

BURGESS



THE SHEER SIZE AND COMPLEXITY OF SUPERYACHT CONSTRUCTION PROJECTS PUTS THEM IN THE SAME LEAGUE AS A MAJOR COMMERCIAL PROPERTY DEVELOPMENT: HIGH COSTS, A LONG TIMEFRAME AND SUBSTANTIAL RISKS. YET MORE PEOPLE THAN EVER ARE CHOOSING NEW BUILD YACHTS, WITH THE HELP OF EXPERTS LIKE **SEAN BIANCHI**, NAVAL ARCHITECT ON THE BURGESS NEW CONSTRUCTION TEAM.

In a world where demand for large yachts continues to vastly outstrip supply, building your own can be an exciting and rewarding alternative. Especially now that there are two options: full custom-build, or a fast-track custom-series build.

> CUSTOM-SERIES

The fast-track route to superyacht ownership. Owners can personalise a proven hull and engineering formula with their own interior design, and take delivery more quickly.

>> CUSTOM

The traditional route for new builds. Often preferred by more experienced owners seeking very large yachts (60 metres+) and excited by the extended design and build process.

The Burgess New Construction team is the largest and most experienced in yachting. Our 15 naval architects, marine engineers and technical managers can micro-manage the whole project for you, protecting each investment decision. Services include:

- Shipyard selection
- Designer selection
- Drafting of specifications
- Advice on technical issues
- Advice on MCA, SOLAS, Classification
- Contract negotiation
- Technical supervision
- Monthly reporting
- Account management
- Warranty period control and supervision

SETTING THE STANDARD

2007 was a fantastic year for the Burgess New Construction division, with more than ten new build contracts signed, bringing the total number in the pipeline to over twenty. Ranging from 62 metres to 150 metres, projects like these require specialist handling, and the best possible advice.

That is exactly what you can expect from Burgess, the only full service superyacht company to offer in-house technical and engineering expertise. "At Burgess, we provide clients with the very best possible advice so that they can make confident purchase and investment decisions. This means getting down to all the nuts and bolts and having a firm grip on every component of a project so that we can paint a full and accurate picture for our clients," says Brokerage Director Tim Wiltshire. "We are involved in specifications, contract negotiations, liquidated damages, noise and vibration, stability, machinery, propulsion, speed, power requirements, warranty issues..." And that's just the start.

Realising the owner's vision

Naval architect Sean Bianchi explains how the team supports clients seeking to build the yacht of their dreams: "We act as the owner's representative with regard to budget, time, safety, compliance with regulations and making sure the client's brief is met."

Ask him why he does it and you get a real sense of his passion: "It's a fantastic job, a challenging role in exciting times. We're technical problem-solvers, working with inspiring clients. You have complete freedom in yachts like this; almost anything can be done. We'll take yacht design as far as the owner's vision will allow!"

Chief Executive Jonathan Beckett adds: "An owner might ask 'what will add to the value of the yacht?' For example, he might hate the idea of a helipad, but in a 75 metre new build it is worth designing the hull so it can take one – even if you use it as a sundeck the potential is there for the future. What about an elevator? You might not need one, but it will broaden the yacht's re-sale appeal. Our genuine understanding of the market helps us inform the project."

That said, the driving factor is always to create the yacht the owner wants. "If you can sell it again easily,

so much the better," says Wiltshire. "But primarily you want to enjoy it – from the moment you decide to build. That's why we work so hard to make the build itself a creative and satisfying process."

Getting the specification right

Sean Bianchi explains where input from Burgess technical experts can make the greatest difference. "The important thing is to bring us into the project early. Getting the specification right pre-contract is essential: late changes to requirements cause more time and budget overflow than anything else."

"Part of my role is value engineering: making sure that the yacht's cost reflects her commercial value in the market. This is not a market where you can cut corners, but there are ways of saving money on the build, and on the eventual operation of the yacht – such as running efficiency and maintenance – without compromising."

"We'll assist in the development of a new hull form, verifying its safety and stability. We start with a clear idea of what the client is looking for, but it still has to float! We then write or review the specifications, and run a competitive tender process for designers and shipyards, supporting the client with the decision-making process." This involves detailed legal and contract discussions, making sure the client is getting value for money and is protected against risk."

Choosing the yard

"Lots of yards are capable of building yachts," says Bianchi. "But there is a shortage of raw materials, steel prices are high and they've all been cutting costs and risks. One way of doing this has been the development of a part-production platform (custom-series) based on a proven engineering package," explains Bianchi. "There are a lot of 'knowns', such as top speed and how much air conditioning you're going to need. This reduces risk and still leaves you the chance to customise the interior or tweak the superstructure."

Very complex full custom projects need longer at the planning stage, constant input, supervision and management of a substantial number of variables that can all affect the successful outcome of the project. Whether you choose full custom or a custom-series route, an established European shipyard will ensure a

strong market value for the yacht, while there may be capital savings in opting for one of the emerging yards in Turkey, Chile or the Far East. The Burgess New Construction team has strong relationships with all the major shipbuilders, cross-pollinating technical ideas and solutions between them.

Hands on project management

"Some owners are closely involved throughout the build, while others prefer to take more of a back seat," says Bianchi. "We give clients the chance to really enjoy the exciting bits, like the steelwork being put together or the paintwork being done, without having to worry about all the complex processes in between."

Of course, there are always 'unknowns' in yacht building. Bianchi again: "I'm always vigilant, staying in really close touch with the project and watching out for potential issues. If something can't be easily resolved, then it's important to be honest about what's going on and why."

In an ideal world, you would pay a fixed price, sign on the dotted line and take delivery of the yacht on a certain date. In the complex world of superyacht construction, it is rarely so simple. But with Burgess leading you through the process, you can at least be sure of enjoying the experience, knowing that the industry's top experts are taking care of all the details for you.

"At the end of the day," says Bianchi, "if the yacht is delivered and the owner is delighted, if the shipyard and designers are proud of the result, then I feel like I've done my job."