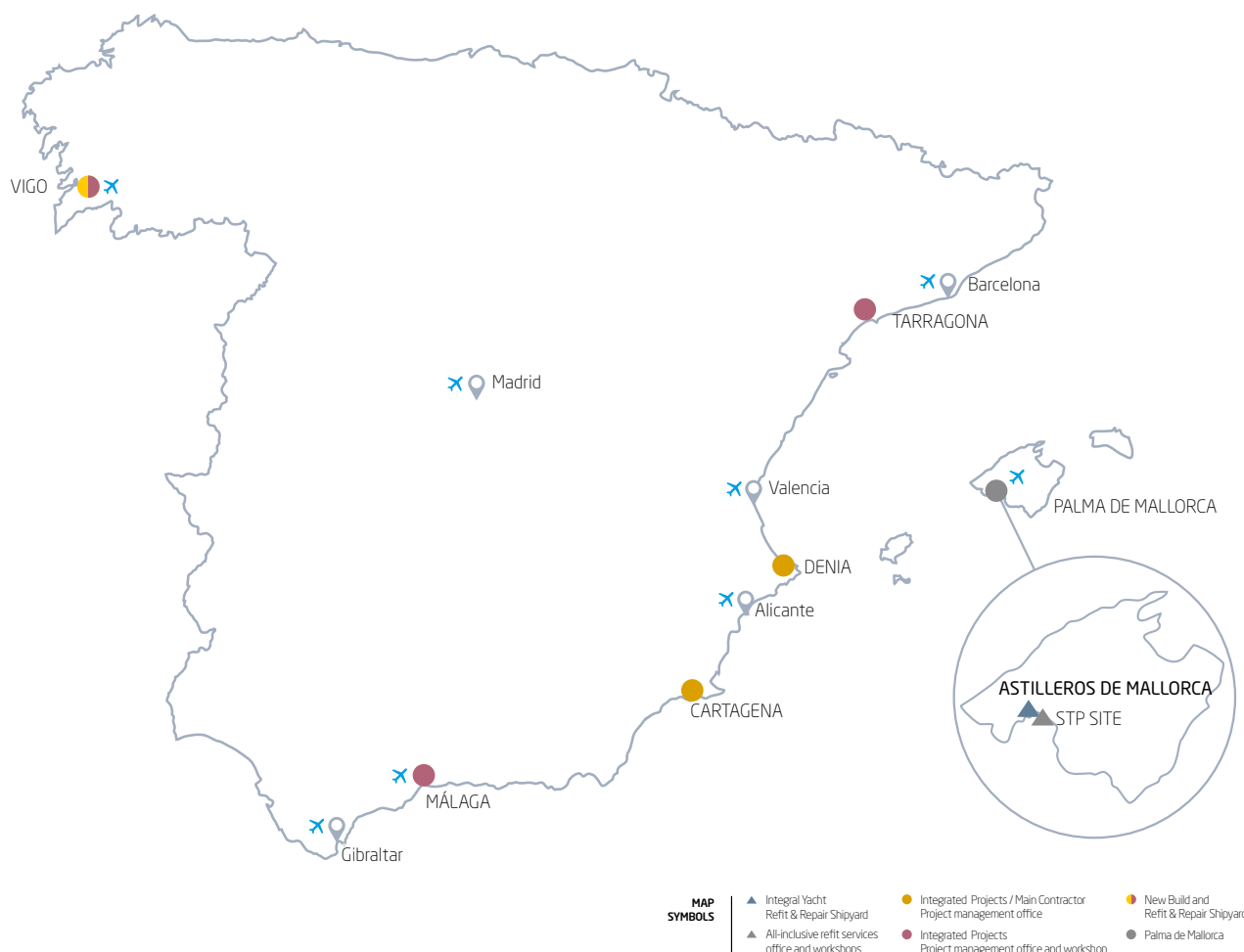
We are currently in the process of obtaining permission to operate this workshop as a **bonded store**, which will enable us to expand our specialized services even further.

Lastly, we are excited to announce that we are in the process of opening

an office at **IGY Marinas in Malaga**. This new location allows us to extend our technical expertise and skills to a broader clientele, continuing our commitment to providing top-notch services across a wider geographical area.

We look forward to welcoming you and offering the same level of excellence that has been our hallmark since 1942.

## Our Refit Service Network





**"Superyacht Cup Palma has always delivered fun, fair and competitive racing, and 2024 is all set to deliver the magic once again,"** said Event Director Kate Branagh.

**T**he Astilleros de Mallorca Prize 2024 was awarded to **Maximus**, the second overall winner with 0.33 points in this year's Palma Superyacht Cup.

Renowned for its high-performance design, the 59m Vitters ketch won Class A honors, finishing ahead of Cervo, Vijonara, and Atalante.

#### CLASS A

Pos	Team	Pantaenius Race	Jaquet Droz Race	St. Regis Race	Total
1	Maximus	2	0	1	3
2	Cervo	1	0	2	3
3	Vijonara	3	0	3	6
4	Atalante	4	0	4	8

#### CLASS B

Pos	Team	Pantaenius Race	Jaquet Droz Race	St. Regis Race	Total
1	Rose	1	0	1	2
2	Dark Horse	3	0	2	5
3	Umiko	2	0	4	6
4	Calabash	4	0	3	7

#### CLASS J

Pos	Team	J Race Day (1)	J Race Day (2)	Pantaenius Race	Jaquet Droz Race (R1)	Jaquet Droz Race (R2)	St. Regis Race	Total
1	Svea	1	1	3	0	0	1	6
2	Velshedda	3	3	1	0	0	2	9
3	Rainbow	2	2	2	0	0	3	9



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





**T**he Palma International Boat Show has set a new benchmark this year, boasting a record 295 exhibitors – a notable increase of 24 companies compared to the previous edition. The number of boats showcased at sea remained

steady at 260, up slightly from 252 last year, with the vessel lengths consistent year over year.

In a significant stride towards sustainability, the organizers have announced the event's initiation

of certification as a sustainable event. This initiative underscores a commitment to minimizing the carbon footprint, promoting inclusion and equality, and raising awareness about responsible practices. Among the measures taken, the event's carbon footprint was meticulously measured, and a comprehensive reduction plan was developed.



Highlighting Palma's stature as an international nautical hotspot, the Balearic Superyacht Forum emerged as the standout event. Organized by the Balearic Marine Cluster, with sponsorship from IDI and collaboration with The Superyacht Group, the forum reinforced Palma's prominence in the global nautical community.



# MONACO YACHT SHOW

25 - 28  
September  
2024





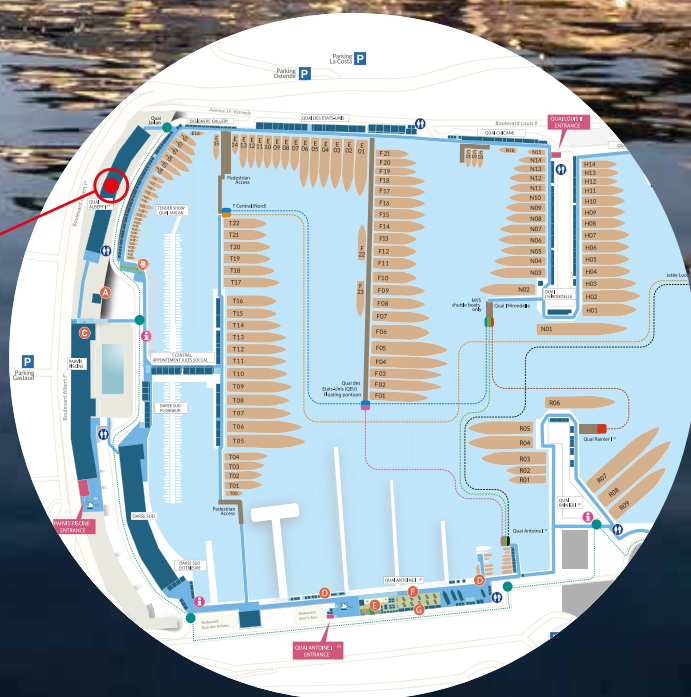
Celebrating its 33rd anniversary in 2024,  
the **Monaco Yacht Show (MYS)** is an essential event  
for superyachting aficionados.

Where you can find us

Quai Albert 1<sup>er</sup>

**AL43**

Join us at our stand for the  
BALEARIC YACHT DESTINATION event  
on September 26th at 17h!  
**We look forward to seeing you there**





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**MALLORCA**

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REFIT & REPAIR SHIPYARD

## PHI-LOSOPHY OF CRAFTSMANSHIP



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