

# UPGRADING TO AN ECOLOGICALLY MODERN PROPULSION SYSTEM



**M/Y PASSION** one of the most successful charter yachts in the world used our hard standing area between September 2008 and January 2009 for an upgrade of her machinery including the main engines and generators.

We also removed all under water coatings from her hull by hydro-blasting and retro fitted her with 'Zero Speed Stabilisers'. She was re-launched at the end of January to continue her refinishing with Pinmar.

## LIST OF CLIENTS 2008

ALAS LIBRES  
ALBACORA  
ALCOR  
AQUARIUS  
ASTERIA  
BACK SOON  
BALAJU  
BIG CHANGE  
BLUE ATTRACTION  
BRAVEHEART  
BIG CHANGE  
BLUE ATTRACTION  
BRAVEHEART  
CARL LINNÉ  
CASSIOPEIA  
CD TWO

CLARENA  
CREOLE  
CYAN  
CYCLOS  
ELEMENT  
ENTERPRISE  
FAIR LADY  
GALILEO  
GANESHA  
GEMINI LADY  
KLOSTERS  
KOKOMO  
LA CATTIVA  
LADY BEATRICE  
LADY DAHLIA  
LADY FERYAL  
LADY LIBRA  
LIBERTY GB  
MARY JEAN  
MICHAELA ROSE

NOA VII  
OASIS  
OPAL C  
PARAISO  
PASSION  
RED DRAGON  
REESLE  
ROMARA  
RUSALINA  
SANORA  
SHANDOR  
SIBELLE  
STARFIRE  
TATASU  
THIRTEEN  
TJ ESPERANZA



You don't need to leave the Med to find a fine refit shipyard

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News and More  
2009 SPRING DELIVERY

# 2008 ONE OF THE BEST YEARS EVER FOR ASTILLEROS

## OUTLOOK FOR 2009/2010



Diego Colón, General Manager of Astilleros de Mallorca since 1992 comments:

We are entering 2009 with the confidence that we are a reliable and financially strong partner for clients who do not wish to run any risk when deciding on a solvent refit shipyard.

We are aware that 2009 will be a difficult year for the yachting sector but we are already looking ahead into 2010. We believe this will be a perfect moment to expand our shipyard services. We have now opened our new offices and work shops in the recently upgraded public Travel-Lift area, opposite our main shipyard.

Your contact in our STP office is the Designer and Naval Architect Ivan Salas who joined our team at the beginning of 2009.

Ivan, and our present production team of four Project Managers, will be responsible for the coordination of all client projects in the travel-lift area.

All recent major refits in Astilleros have evolved from new purchases and refurbishment. We believe more Owners will take advantage of the present economic climate with the purchase of a reasonably priced yacht. We have anticipated that this will create a rising demand for our services for which we are now fully prepared

## ASTILLEROS OPENS NEW WORK SHOPS AND OFFICES IN THE TRAVEL-LIFT AREA OF STP

### SUCCESSFUL PROJECTS YEAR AFTER YEAR

In 2008 Astilleros delivered several important refit projects. These included M/Y SHANDOR, M/Y CYAN, S/Y LA CATTIVA, S/Y GALILEO, MV ASTERIA, M/Y BACK SOON, TMS CREOLE. The refit of M/Y PASSION is still underway.

## OUR PROJECTS IN THE STP AREA ARE RUNNING SMOOTHLY

The Astilleros method of organising refit projects has already been successfully implanted in the new travel-lift area of STP. Our clients are Owners as well as Captains and Management Companies who want Astilleros to be the main contractor, or only want specific work to be done. This could be a Lloyd's survey, work for Class approval, or even a complete refinishing job using our skilled painters.

Many local contractors have had a long term relationship with Astilleros and prefer working under the umbrella of our Management team. The simple reason for this is because Astilleros has the ability to control all areas of a refit to ensure that a project does not get out of financial and timing control. Our commercial history has proven, that 'it works very well'.

Many of the companies we work with have made discount arrangements with Astilleros, allowing the price presented to our client to be the same as if presented directly from the sub contractor to the client. The end of a refit results in one invoice from a company with an insurance policy of €30,000,000 and only one warranty partner.

The support that we offer in our main Shipyard is now available in the travel-lift area and includes many different facets:

- we provide hauling and berthing arrangements in STP (without surcharge).
- we provide temporary importation

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ASTILLEROS DE MALLORCA SHIPYARD

ASTILLEROS DE MALLORCA NEW WORK SHOPS, OFFICES AND EXTENSIVE WORKING DOCK AREA IN THE TRAVEL-LIFT SECTION OF STP

- we prepare quotations, pre. work, ensuring the best prices from subcontractors.
- we ensure contractors fulfil their legal requirements when accessing work areas.
- we provide a project manager for each project (without surcharge).
- the Astilleros project managers check all invoices, ensure payments are made on time, and provide a statement of accounts on a regular basis.
- we provide a purchasing department and a fully equipped material store for the Crew.
- we provide Captains offices.
- we provide in-house works shops with modern tooling that can undertake any refit or new build. These include steel work, aluminium welding, stainless steel fabrication, engineering, pipe work, electrical work etc. for any size of vessel.
- our (non-exclusive) in-house contractors include Electronics, Refinishing, Paint Application, Air Condition, Rigging, Fibre Glass and Upholstery.

#### COMBINING WORK IN ASTILLEROS AND STP – BENEFICIAL FOR ALL

Over the past months we have proven that both facilities can be perfectly co-ordinated for the benefit of the client, shipyard, or contractor. This refers not only to the haul-out and hard standing facility but also to the in water areas. Different tariffs apply to each area and we are happy to give comparison quotes.



## TMS CREOLE HAS BEEN MAINTAINED AT THE ASTILLEROS YARD FOR 25 YEARS

Meticulously cared for by her owners over the past 25 years, **CREOLE** has spent several months annually in Astilleros de Mallorca.

No expense has been spared and no area needing attention has been overlooked in keeping this unique vessel in pristine condition for today's and future generations to enjoy.

We are proud of the relationship we have with this vessel, and her owners, and the confidence that they have in us.



## IVAN SALAS (Head of office in STP)

Ivan was born in Mallorca and began his love of sailing at a very young age in and around the bay of Palma. As he grew up he would watch the many beautiful yachts entering into the local marinas and his passion for the yachting industry took hold.

As with many young men in the area he began his professional yachting career working for many summers as crew on luxury yachts. Eventually the time came for Ivan to carry out further education and he decided to study Naval Architecture in Scotland which he followed up by gaining a Masters degree in Engineering and Yacht Design. The degree enabled him to join the British Merchant Navy as an Engineering Officer, to be a Project Engineer for the Offshore Industry and to become a Naval Architect working with the well known luxury yacht builders Oceanco and Feadship where he was fully involved in the design, engineering and production of several new Super Yachts above 70m in length.

He has now returned to his roots to join us at Astilleros de Mallorca to become an important part of our rapid growth in the refitting world of luxury yachts



## ASTILLEROS HAVE FITTED FOUR 'ZERO SPEED' AT ANCHOR SYSTEMS IN THE PAST 12 MONTHS

With **PASSION** we have successfully delivered our fourth installation in one year.

The first delivery in 2008 was **T.J. ESPERANZA**, which was followed by **ASTERIA** and **CYAN** before the summer break.

*(Note by the author: Having participated in several sea trials and suffering from sea sickness all my life, it's like a wonder, even in 1.5m swells)*

Astilleros has now successfully retro fitted more than 10 of these systems over the past few years, manufactured by both Naiad and Quantum.

## ASTILLEROS DE MALLORCA: AN EXPERIENCED PARTNER FOR NEW BUILD SHIPYARDS WORLDWIDE



Over the past years Astilleros has cared for many yachts constructed by the best known of the large yacht builders from around the world.

Our attraction is that we function as a reliable service base for these new builds in the Mediterranean and the fact that we can interact perfectly with the new build company and its employees.

Recently we had a visit from the Amels general manager Rob Luijendijk and his team. Rob together with his colleagues, were shown around by Diego Colón and Stefan Enders and left the shipyard after their visit highly impressed with the facility, its technical installations and organisation.

We plan to soon invite more brokers and management teams to take a tour of the shipyard to give them an insight and better understanding of our full capabilities.