

SUPERYACHT

BUSINESS

Industry insight for decision makers



Flying high

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Trumpy

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Yacht transporters

Report on the financial benefits of using transocean carriers

Sanlorenzo

The historic Spanish yard getting ready to step into the future

USA

The beacon for new-build recovery?

Standing tall against recession, America reveals why it feels an uplifting sense of optimism



DEREKTOR SHIPYARDS

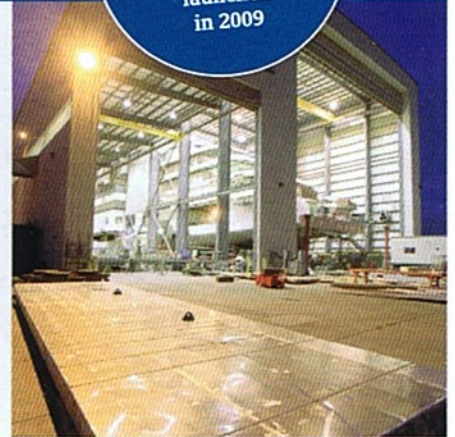
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yacht
launched
in 2009

KEY FACTS:

- **Size of yard:** Yards in Connecticut (23 acres), New York (three acres) and Florida (17 acres)
- **Direct employees:** 250
- **Indirect employees (subcontractors):** Up to 300, depending on project
- **Size it can build to:** 122m (400ft)
- **Biggest length built so far:** 86m (281ft) *Cakewalk*, planned for early 2010 delivery
- **Web:** www.derektor.com

Derektor dedicates each facility to different specialties, with the Connecticut and New York yards mostly performing new construction while the Florida facility concentrates on refit and repair. In fact, the recently re-launched *Heesen At Last* underwent an extensive refit there, with, among other things, the superstructure being detached and the wheelhouse being rebuilt to include more headroom and vertical windows.



YARD OVERVIEW

Having three facilities that can handle a variety of work gives Derektor Shipyards more flexibility than other builders, but that doesn't mean the past year has been without its challenges. Kathy Kennedy, Derektor's marketing director, says that the last 12 months have been characterised by a decrease in new-build inquiries. The yard has been encouraged, though, by the fact that over the past four months, "the phone started ringing," she adds. "It's more complicated however," she explains, "because owners are weighing their options a bit more, taking the time to see what they want in terms of a new build or a brokerage boat." Kennedy believes owners have more options than ever before — from refitting a brokerage yacht or undertaking a new build to buying an in-built yacht that another owner is selling.

To keep the workforce steadily employed while the economy straightens

out, Derektor has been 'looking harder' at taking on additional government, military and commercial work, all tasks it has regularly performed over its 60-plus-year history. A good example is the 39m (128ft) tugboat, *Independence*, which was launched at the Connecticut yard in mid-September.

TOTAL LENGTH OF
DEREKTOR'S 2010
DELIVERY: 86M

Paul Derektor, who now oversees the yard, is a founding partner of New York Fast Ferry, and has apprenticed at every trade within the business.

He believes that this experience also gives the yard an advantage in the yacht

arena. He points to one of the latest projects going on in Connecticut — the 86m (281ft) *Cakewalk* — which, when it is launched next year, will become the largest US-built yacht since the 1930s. Its owner, an American who has previously commissioned yachts in Europe, decided this time around he wanted to build on home territory.

"We felt that, with the team we've put together, we could do the project in the US at a yard like Derektor's," explains her captain, Bill Zinzer. "They know how to build yachts and know how to build ships. You have to have a commercial mentality to build a project this big." Those members of the superyacht industry who have seen the progress so far have clearly been impressed. Jonathan Beckett, chief executive of Burgess, says: "The attention to detail, from both technical and aesthetic points of view, is very impressive indeed."

"Owners are weighing their options a bit more, taking their time to see what they want in terms of new build or brokerage"

Marketing director
Kathy Kennedy

ONE TO WATCH

- **Project name:** *Cakewalk*
- **Length:** 85.6m (281ft)
- **Naval architect:** Azure Yacht Design
- **Exterior design:** Tim Heywood Designs
- **Interior design:** Dalton Designs
- **Construction:** Steel hull, aluminium superstructure
- **Max speed:** 17kt
- **Delivery:** 2010
- **Notable features:** When delivered, *Cakewalk* will be the largest private yacht built on US soil in more than 70 years. She has been commissioned by a US couple who have owned four previous yachts with the same name.

Unlike most superyachts, *Cakewalk* positions all guest staterooms above deck, while the master suite, one level up, contains a private gym and saloon with a theatre.

