

Regional Report

GERMANY

Starting with this issue we are bringing, through the year, reports on the various shipbuilding regions. We start with Germany followed in subsequent issues by Italy, Turkey, France and Spain, NZ and Australia, Holland, Asia, The USA, Russia and Scandinavia and the Rest of the World. The report details the yards in the region along with key data on their personnel, operations and facilities as well as all deliveries since the yard started and their orders under contract at the time of survey. For this we rely on the yards to respond to our survey, as you will see some are extremely thorough while others do not feel disseminating such information is beneficial.

Lies, damned lies and statistics – a well-known and well-used (OK, overused) quote. Still it can certainly be applied to statistics in our industry, not least because of the LOA v gt debate. In fact there is no real debate; it's clear that the cost and complexity of a build is directly related to its volume and gt is a pretty good (and only though not unequivocal) measure of that. Length confers marina and peer group bragging rights but even there LL (Load line length) is often confused (except by regulators) with LOA.

Italy is the world leader in superyacht construction while Germany 'only' builds 8%, some 30% less than Italy. Is that true and misleading? Yes, both in fact; certainly when you look at the gross tonnage figures: Italy lags 3,000 gt behind Germany in this. Theoretically (and for this region, in fact) this means that Germany builds fewer but (much) larger yachts on average. Still we need to develop (and we are working on this) a new way to analyse what that means. It's quite possible that if all yachts of all lengths were included Taiwan might beat Germany on gross tonnage yet still be a newbie producer of >24-m yachts compared with them. Clearly we need to look at gt and number of units together to get an indication of region performance. Equally the geographical distribution of projects is based on the number of units; this can be quite misleading when the range is between 24 and 160 metres, it may be that we need to subdivide further, though that too carries interpretation risks.

Then just to add to the complexity we should consider profitability; even though that is a factor yards are unlikely (perhaps reasonably) to share. However, apocryphal, anecdotal evidence abounds, suggesting profitability may be in inverse proportion to the gt of a given project. Or the bigger the yacht the harder it is to stay as profitable as a yard wants. I suspect too that this may be better expressed as "complexity plus degree of customisation is in direct proportion to diminished profit potential".

But all that is guesswork and courtesy of the yards we have here are facts about capabilities. Interestingly there are only really five companies in this list building in Germany: A & R, Kaiserwerft, Kusch Yacht Projekte, Lürssen and Thyssenkrupp. Of these many are multi-yard businesses. Although headquartered in Germany and thus properly included in this report it should be noted that the production facilities of Drettmann and are in Kaohsiung, Taiwan, while Farmont's yard is in Antalya, Turkey. We reported on the Drettmann Bandido series in issue 88 page 159 and Farmont's yard in issue 74 page 178. That small number of yards (even where they are multi facility companies) makes 180,000 gt, a significant even awesome achievement especially in an overheated market that stretches supply chains from short to long link – if not to destruction – and does to sub-contractor capacity what a piranha does to its dinner.

Tork Buckley

Abeking & Rasmussen

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Address: An De Fahre 2, 27805 Lemwerder, Germany

Tel: +49 421 6733 531

Fax: +49 421 6733 115

Email: abeeck@abeking.com

Website: www.abeking.com

Year Established: 1907

Primary Build Materials: Conventional steel, wood, aluminium and non-magnetisable steel

No. Staff: Approx 400

MD/CEO: Mr Hans Schaedla

Sales Director: Mr Hans Schaedla

In-house Project Managers: Mr Hinricus Dirks/Mr Andreas

Hering/Mr Andre Jonker

Max LOA of Bays: 80 m

Number of Building Halls: 5



Order Book

Name	Type	LOA	Launch/Handover
Excellence IV/ Hull 6478	M/Y	78.3m/257'	Jun08

We are aware that there are other vessels under construction and contracted to build at Abeking and Rasmussen

Deliveries

Name	Type	LOA (m)	Year
Aiglon	SY/MS/ SC-2M	45.00	1970
Alithia	SY/SL	39.93	2002
Arrayan li	SY/SL	34.50	1992
Ars Vivendi	MY	47.30	1960
Aviva I I I	MY	68.00	2007
Bravado	MY	44.90	2004
Challenger	MY	36.97	1971
Communicator	MY	56.94	1954
Excellence Iii	MY	57.30	2001
Fei-Seen	SY/MS/KT	30.27	1961
Globana M	SY/MS/KT	36.00	1995
Hetairos	SY/KT	42.84	1993
Impromptu	MY	36.40	1966
Independia	MY	49.50	1958
Jagare	SY/MS/KT	36.50	1981
Kalamoun	MY	36.52	1973
Kwikumat	MY	58.80	2003
Lady Jersey	MY	36.00	1955

Lady Sheridan	MY	57.9	2006
Marie Atalanta	MY	47.5	1963
Mira	MY	47.55	1957
My Little Violet	MY	44.9	2005
Nan Shan	SY/MS/KT	30.75	1952
No Lo Se	MY	44.00	1974
Onelilo	SY/SL	35.97	1988
Sans Souci	MY	33.60	1955
Sea Jewel	MY	52.00	1997
Sedna Iv	SY/MS/SC-3M	51.33	1957
Shyraga	MY	30.00	1954
Silver Shalis	MY	40.02	1987
Sintra	SY/KT	32.60	1959
So Taj	MY	38.60	1985
Splendido	MY	52.12	1999
Tiziana	SY/KT	35.61	1963
Ultima Iii	MY	57.30	1998
Zenobia	MY	57.30	2003

Drettmann GmbH

PR Contact: Irena Mamic

Address: Arberger Hafendamm 22, D-28309, Bremen, Germany

Tel: +49 421 56 607 275

Fax: +49 421 56 607 602

Email: irena.mamic@drettmann.com

Website: www.drettmann.com

Year Established: 1970

Main Business Area: Builder of three types of custom yachts: Elegance Yachts (www.elegance-yachts.com), built in Taiwan; Bandido Yachts (www.bandido-yachts.com) built in Taiwan; Elegance Open Sportyachts (www.elegance-open.com) built in Taiwan.

In-house Specialties: Travel lift

Primary Build Materials: GRP and Steel

No. Staff: 85

MD/CEO: Albert Drettmann

Sales Director: Andreas Schmidt

Technical Director: Dave White

Head of Purchasing: Giuseppe Burgio

In-house Project Managers: Kersten Lüske

Lifting Capacity: 100 tons

Total Covered Facility Area: 14,000 m²

Next Available Build Slot: Building of 30 units (yachts) are possible per year. Workload depends on order situation.

Order Book

Name	Type	LOA	Launch/Handover
130 Dynasty	M/Y	40m/131'	2007

Deliveries

Name	Type	LOA (m)	Year
Bandido	MY	27.4	2007
115 Dynasty	MY	35.00	2006
120 Dynasty	MY	38.10	2006
Sirea	MY	35.00	2004

Farmont

PR Contact: Ingrid Seiwald
 Address: Talstr. 1, 40217 Düsseldorf, Germany
 Yard: Serbest Bölge, K.Adasi- 07070 Antalya, Turkey
 Tel: +49 170 7339 155
 Fax: +49 211 3842 716
 Email: i.seiwald@sbg.at
 Website: www.farmontyachts.com
 Year Established: 2003
 Parent Company/Principal Investors: Farmont Hans
 Main Business Area: Epoxy, Steel and Aluminium
 In-house Specialties: Design, piping, machine shop, carpentry and interior
 Primary Build Materials: Epoxy composite
 Launch Method: Slipway, lift and dry dock
 No. Staff: 60
 Technical Director: Nassif Hamati
 Head of Purchasing: Nassif Hamati
 In-house Project Managers: Nassif Hamati/Chris Wilkening interior
 Lifting Capacity: 160 tons
 Number of Bays: 1
 Max LOA of Bays: 38 m
 Number of Building Halls: 1
 Max LOA Build Capacity: 60 m
 Total Facility Area: 22,000 m²
 Total Covered Facility Area: 22,000 m²
 Next Available Build Slot: FY 135 ft – building time 24 months

Order Book

Name	Type	LOA	Launch/ Handover
Farmont 38	M/Y	38m/125'	Jun-09

Deliveries

Name	Type	LOA (m)	Year
Farmont 38/106	MY	37.80	2006

Kaiserwerft

PR Contact: Claudia Schröder
 Address: Hafenstrasse 34, D-93342, Saal/Donau, Germany
 Tel: +49 9441 17670
 Fax: +49 9441 1767 46
 Email: info@kaiserwerft.de
 Website: www.kaiserwerft.de
 Year Established: 2002
 Parent Company/Principal Investors: KaiserWerft GmbH
 Main Business Area: Custom/semi-custom composite (FRP/GRP) yachts
 In-House Specialties: All processes carried out in-house
 Primary Build Materials: GRP
 Launch Method: Lift
 Revenues for YE 2006: €12 m
 Approx % of Work Sub-contracted: None
 No. Staff: 160
 MD/CEO: Mr Zed Vohra

Catwalk – a recent delivery from Kaiserwerft



Sales Director: Mr Zed Vohra
 Technical Director: Mr Erwin Schmid
 Head of Purchasing: Mr Peter Heimbucher
 In-house Project Managers: M. Zed Vohra, Mr Erwin Schmid
 Lifting Capacity: 160
 Any Approach Restrictions: No
 Number of Building Halls: 2
 Max LOA Build Capacity: 42 metres/138 ft
 Total Facility Area: 14,385 m²
 Plans for Future Expansion or Major Structural Change: Plans to start a complete overhaul and redevelopment of the yard by the end of the year.

Order Book

Name	Type	LOA	Launch/ Handover
Hull 108	M/Y	40.5m/133'	2010/ Jan-11
Hull 111	M/Y	33 m/108'	2009

Deliveries

Name	Type	LOA (m)	Year
Catwalk	MY	40.60	2006
Christine	MY	31.08	2004
Cloud Nine	MY	40.60	2007
Ocean Of Love	MY	31.08	2004
Perfect Harmony	MY	31.08	2004

Kusch Yacht Projekte GmbH

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 Email: silvia.wisweh@kusch-yachts.com
 Website: www.kusch-yachts.com



Parent Company/Principal Investors: Peters Schiffbau GmbH
 Main Business Area: Steel construction yachts
 Primary Build Materials: Steel
 Launch Method: Dry Dock
 Approx % of Work Sub-contracted: 80%
 No. Staff: 120
 MD/CEO: Dr Harald Jensen
 Undercover Facility Length: 115 m and 135 m
 Undercover Facility Width: 22 m
 Undercover Facility Height: According to project
 Dockage Length: 115 m and 135 m
 Any Approach Restrictions: 5.5-m draft
 Max LOA of Bays: 150 m
 Max LOA Build Capacity: 135 m
 Next Available Build Slot: Depends on project

Order Book

Name	Type	LOA	Launch/ Handover
NB 681	M/Y	130m/426'	

Deliveries

Name	Type	LOA (m)	Year
White Rose Of Drachs	MY		2004

Lürssen

PR Contact: Sylke auf dem Graben
 Address: Zum Alten Speicher 11, 28759 Bremen-Vegesack, Germany
 Tel: +49 421 6604 166
 Fax: +49 421 6604 170
 Email: yachts@lürssen.com
 Website: www.lürssen.com
 Year Established: 1875
 Parent Company/Principal Investors: Family Owned
 Main Business Area: Custom Steel & Aluminium Yachts
 In-House Specialties: All processes carried out in-house
 Primary Build Materials: Steel, Aluminum & GRP
 Launch Method: Floating Dock, Dry Dock & Lift
 Approx % of Work Sub-contracted: 25–30%
 No. Staff: Approx. 1,200
 MD/CEO: Peter Lürssen, Friedrich Lürssen, Frithjof Schmidt, Otto Lindemann
 Sales Director: Michael Breman

Technical Director: Dr Klaus Borgschulde
 Head of Purchasing: Alexander Höfling
 Plans for Future Expansion or Major Structural Change: We are constantly upgrading.

Order Book

Name	Type	LOA	Launch/ Handover
Bounty Hunter	M/Y	59.4m/195'	2008
Bermuda	M/Y	77.2m/253'	2008

We are aware that there are more vessels under construction and contracted to build at the Lürssen facilities

Deliveries

Name	Type	LOA (m)	Year
Al Salamah	MY	139.3	1999
Allahou	MY	32.80	1965
Allegra	MY	33.68	1987
Apoise	MY	67.00	2006
Blind Date	MY	40.94	1995
Capri	MY	58.55	2003
Carinthia VII	MY	97.20	2002
Coral Island	MY	72.54	1994
El Chris	MY	48.85	1960
Eos	SY	92.92	2006
Haley	MY	42.60	1958
Haley li	MY	42.60	1961
Ice	MY	90.00	2005
Kismet	MY	68.15	2006
Leonora	MY	40.36	1991
Limitless	MY	96.25	1997
Linda Lou	MY	60.00	2006
Martha Ann	MY	70.20	2007
Oasis	MY	59.40	2006
Octopus	MY	126.18	2003
Ontario	MY	46.30	1993
Pelorus	MY	115.00	2003
Phoenix	MY	60.96	2004
Platinum	MY	54.65	1962
Polar Star	MY	63.09	2005
Polaris	SY/SC-3M	48.30	1954
Queen K	MY	72.60	2004
Rising Sun	MY	138.37	2004
Ronin	MY	58.50	1993
Saint Nicolas	MY	70.20	2007
Shergar	MY	46.60	1983
Skat	MY	70.70	2002
Sunflower	MY	155.00	2007
The One	MY	70.68	1973
Twirlybird V	SY/KT	40.45	1993

Thyssenkrupp – Blohm & Voss

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 Tel: +49 40 3119 1540
 Fax: +49 40 3119 2277
 Email: Isabelle.Huet@thyssenkrupp.com

Website: www.blohmvooss.de

Sales Director: Mr Michael Scheufele

Thyssenkrupp – Howaldtswerke-Deutsche Werft

PR Contact: Isabelle Huet

Address: Werftstr. 112/114, 24143 Kiel, Postfach 6309, 24124

Kiel, Germany

Tel: +49 431 700 0

Fax: +49 431 700 2312

Email: info@hdw.de

Website: www.hdw.de

No. Staff: approx 2,400

Thyssenkrupp – Nobiskrug

PR Contact: Isabelle Huet

Address: Kieler Strasse 53, D-24768 Rendsburg, Germany

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Email: info@nobiskrug.com

Website: www.nobiskrug.com

MD/CEO: Dr Wolfgang Hildebrandt/Susanne Wiegand



TKMS's Hamburg yard

For further details on these yards, their launches and deliveries please refer to the most comprehensive source of information on Synfo.com

Order Book

Name	Type	LOA	Launch/ Handover
NB 969	M/Y	90m/295'	
NB 970	M/Y	120m/394'	
NB 971	M/Y	94m/308'	
NB 978	M/Y	160m/525'	
NB 778	M/Y	73m/240'	
NB 779	M/Y	59m/194'	
NB 780	M/Y	68m/223'	
NB 781	M/Y	74m/243'	
NB 782	M/Y	72.5m/238'	
NB 783	M/Y	73.5m/241'	

Thyssenkrupp inform us that they have a further 6 motor yacht contracts commenced between 1 Nov 2006 and 1 Nov 2007, but have no further details

Deliveries

Blohm + Voss

Name	Type	LOA (m)	Year
Astarte li	MY	65.22	1987
Dubai	MY	160.00	2006
Enigma	MY	74.50	1991
Golden Odyssey	MY	80.96	1990
Lady Moura	MY	104.85	1990
Savarona	MY	135.94	1931
Sultan	MY	126.00	2006

Howaldtswerke-Deutsche Werft

Azor	MY	31.24	1923
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Nobiskrug

Siren	MY	73.15	2007
Tatoosh	MY	92.42	2000
Triple Seven	MY	66.44	2006

TYR Regional Reports are based on information sent to us by the shipyards themselves. While we make every effort to verify the accuracy of the information submitted, we cannot do so for every build and yard.