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FOCUS



**Antonio Pingiori, Managing Director,
Marine Division**

2009 has been a very tough year for the yachting industry. The global economic crisis has hit the sector severely, especially in the smaller sizes. Production boat builders have seen revenues halved.

The mega-yacht sector has been less affected as most of the current orders were signed before the crisis but there have been requests for slow downs or freezing of building. However, very few contracts have been signed this year for luxury custom yachts.

We expect a tough year in 2010 with a slow recovery in newbuildings and a significant market for refits and conversions. But there is hope and as we begin the Boat Show season, we see signs of the market improving.

RINA is there to support both newbuilding yards and yacht owners with a diverse range of services tailored to yachts of all sizes. Come and visit us at the Monaco and Genoa Boat Shows. RINA can help.

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GREEN PLUS GOES FURTHER, USES LESS



Yacht owners want to be able to enjoy a beautiful environment. That means two things. Their own yachts should have minimal environmental impact, and they should be able to access special sea areas where environmental restrictions may prohibit other vessels. Yacht owners seek the ultimate in performance using the most modern materials and technological innovations, and they seek the highest levels of comfort using the finest materials. In the same way they are prepared to invest in the most innovative green technologies to ensure their yachts achieve the highest levels of efficiency and the lowest possible environmental impact.

International regulations do not go far enough to measure and certify the benefits of many of the green innovations open to yacht designers and builders today. That is where RINA's GREEN PLUS certification come in. The new goal-based voluntary notation is based on an environmental performance index which covers all aspects of the vessel's impact on the environment, including carbon emissions.

The GREEN PLUS notation will be granted to new vessels which make a significant investment in design solutions, onboard equipment and operational procedures which contribute to an improvement in environmental performance beyond the minimum levels required by international regulations on environmental protection.

The goal-based, rather than a prescriptive, approach ensures sufficient in-built flexibility to allow designers the latitude to choose those tools which they deem to be most appropriate, subject to achieving an assigned value in an environmental index. This will encourage the introduction of new technologies, which RINA experts will evaluate on a case by case basis.

The yacht owner can also choose to quantify and compensate the CO2 emissions produced by the operation of the vessel by means of buying green credits in projects certified in accordance with the Kyoto protocol. CO2 emissions will be evaluated based on technical specifications approved by RINA and periodical onboard verifications. There are three levels of GREEN PLUS certification available to yachts, GREEN PLUS YACHT, GREEN PLUS YACHT GOLD and GREEN PLUS YACHT PLATINUM.

Three GREEN PLUS mega-yacht projects are underway. Italy's Viareggio Super Yacht is building two 62 m yachts, MY Candyscape II and MY Roma, and in China Kingship is building the 45 m Green Voyager. Designed by the Axis group of Viareggio, the yacht is expected to be the first anywhere to achieve RINA's Platinum standards. You can learn more about how they go further and use less by visiting RINA at the Monaco Yacht Show.

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MADE IN ITALY

Marco Ghiglione,
Director,
T MARIOTTI S.p.A.,
Genoa, Italy



Dr. Marco Ghiglione is very proud that the *Made in Italy* label on the ships that Cantieri T Mariotti builds is synonymous with the very highest quality and technological innovation. He is managing director of the Genoa-based yard, which is currently building three ultra luxury cruise vessels for Seabourn Cruise Line. "Our key values are the highest quality, the best finish and the most technologically advanced systems, all in one beautiful and efficient package tailored exactly to what the client needs," he says. "We have grown from a ship repair yard to the best place in the world to come if you want to build the best cruise ship. And we are not resting there, as we are expanding our capabilities by increasing the skills and range of steel work we can do at our San Giorgio di Nogaro joint venture yard, and also ensuring we have capacity here in Genoa to continue repair work while still building new vessels, through our alliance with Genova Industrie Navali."

From his office Marco can see the hull of the Seabourn Sojourn, the second in the series, which has just arrived in Genoa for outfitting. "We have around one thousand specialist craftsmen working here now," he says. "They are our added value, and we have to give our clients a hand-made ship. These Seabourn ships represent not only the height of luxury for cruising, behind the scenes they are also very innovative, with the best comfort, environmental performance, safety and security. One example is that they have two independent propulsion systems, lifting safety to a new level."

The Seabourn series will keep T Mariotti busy until 2011, and it is also building a second 54 m ultra luxury yacht, to follow Sea Force One, delivered last year. "The skills for major yachts and high end cruise ships are the same," says Marco. "It comes down to an unremitting focus on quality, the ability to co-ordinate a major complex project and very advanced technical staff. Plus a certain style, of course, all of which makes up the *Made in Italy* label."

Cantieri T Mariotti has close relations with RINA, and RINA has classed the Silversea and Seven Seas luxury ships built there, and is classing the Seabourn ships too. "We work with all the big class societies," says Marco. "The rules don't vary so much and of course in our market the choice of class is driven by the owner more than the yard. But we think it benefits both them and us if we class these vessels, and our yachts, with RINA."

They have excellent experience in the passengership field, and above all, they are close to us. In the internet age that perhaps doesn't sound important, but when you have very innovative systems and complex new technology it helps a lot to be able to speak to the plan approval people face to face, and to know that you are dealing with someone who understands the issues and is as keen to maintain the high quality standard we set as we are. And of course good co-operation with class saves us and our clients time and money."



www.mariottiyard.it



COASTGUARD OFFICES ACHIEVE ISO14001

The Italian Coastguard offices of Roma, Napoli and Palermo have been awarded ISO14001 environmental certificates.

The certificates were handed over in July by the CEO of RINA, Ugo Salerno, in the presence of the President of the

Senate of the Italian Republic, Renato Schifani, the Under-secretary of the Presidency of the Cabinet. Gianni Letta, the Minister of the Environment. Stefania Prestigiacomo, the Minister of Infrastructure and Transport Altero Matteoli and the General Commandant of the Coastguard offices, Admiral Raimondo Pollastrini.

Environmental certification will eventually cover all the Italian Coastguard offices. The Coastguard activities subject to environmental certification include

environmental protection, search and rescue at sea, safety of navigation, security, surveillance of sea fishing, territorial protection by the Navy including coastal defence, as well as management of the ships and craft and motor vehicles allocated to it. The role of RINA, apart from certification, also includes annual auditing of the Coastguard's environmental management systems.

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RINA TO CERTIFY IT SERVICE MANAGEMENT

RINA has been recognised by ITSMF, the IT Services Management Forum, as an accredited certification body able to certify companies supplying IT management services to its unique ISO/IEC 20000 standard. ISO/IEC 20000 is the first worldwide standard specifically aimed at IT Service Management. It describes an integrated set of management processes for the effective delivery of services to the business and its customers.

ISO/IEC 20000 is increasingly seen as the quality standard for IT Service Management and many companies are striving to adopt ISO/IEC 20000, not only for their own benefit but also to help qualify and choose suppliers and partner organisations. ITSMF created and now manages the ISO/IEC 20000 IT Service



Management Certification Scheme under which RINA will be an international certification body. The ITSMF is the only truly independent and internationally-recognised forum for IT Service Management professionals worldwide.

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LIGURIA REGION CONFIRMS ENVIRONMENTAL COMMITMENT

RINA has confirmed Environmental Management System certification of Italy's Liguria Region to ISO14001 standard, underscoring Liguria's commitment to improve environmental performance. Regione Liguria is the first Regional Administration in Italy to have implemented an Environmental Management System involving all its structures and activities, products and services, applying it in particular to the drafting of regulatory and administrative acts, environmental planning and programming, communications, information and environmental training, environmental impact assessments and strategic environmental assessments.

Liguria's Department of the Environment has a sustained and effective awareness and involvement programme, involving the whole region in common sustainability matters and improving environmental performance. Today Liguria is the first Region with a Department certified ISO 14001, the Region with the most extensive area certified ISO 14001, has the highest number of bodies certified ISO 14001 and is the first Region with the port authority certified ISO 14001.



"It gives RINA great satisfaction to be able to confirm this certificate, the result of a continuous improvement process aimed at enhancing the environment which the Regione Liguria has undertaken," says Roberto Cavanna, Managing Director of the Certification and Services Division of RINA. "The adoption of a structured environmental policy able to involve all the administrative bodies concerned with the economic growth of the territory has made it possible to reach a level of excellence in the pursuit of eco-sustainability of our Region."

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NEWS IN BRIEF

SHANGHAI STUDENTS CELEBRATE

Hot weather, cheerful students ... spirits were high at Shanghai Marine University (SMU) in June as students, professors and RINA delegates applauded the graduation of the first RINA-SMU class of twenty students. These students have successfully completed a four-year university course at the Merchant Marine College of SMU and have been awarded Marine Engineering, Electrical Engineering, Navigation Technology, Automation, Logistic Engineering and Industry Design degrees, which are offered in collaboration with RINA and SMU. The students now join RINA China as technical trainees.



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ALGERIA EXPORTS SERVICE

RINA has developed a service for companies which export their products to Algeria. It can provide assistance with the controls needed for the correct documentation which will allow payment for the goods to be made. In February 2009 the Algerian Central Bank issued a new requirement for the control of imported goods paid by documentary credit or documentary remittance. Following this requirement, all goods imported into Algeria must have a series of documents, including a Certificate of Quality Control of Goods. RINA's service will facilitate that.



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COECLERICI BULK TERMINAL EMAS

The self-propelled floating bulk terminal Bulk Irony, designed, owned and operated by Italy's Coeclerici Group has been registered under the European EMAS (Eco-Management and Audit Scheme). It carries out iron and coal transshipment operations anchored outside the Italian port of Piombino. Bulk Irony achieved RINA ISO14001 certification in 2003 and has since then concentrated on cleaner technologies, lower environmental impact, and higher efficiency, leading to EMAS registration, the first granted to a transshipment vessel.



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SEABOURN ODYSSEY DELIVERED

The 32,000 gt Seabourn Odyssey was delivered by Cantieri T Mariotti to Seabourn Cruise Line in June 2009. With 225 luxury suites the RINA-class vessel sets new standards in luxury, safety and environmental performance. The 198 m loa vessel has twin independent diesel electric propulsion giving a service speed of 19 knots. It will carry 800

passengers and crew. Its environmental footprint is minimised with RINA's Green Star Design notation. It is the first of three sister ships which will all be completed by 2011.

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SECURITY FOR TOURIST PORTS

The growth in the commercial market for mega yachts has increased security concerns at tourist ports traditionally used by yachts. RINA has adapted the ISPS Code to help these ports develop a security plan and improve controls and security while maintaining the ambience and openness of the beautiful locations.

RINA has helped ports including Porto Cervo, Portofino, Santa Margherita, Porto Rotondo, Portisco and Marina di Olbia to bring security to a high and internationally-recognised level without compromising the excellence of service individual yacht

owners and visitors expect from these ports.

Services include analysis of the port's needs, drafting of the security plan, software and hardware support and integration of sophisticated video surveillance and communication systems.

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FINNISH MCM VESSEL LAUNCHED

The first of a series of three very sophisticated mine countermeasure vessels for the Finnish Navy has been launched at the Rodriguez Group Intermarine shipyard. Built to RINAMIL rules the Katampaa and its sisters will be delivered in 2010, 11 and 12. They will provide the Finnish Navy with a unique ability to deal with mines in icy waters. The launching was attended by the

Commander in Chief of the Finnish Navy, Admiral Hans Holmström, the CEO of the Immsi Group and Chairman of Rodriguez Cantieri Navali, Luciano La Noce, and by the Director of Intermarine, Edoardo Cossutta. The Italian Navy was represented by Admiral Alberto Gauzolino.

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