

Super-structure

In the new build sector of the superyacht market, there will always be big personalities, visionaries setting out to push the envelope and make a dramatic statement. Burgess is working with owners and shipyards to find commercially savvy and technically innovative ways of delivering the dream, as **Sean Bianchi** naval architect with the Burgess New Construction division explains.

To illustrate what we do, think of two pictures: on the one hand there is the owner's vision, in CAD drawings and renditions, designers' sketches and style boards that capture the imagination. On the other, there are the construction site realities of steel, aluminium, piping, cabling and scaffolding. Connecting the two, is the Burgess service.

How do you go from a cold November shipyard in the Netherlands, to a floating palace at anchor in the Maldives?

Astonishing sums have been ventured on breathtaking yachts against the background of a rising market. Now, in more cautious times, those involved in large scale long-term yacht building are turning to the most experienced team. Today, the process is as important as the finished product, and owners want to work with a company that really understands the process.

Our many repeat clients know that we will make the process enjoyable for them as well as delivering what they want

Our relationship with our clients is vital, and we always prefer to have an enthusiastic and involved owner. Firstly, we get a clearer and more accurate picture of the owner's expectations, and can leave our own assumptions out of it. Secondly, only the owner has the authority to take on board our suggestions for improvements, which is where we can add a lot of value to the project.

For example, we might look at the planned layout of the yacht and see that there would be great benefits in repositioning key engineering equipment or modifying the general arrangement to improve guest safety and crew movements throughout the yacht. When the owner is involved, we can make the case and get a decision quickly.

The Slipstream project (see opposite) is a great example of how the Burgess team bridges the gap between an owner's vision, and the gritty reality of making it happen. It is far from being the only one. Currently, the Burgess new build team has around 20 yachts under construction, ranging from 40m to 140m.

Engineering complexities escalate with size. Everything goes up on a steeper curve, and not just in terms of cost. More regulations apply, and when you move from a 50m yacht to a 70m project, you enter a whole different order of complexity. This affects shipyards too – just because you can successfully build a 50m yacht does not mean you can build an 80m vessel.

There will always be challenges on every build: the key is to overcome them quickly and efficiently.

Burgess has the most experienced and qualified core team in the industry. This gives us the skill set to engineer out problems on paper, before they hit the production line. And because we have the whole spectrum of yachting expertise within the team, we can also test the business case for changes and suggestions. For example, we might be able to see the advantage of altering the layout to accommodate a gym or an extra cabin. We can cost the

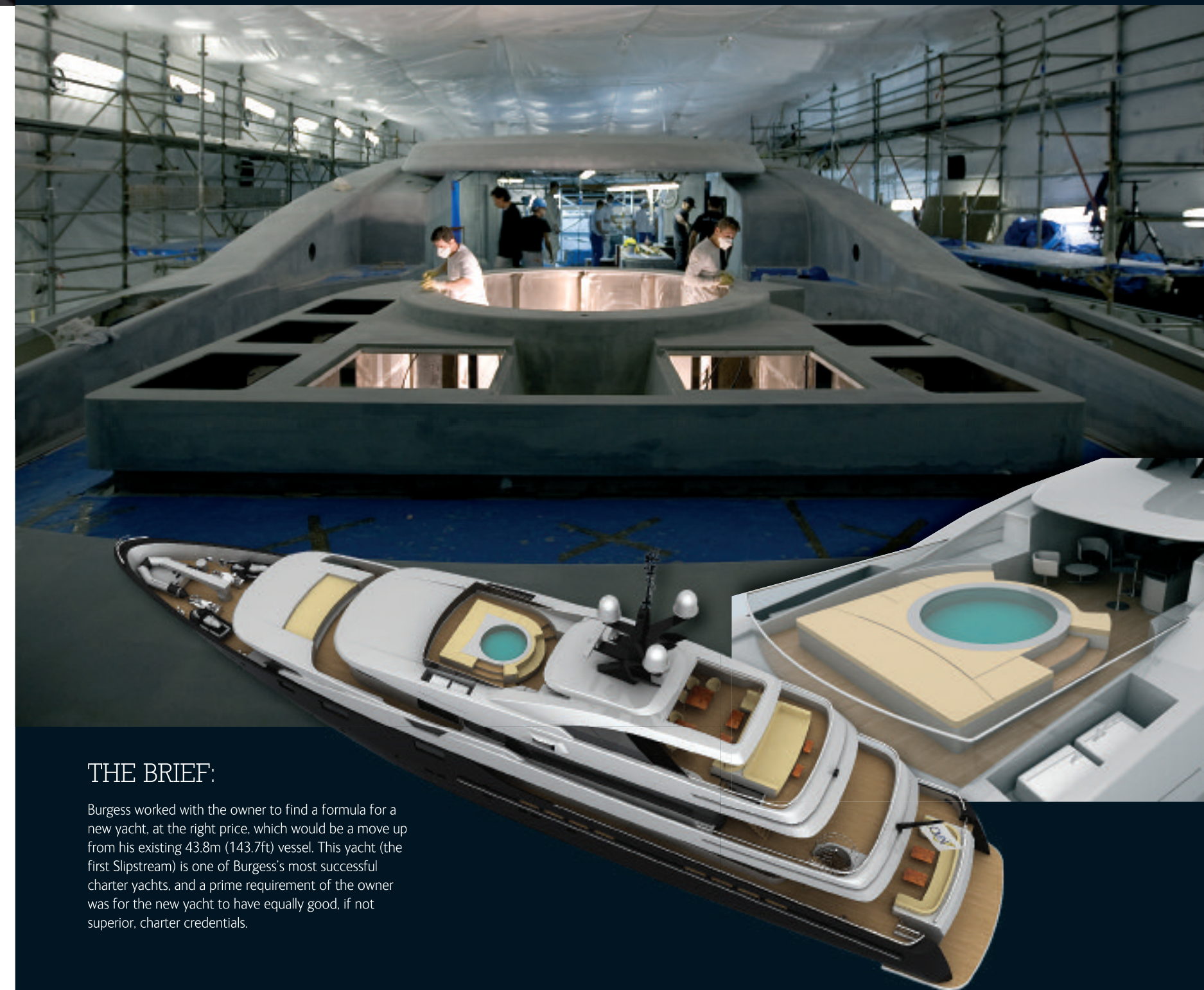
revision, and pull in resources from the rest of the company – our brokerage, operational management and charter experts – in order to evaluate the benefits.

All our workarounds and solutions are shared with future projects, and we have a strong track record of past projects from which to learn

To sum up, despite the global financial climate, superyacht building continues to present some tremendous opportunities. In fact, there have never been so many large yachts under construction. In the new climate, certainty, diligence, accountability and security are as important as vision and passion, which also explains why the Burgess new construction team is busier than ever.

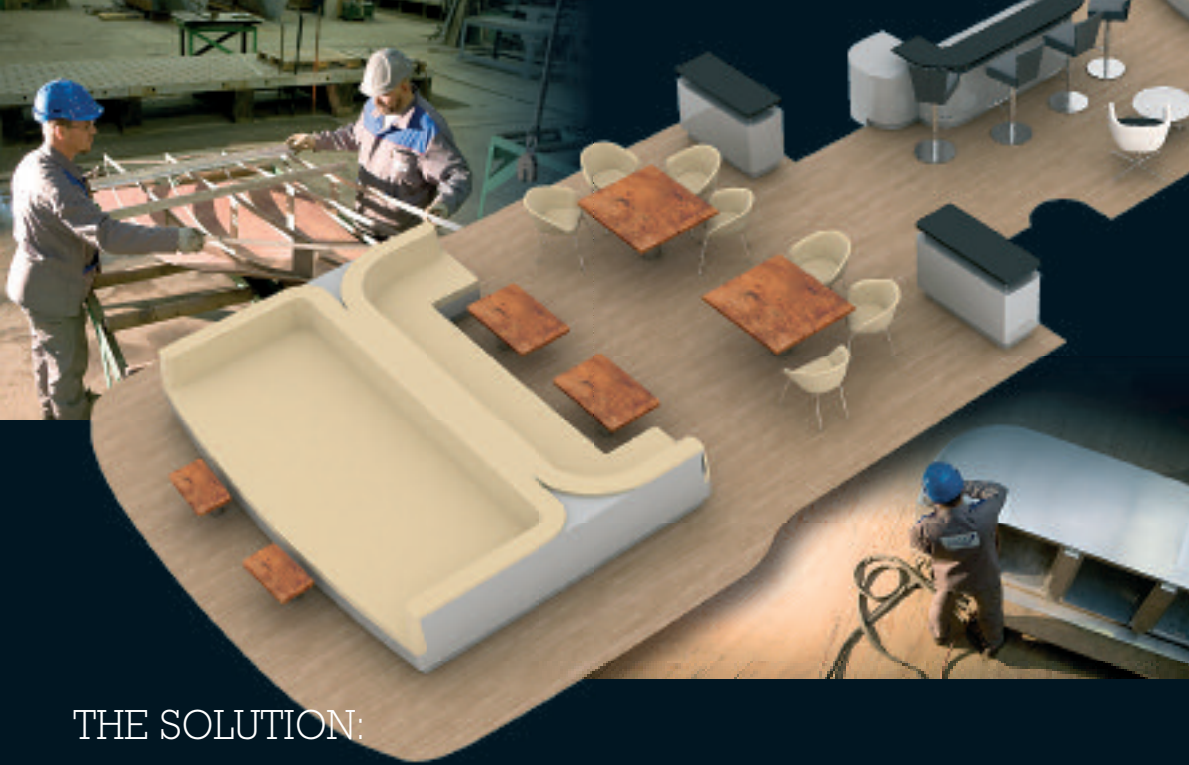
CASE STUDY: SLIPSTREAM

The new Slipstream demonstrates what an enthusiastic and committed owner can achieve with the right team.



THE BRIEF:

Burgess worked with the owner to find a formula for a new yacht, at the right price, which would be a move up from his existing 43.8m (143.7ft) vessel. This yacht (the first Slipstream) is one of Burgess's most successful charter yachts, and a prime requirement of the owner was for the new yacht to have equally good, if not superior, charter credentials.



THE SOLUTION:

We identified an opportunity to build a sistership to an already existing yacht. This provided a proven design and engineering package, while allowing for modifications to the hull form and general arrangement to meet the client's requirements. The sistership concept allowed for an attractive build schedule and improved the chance of increasing equity in the asset.

THE TASK:

As soon as Burgess reviewed the original specification and general arrangement, we were able to make suggestions that would take the design up a level and add value to the yacht. We worked closely with the yard, assisting them with alterations to the hull form and interior layout. These improved crew operations, guest comfort, storage capacity and safety features. We also improved the separation of working and luxury spaces with a view to charter, and upgraded the equipment, including stabilisers, to the best available technology.

THE BENEFITS:

The owner benefited from our input to achieve a superb yacht equipped to the highest standards in line with his vision. The builders benefited from our experience with other yards and projects, resulting in an accelerated development of expertise and technical know-how.

SLIPSTREAM

LOA	60m (196.9ft)
Builder	CMN, France
Year	2009
Exterior & interior design	Andrew Winch Designs
Project management	Burgess
Cruising speed	14.5 knots
Guests	12 guests in 7 cabins
Crew	15
Summer 2009	Mediterranean
Charter rates	from €315,000 per week

See pages 130-131 for further information on Slipstream.

Slipstream is under Charter Management with Burgess.



Be one of the first to experience this fabulous new yacht and contact your Burgess charter broker to plan your 2009 Mediterranean cruise.