

Market REPORT

Market analyst Malcolm Wood and business reporter David Robinson examine the market for yachts over 30 metres by region. This enables us to explore the strengths and weaknesses of each territory that are not always apparent when merely looking at the order book/building capacity. The section also comments on the other sectors of the industry in each region, such as finance, brokerage, ports/marinas, suppliers and services, etc.

The Netherlands

The Netherlands is perceived as the world's leading nation when it comes to the construction of high quality yachts. This does not mean that the products of other yacht-building nations products are inferior, but Dutch quality is regarded and perceived as the best. In fact many other countries are now capable of building vessels equally as good as the Dutch, but we believe it is true to say that yachts built in Holland are of consistently very high standards of construction and finish.

The construction of 30-metre-plus yachts in The Netherlands dates back many decades and the country really set this high standard back in the 1950s and '60s when several yards entered the burgeoning post WW II yacht-building market. Many of these yards have disappeared but several have now become what can be termed 'world leaders' in the construction of large yachts. Further comments on individual yards are mentioned in the Builder Analysis below.

Although the market for yachts over 30 metres has changed quite dramatically in the past few decades, yacht builders in The Netherlands have adapted admirably to these changes by offering yachts that can compete with any other country's products. Traditionally, Dutch-built yachts are of displacement configuration and built of steel with aluminium superstructures, but several yards are now building semi-displacement yachts completely in aluminium and capable of high speeds. Very few large vessels built in Holland are of composite materials.

Dutch yacht builders are fortunate in having a truly international clientèle for their products, undoubtedly established by their reputation for top quality construction methods over many years. It should be pointed out, however, that several other countries are slowly but surely catching up. The days when a 50-metre motor yacht was a very individual and complex project are receding and those yards that can offer a semi-custom vessel tailored to an

individual client's requirements within the necessary financial and time constraints are likely to succeed in the coming years. We are pleased to note that Dutch builders are adapting well to this growing trend as it becomes vital to offer semi-custom ranges as well as purely custom-built yachts in order to fend off the challenge from other yacht-building nations in the future.

Turning to Holland's position in the current world fleet situation of yachts over 30 metres, the country is in a very strong third ranking in the number of vessels built. The Netherlands'

market share exceeds that of Germany and the United Kingdom's by a considerable margin and is only 4% behind Italy's total. We must point out, however, that the numbers game is by no means a true reflection on Holland's actual standing as the world's number one constructor of large high quality yachts.

While the major competing nations, the USA and Italy are ahead in the rankings by dint of producing many production and semi-custom yachts over 30 metres, The Netherlands is still the world leader when it comes to individually designed and built large yachts.

Dutch Market Analysis Table 1 – World Fleet of yachts over 30 m by Country of Build

Country of Build	No. of Yachts	% Share	Country of Build	No. of Yachts	% Share
Argentina	7	0.30%	Netherlands	375	16.03%
Australia	58	2.48%	New Zealand	38	1.62%
Austria	1	0.04%	Norway	19	0.81%
Bahamas	1	0.04%	Oman	2	0.09%
Belgium	6	0.26%	Philippines	2	0.09%
Brazil	11	0.47%	Poland	10	0.43%
Burma	1	0.04%	Portugal	2	0.09%
Canada	80	3.42%	Singapore	3	0.13%
China/ Hong Kong	13	0.56%	South Africa	10	0.43%
Croatia	1	0.04%	Spain	27	1.15%
Denmark	32	1.37%	Sweden	26	1.11%
Ecuador	1	0.04%	Taiwan	10	0.43%
Egypt	2	0.09%	Thailand	5	0.21%
Fiji	2	0.09%	Turkey	88	3.76%
Finland	14	0.60%	UAE	1	0.04%
France	58	2.48%	UK	174	7.44%
Germany	149	6.37%	Ukraine	1	0.04%
Greece	36	1.54%	USA	525	22.44%
Indonesia	8	0.34%	USSR	3	0.13%
Italy	472	20.18%	Yugoslavia	9	0.38%
Japan	27	1.15%	Zimbabwe	1	0.04%
Malaysia	1	0.04%	Unknown	25	1.07%
Maldives	1	0.04%			
Mexico	1	0.04%	TOTAL	2,339	100%

Dutch-Built Yachts Over 30m by Builder

Looking at Dutch-built yachts over 30 metres in the world fleet, it is quite evident that the two Feadship yards of de Vries and Royal Van Lent are the nation's leading builders, accounting for almost 32% of the yachts in the present world fleet. The reason for this is simple. They build yachts of a quality that other yards can only aspire to, plus the fact that they have been in business much longer than most other competing yards and have experience of what a discerning client requires.

Feadship's growth dates back to the 1950s when they targeted the huge US market with considerable success. In the ensuing period Feadship has built up an impressive worldwide clientèle while further strengthening their North American market and has now delivered no less than 119 yachts over 30 metres. Feadship's order book extends into 2006 with de Vries working the 70.6-metre *Katrion*, which is the largest vessel yet built by Feadship and is due for completion next year. Royal Van Lent, however, will take this title when they complete an 86-metre vessel due to be completed in 2004.

Who then in Holland are the likely pretenders to the Feadship throne? Amels and Heesen are the two yards likely to pose a threat in the future, both having made huge inroads to the international market in recent years. With substantial backing from the Damen group, Amels has rapidly progressed from its presence on the market in 1982 to one of the world's leading yards in the construction of large motor yachts. The yard has now completed 25 yachts at the time of going to press and has almost 20% of the Dutch order book over 30 metres. Like Feadship, Amels has a truly international following.

Their policy of building vessels to a semi-custom design appears to be paying off with a significant number of Tigre d'Or class yachts being sold over the last few years. Amels also builds many vessels to client's individual requirements and appears to have struck the necessary balance in addressing the future market's requirements in this respect.

To keep pace with demand Amels has expanded its capacity by developing a new yard within the Damen-owned Royal Schelde shipyard at Vlissingen, the disadvantage of this being that it is on the other side of Holland. Following a strategic review Amels Holland BV was formed, with the two yards operating as linked but separate entities. With marketing input from Nigel Burgess, both yards have strong order books.

Heesen, on the other hand, is focused mainly on aluminium-hulled yachts designed for high- or low-speed capabilities. The yard built its first large yacht in 1983 and has now completed 35 vessels over 30 metres for a worldwide clientèle. Heesen has many new designs on the drawing board and has a healthy order book

stretching well into 2005 and its biggest yacht to date, the 46.7-metre *A'Nadia* is due to be delivered next summer.

Whilst the number of vessels launched by these three groups is significant, one should not underestimate the importance of the other Dutch yards currently building yachts over 30 metres.

In particular, the Royal Huisman yard at Vollenhove can be considered one of the world's leading builders of high quality sailing yachts. Their rebuild and restoration of the 39.6-metre J-class *Endeavour* in the late 1980s was just one outstanding example of their capabilities. They are currently building the incredible 91.4-metre three-masted schooner *Athena* for her American owner as well as several other orders including a 35.3-metre motor yacht. She will be the world's largest privately commissioned sailing yacht when delivered next year.

Jongert is a household name when it comes to sailing yachts, both motorsailers and performance types. Although the company has now delivered 18 yachts over 30 metres, its main production has been in the 20–29-metre range. With their recent move to larger facilities, Jongert's production capabilities are poised for rapid expansion in the future. This new facility has been reclaimed and has already seen the launch of the company's largest yacht to date, the *Wellenreiter*. The new yard includes three 65-metre-long by 25-metre-wide and 18-metre-high halls, with the capacity for them to be extended to 100 metres in length. Jongert is also celebrating 50 years this year.

The relatively recently established Oceanco yard has delivered several outstanding motor yachts, including the 95-metre *Al Mirqab* and two 80-metre sisters, *Constellation* and *Stargate*. All the hulls and superstructures for the company used to be constructed in South Africa, but a new agreement has been reached with the German-based Kusch Yachtbau to take over initial construction prior to outfitting at the Oceanco's Alblasserdam facilities. One 66-metre and a 56.5-metre are on order, whilst a 59-metre is in the final stages of completion. Originally founded in 1880, the family-run Hakvoort yard has now delivered 14 motor yachts over 30 metres, with another two on order, a 50-metre and a 46.2-metre. Hulls are in steel with aluminium superstructures and are built to a very high standard. Although 50 metres is around the largest they can build, there appears to be no shortage of orders for this Monnickendam-based yard.

Two yards established in 1990 specifically to build both classic and modern sailing yachts are Vitters of Zwartsluis and Holland Jachtbouw of Zaandam. Vitters has now completed eight large sailing yachts as well as numerous smaller ones and are well advanced with the 55-metre classic ketch *Adele* for a Swedish owner. This is in addition to two other new

builds over 30 metres. Holland Jachtbouw delivered its largest yet, the 46.3-metre classic schooner *Windrose* early last year and has now completed five sailing yachts over 30 metres. A 30.8-metre motor yacht is under construction and it is believed that another 36.6-metre schooner will be signed soon.

The Moonen yard at 's Hertogenbosch is well known for its successful series of motor yachts in the 24–30-metre range and are now building in the 30-40-metre sector, with three motor yachts completed. They have several new designs in this size range that will no doubt result in future orders.

Several other yards are active in the 30-metre-plus market including Bloemsma & Van Breeman with a 48-metre motor yacht and a 35-metre sailing yacht, Neptunus is building a high-speed 42.7-metre gas turbine/diesel-powered motor yacht and a 46-metre motor yacht on behalf of Millennium Yachts, whilst Van Dam Nordia is constructing its first 30-metre-plus vessel, the Nordia 100 sailing yacht.

Van der Giessen-de-Noord, specialist ferry and commercial vessel builders, now in the process of closure, surprised the yachting community with the construction of the 71.8-metre motor yacht *Tueq* last year. Also delivered in 2002 was the 49-metre schooner *Eleonora* built by the Van der Graaf yard at Hardinxveld-Giessendam and in 2001 the Sijperda yard at Heeg delivered the 40-metre classic motor yacht *Grace* for a Dutch owner. The Engelaer yard of Beneden-Leeuwen built the 30.4-metre schooner *Reesle* in 1995 and the Lemmer-based yard of J. M. de Vries completed the 31-metre brigantine *Aphrodite* a year earlier.

Finally, mention should be made of several builders which are no longer active but have completed some outstanding large yachts in the past. Foremost amongst these is the Amsterdam yard of G. de Vries Lentsch whose output was prolific up until the 1960s. Many yachts built by this highly regarded yard are still giving sterling service today.

Cammenga of Wormerveer delivered many trawler style yachts in the 1960s and '70s, culminating in the 57-metre *Majestic M* completed in 1978. Many of these smaller vessels are much sought after by discerning buyers on today's second-hand market. Lowland of Zoeterwoude built many quality motor yachts between 1984 and 1996, with several over 30 metres. It is perhaps unfortunate that these two yards no longer exist as their products would find a ready market today.

Dutch-built yachts over 30m by year of Build

Almost 40% of yachts over 30 metres completed in The Netherlands are less than 10 years old. The motor yacht figure is 40.45% and for sailing yachts it is 35.40%. These

MARKET REPORT

Dutch Market Analysis Table 2 - Dutch built yachts over 30 metres by Builder

Builder	Current Fleet	% Share	On Order	% Share	Builder	Current Fleet	% Share	On Order	% Share
Amels, Makkum & Vlissingen*	25	6.67%	8	19.51%	Moonen, 's Hertogenbosch*	3	0.80%	1	2.44%
Appelo, Zwartsluis	1	0.27%			Neptunus, Aalst*	0	0.00%	2	4.88%
Appingedam, Appingedam	1	0.27%			Oceanco, Alblasserdam & Dreumel*	13	3.47%	3	7.32%
Bloemsma & Van Breemen, Makkum*	0	0.00%	2	4.88%	Pattje, Waterhuizen	3	0.80%		
Bodewes, Hasselt & Martenshoek	4	1.07%			Porsius, Zaandam	1	0.27%		
Boele, Bolnes & Slikerveer	2	0.53%			Pot, Bolnes	4	1.07%		
Boot, Leiderdorp	2	0.53%			Richter, Maasluis	1	0.27%		
Botje Ensing, Groningen	3	0.80%			Royal Huisman, Vollenhove*	15	4.00%	3	7.32%
Cammenga, Wormerveer	5	1.33%			Sander, Delfzijl	1	0.27%		
Capello, Zwartsluis	1	0.27%			Schouten, Ijmuiden	1	0.27%		
Cornelissen, Dreumel	3	0.80%			Sijperda, Heeg*	1	0.27%		
De Amstel, Oudkerk	2	0.53%			Smit, Kinderdijk	5	1.33%		
De Beer, Zaandam	2	0.53%			Staadskanal, Zaandam	1	0.27%		
De Biesbosch, Dordrecht	1	0.27%			Van Dam Nordia, Aalsmeer*	0	0.00%	1	2.44%
De Boer, Rode Vaart	1	0.27%			Van den Aniel, Papendrecht	1	0.27%		
De Industrie, Alphen a/d Rijn	1	0.27%			Van der Giessen-de Noord, Krimpen a/d IJssel*	1	0.27%		
De Liesbosch, Utrecht	1	0.27%			Van der Graaf, Hardinxveld-Giessendam*	1	0.27%		
De Merwede, Hardinxveld-Giessendam	1	0.27%			Van der Werf, Deest & Gorredijk	3	0.80%		
De Vooruitgang, Gouwsluis	1	0.27%			Van der Windt, Vlaardingen	2	0.53%		
De Vries (J.M.), Lemmer*	1	0.27%			Van Diepen, Waterhuizen	2	0.53%		
De Vries Lentsch, Amsterdam	10	2.67%			Van Duijvendijk, Lekkerkerk & Papendrecht	4	1.07%		
Dricon, Drimmelen	1	0.27%			Van Leeuwen, Den Haag	1	0.27%		
Dutch Built, Amsterdam	1	0.27%			Van Mill, Hardinxveld-Giessendam	1	0.27%		
Engelaer, Beneden-Leeuwen*	1	0.27%			Van Wijk, Capelle a/d IJssel	1	0.27%		
Feadship - de Vries, Aalsmeer*	55	14.67%	4	9.76%	Veldhuis, Groningen	1	0.27%		
Feadship - Royal Van Lent, Kaag*	64	17.07%	3	7.32%	Verolme, Alblasserdam	1	0.27%		
Figee, Vlaardingen	1	0.27%			Vige, Haarlem	1	0.27%		
Friesland, Lemmer	2	0.53%			Vitters, Zwartsluis*	8	2.13%	3	7.32%
Gusto, Schiedam	2	0.53%			Vooruit, Enkhuizen	1	0.27%		
Haak, Zaandam	3	0.80%			Vos, Groningen	1	0.27%		
Haarlemse, Haarlem	1	0.27%			Vuyk, Capelle a/d IJssel	1	0.27%		
Hakvoort, Monnickendam*	14	3.73%	2	4.88%	Weerter, Weert*	1	0.27%		
Heesen, Oss*	35	9.33%	5	12.20%	Wilton-Fijenoord, Schiedam	1	0.27%		
Hijkema, Martenshoek	1	0.27%			Witsen & Vis, Alkmaar	1	0.27%		
Holland Jachtbouw, Zaandam*	5	1.33%	1	2.44%	Zaanlandse, Zaandam	1	0.27%		
IHC, Schiedam	1	0.27%			Unknown builder	11	2.93%		
Jongert, Medemblik*	18	4.80%	3	7.32%					
Kerstholt, Groningen	1	0.27%							
Laan & Kooy, Den Oever	1	0.27%							
Logertt, Dordrecht	1	0.27%							
Lowland, Zoeterwoude	4	1.07%							
					TOTAL	375	100%	41	100%

Builders marked * are currently active in the market

Table 3 - Dutch built yachts over 30 metres by Year of Completion

Year Built	Motor Yachts	% Share	Sailing Yachts	% Share	Totals	% Share
1952 and earlier	9	3.44%	48	42.48%	57	15.20%
1953 - 1962	16	6.11%	3	2.65%	19	5.07%
1963 - 1972	25	9.54%	2	1.77%	27	7.20%
1973 - 1982	31	11.83%	7	6.19%	38	10.13%
1983 - 1992	75	28.63%	13	11.50%	88	23.47%
1993 - 2003*	106	40.45%	40	35.40%	146	38.93%
* Includes vessels delivered to August 2003						
Totals	262	100%	113	100%	375	100%

figures are a positive indication that the Dutch yacht-building industry has expanded rapidly in the last decade. The figures for the sailing yacht sector are the most impressive if one compares the number of vessels launched between 1983 and 1992 with those launched between 1993 to date. The numbers indicate that the 30-metre-plus sailing yacht sector is over three times greater in the last decade than that of the previous ten-year period.

It should also be noted that the figure for sailing yachts over 50 years old is surprisingly high. This can simply be explained by the fact that there are a large number of the old sailing yachts, many of which have been converted from commercial vessels, still active in the charter market. This perhaps reflects the strength and longevity of the Dutch-built steel hulls of these vessels. On the motor yacht front, over 30% are over 20 years old, another indicator of the quality of Dutch yacht building.

Dutch-Built Yachts Over 30 Metres By Owner Nationality

As in our previous market reports, it should be noted that a significant number of owner nationalities are European, with country unspecified. This also occurs to a lesser extent under the heading Middle East. In order to present an overall picture by geographical region rather than by individual country, the small table below, in effect a summary of the table by country, gives a relatively accurate picture of the current situation.

EUROPE/SCANDINAVIA	206 (54.93%)
NORTH AMERICA	109 (29.07%)
MIDDLE EAST	32 (8.53%)
SOUTH & CENTRAL AMERICA	8 (2.13%)
AUSTRALASIA/FAR EAST	12 (3.20%)
REST OF THE WORLD/UNKNOWN	8 (2.13%)

While the majority of owners of Dutch-built yachts over 30 metres are based in Europe and Scandinavia, the figures clearly indicate just how important the North American market is to builders in The Netherlands. Almost 30% are owned by US and Canadian nationals. Over 15% are attributed to Dutch owners, with British, Greek and German each accounting for over 5%. If it is possible to predict likely changes in the next few years, we would expect to see the European and North American increase in their share of the market. We would also like to think that the new emerging yacht owning nations will eventually consider quality over cost as they become familiar with the large-yacht market.

Table 4 - Dutch built yachts over 30 metres by Owner Nationality

Owner Nationality	No. of Yachts	% Share	Owner Nationality	No. of Yachts	% Share
Australia	5	1.33%	Mexico	1	0.27%
Austria	2	0.53%	Middle East - unspecified	3	0.80%
Belgium	3	0.80%	New Zealand	1	0.27%
Canada	3	0.80%	Norway	3	0.80%
Chile	2	0.53%	Oman	2	0.53%
Denmark	1	0.27%	Portugal	2	0.53%
Ecuador	2	0.53%	Qatar	3	0.80%
Egypt	3	0.80%	Russia	5	1.33%
Europe - unspecified	24	6.40%	Saudi Arabia	9	2.40%
Finland	1	0.27%	South Africa	1	0.27%
France	4	1.07%	Spain	4	1.07%
Germany	20	5.33%	Sweden	8	2.13%
Greece	22	5.87%	Switzerland	9	2.40%
Holland	57	15.20%	Turkey	4	1.07%
Indonesia	1	0.27%	UAE	5	1.33%
Italy	12	3.20%	UK	27	7.20%
Jamaica	1	0.27%	USA	106	28.27%
Japan	2	0.53%	Venezuela	2	0.53%
Lebanon	6	1.60%	Unknown	2	0.53%
Libya	1	0.27%			
Lichtenstein	1	0.27%	TOTAL	375	100%
Malaysia	3	0.80%			
Malta	2	0.53%			

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The Dutch yacht industry is very international in its outlook and has a strong export group in HISWA, otherwise known as the National Association of Watersports Industries in The Netherlands. While HISWA does not have a specific superyacht category within its organisation it does, when necessary, set up specific groups related to superyacht projects. HISWA's focus on superyachts is very clear. "Being our biggest source for export and having a large share in the world market for super yachts, it offers us many advantages, that is trade offs," says Henk van Laar, HISWA's export manager. He emphasises that this focus is in a number of areas, with the quality of the yachts built in Holland and the associated excellent resale values of Dutch-built vessels being the first. "This image has quite some value to how Holland is perceived as a yacht-building nation; in other words, the image also reflects positively on the lower end of the market for small and midsize yachts," he added.

The second area is Holland's home market for superyachts, which is very important and beneficial to the supporting industries in terms of development of technology and the ability of surviving in a competitive market close by. "Time and again, it is proven that suppliers who deliver products to our leading yards also

do well in an international environment. And technology developed for super yachts is – with a certain time delay – also being used in other parts of the yachting market," Henk added.

Very much related to this is that Holland itself hardly offers Dutch yards a substantial home market for superyacht owners and buyers. This fact historically has forced Dutch yards to look to other countries and to become active in an international environment. In other words, exporting has become second nature. The Dutch superyacht market is estimated to be worth around €1 billion and has some 3,000 employees within the yards and suppliers. In terms of yacht deliveries, the split between Europe and the USA is approximately 60:40, although yachts are sold in other global markets as already mentioned.

One project that HISWA is currently working on is the Commercial Cruising Vessel (CCV), but this is at an early stage so only an outline is available. A brand-new set of statutory rules is being created in Holland, customised to the specific needs of the yachting industry. The introduction of the CCV code is to be expected sometime in 2004. It will offer a viable and equivalent alternative for the Maritime and Coastguard (MCA) Code of Practice. With CCV, flying the Dutch flag will become

more attractive for owners of large yachts. The rules are basically a set of technical regulations plus certain operational and crew training issues. Under CCV, yachts will be registered in Holland as a commercial vessel and there will be complete clarity with regard to fiscal regulations.

The Dutch Government's involvement gives added weight to the integrity of the process. Because Holland has such a thriving yachting business, it has been worthwhile for the Dutch authorities to invest time and energy in developing a code that reflects yachting needs. And there is no way the government of the Netherlands would ever allow yachts to sail under its flag unless they were completely safe, non-polluting and fully meeting all the other requirements at least equivalent to MCA. As well as being builders several of the main yacht builders are also involved in refits and conversions. Several of Holland's yacht-building yards are also involved in refit and conversion work projects. These include Amels, Hakvoort Shipyard, Holland Jachtbouw, Kuipers Shipyard, Royal Huisman Shipyard and Vitters. Between them they have several refits and conversions in hand at any one time and again it is the quality of the workmanship in Dutch yachts that is such a draw.

Equally designers and naval architects provide a strong corps, available both for the external design and interior fittings, with names such as Vripack, Pieter Beeldsnijder, De Voogt Naval Architects (part of Feadship), the Van Cappellen Consultancy, Vuyk Engineering and Dana Design. This is by no means an exhaustive list but reflects in number the strong contribution that these designers and architects make to the Dutch yacht-building sector both domestically and internationally.

These and others in this part of the superyacht business have and continue to make a firm contribution to The Netherlands as a yacht-building centre. Reflecting the international aspect is the fact that Vripack, Pieter Beeldsnijder and Van Cappellen were chosen to provide vessel designs for the new Kingship yard in southern China.

The other big area of the Dutch superyacht sector is marine equipment. It is a major supplier of many different pieces of equipment used on yachts and again quality is an aspect as well as quality customer service, which help make this part of Holland's superyacht activities a success. While again not an exhaustive list, HISWA members in the equipment area provide an overview of the diversity of equipment and services available.

Ascon – manufactures and supplies deck equipment

Barco Marine Equipment – air-conditioning, fittings and strainers, waterheaters generators and cool freeze units

Bootwerk – makes quality interiors for superyachts

Royal Boogaerdt Timber Supply – provides all types of wood needed for yachts

Cramm Marine Hydraulics – deck cranes, steering systems, bow thrusters and accommodation ladders

Exalto – manufacturers and trader of marine equipment including stern gear installations, rudders, nozzles, couplings, wiper systems and many others

Free Technics – manufacturers of electronic systems and navigational software

Heinen & Hopman Engineering – complete range of systems including air-conditioning to sanitary equipment, fans, mist eliminators and others

Imtech – electrical system integrator providing equipment such as switchgear, cabling and a range of on-board control and management systems

KoopNautic – manufacturers of stabilisers, stern/bow thrusters and steering gear

Mastervolt – marine power systems

MarQuip – designs and makes exhaust systems especially for superyachts

N R Koeling BV – designers and makers of heating, ventilation and air-conditioning systems

Radio Zeeland – manufacturers of navigation equipment

Rafa – manufacturers of quality windows

Rhebergen Composite – makers of high-tech, low-weight composite constructions for hulls and superstructures and other parts

Rondal – deck equipment makers of masts and booms in aluminium or composite

Roadberg – large range of boat handling equipment such as power hoists, static power cranes and storage materials

Sikkens Yachtpaints – developers and makers of quality yacht paints

Struik & Hamerslag BV – specialists in turnkey fabrication of furniture and interior work

Van der Velden – provider to complete hydraulic solutions and systems for yachts

Vetus – marine engines

Victron Energy – power equipment systems

Vuyk Engineering – naval architects

Windel – wide range of equipment including doors and vent check valves, hatches and bathing platforms

Few, if any can match the range of equipment with Dutch companies can make and supply to the superyacht market.

The broking and chartering for superyachts involves only a few firms in Holland, but De Valk International Yacht Brokers, a HISWA member, is well known because in addition to its Dutch offices it also has offices in France, Spain and the UK. The company handles both sale and purchase as well as having a flotilla of luxury yachts for chartering. Another member is Sevenstar Yacht Transport, which sees itself

as a 'travel agency' for yachts in that it has 80 specialised carriers to move yachts wherever owners required them. Having made over 1,000 such moves it has gained a good track record.

In terms of marinas Holland has a number which can accommodate superyachts. At IJmuiden the Marina Seaport has several berths for yachts over 30 metres. It is convenient for yachts needing a stop-over as well as being close to the IJsselmeer. Actually on the IJsselmeer is the Flevo Marina near to Lelystad which has two berths for 30-metre-plus yachts and others for yacht between 24 and 30 metres. It provides a good base for those visiting the IJsselmeer and offers a wide range of services and facilities.

Another marina on the coast is the Jachthaven Oostwatering at Veere, which is a small town behind the Delta tidal barrage that protects the low-lying areas of south Holland. The marina offers four berths for 30-plus-metre yachts and four more for yachts between 24 and 30 metres.

Looking to the future

In terms of the future for Holland's superyacht business, Henk van Laar recently made the following comments which sums up the country's position. "Yachts continue to increase in length, systems are becoming more sophisticated and equipment more specialist. As customisation increasingly becomes the rule rather than the exception, the complexity of boats seems to know no bounds. Against this background, the need for a well-planned design and construction process is obvious.

"With this in mind, I would like to add that super yacht building is growing more and more into a highly professional industry, where supply chain management holds the key to success. Holland as a country tries to stay one step ahead of the ever-growing competition by working closely together with everybody involved in the value chain, with a strong focus on owner value."

The Netherlands is already a major player in the superyacht market and has the ammunition to strengthen that position further in the years ahead. The Dutch are traditional international traders and most of the companies in the sector are already operating as such. Strong support in moving in this direction is also coming from HISWA and the Dutch Government.

For accurate market data or for specific industry analysis, visit www.theyachtregister.com or contact Malcolm Wood at malcolm@theyachtreport.com.