

The Yaching world through the
eyes of key players

RINA Academy sets high
standards of crew training

The Voice of
Masters

RINAUTIC



September 2016



MAGAZINE

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Editorial

Welcome to the second edition of RINAUTIC, our newsletter focusing on the yachting world which will bring you up to date on new technical solutions adopted by designers and our service development, with an overview on market trends and forthcoming standards. You will gain a perspective on how key players of the yachting industry are facing today's challenges through constant attention to the customer, investments in innovation and people, and above all a great passion for the sea.

Innovative approach is the winning formula for keeping the pace in a sector where globalization is stepping on the accelerator and moving fast, fueled by the desire for easy maneuverability, high efficiency and technological flexibility.

Owning a dream yacht is an incredible experience which becomes truly unique if many factors are met at the same time: cutting edge interior and exterior design, low environmental impact, high comfort and safe navigation.

RINA is supporting yacht builders, designers and owners to make this emotional experience come to life. Our specialized skills enable our team to provide everything from certification classification and advisory services to tailor-made training.

Read on to find out how passion is driving us too.



Superyacht market overview

The second half of 2015 confirmed the recovery of the superyacht sector and, after some years of uncertainty, the global order book started to grow again.

Compared to previous years, the market is now shared among around 25 key industry players and about 100 one-off, custom yards who deliver a yacht every couple of years. Furthermore, in addition to the 126 active yards recorded in the Superyacht Intelligence Global Order Book (with 424 yachts under construction), several dormant yards have also been documented as having a significant number of projects started years ago. These, however, are now either defunct or sitting as shells in commercial yards.

There is intense international competition in the new-build superyacht market. Whilst Europe has successfully held onto its position as the centre of yacht production, interesting trends are developing in other regions, with some traditional superyacht building nations being superseded by comparative newcomers.

Italy has cemented its position as the number one producer of superyachts in terms of units delivered, boasting a 37.2 per cent share of the world's deliveries between 2011 and 2015. In global terms, Italy's five-year output equates to the Netherlands, Turkey, the US and Asia combined. This trend has been confirmed in 2016. Half of the yachts launched so far this year have been Italian, with the first half of 2016 witnessing several distinct trends in the superyacht market. The most significant of these is the enduring popularity of Italian brands: 55 Italian superyachts have been launched so far this year, compared with 60 from the rest of the world combined.

However, the situation is not consistent. Whilst the 45m-plus sector represents the market's healthiest and strongest segment, the 30-

45m and the sailing yacht segments are still struggling to return to pre-crisis levels.

Regarding the brokerage market, the sector is showing signs of recovery. Despite the political uncertainty of an impending US election and the UK's surprise decision to leave the EU, the brokerage market has thus far managed to match the strong level of sales posted in the first half of 2015.

It is worth mentioning that the European charter market continues its recent upward trend, as demonstrated by both the supply and demand results from the 2016 summer season.

The role of the designer, together with the shipyard, is proving to be increasingly fundamental in the competition for new-build projects. Those who have a proven track record in combining innovation with regulatory compliance tend to be the preferred choice.

Regarding compliance, during this and forthcoming years the superyacht industry is going to face several challenges stemming from the new international regulations on environment. The ballast water management convention, Marpol Annex VI TIER III issue and EU regulations on yacht recycling are coming into force and will drastically change the way a yacht is designed and managed.

RINA is committed to helping its customers be prepared to fulfil all these new requirements through ad hoc courses provided by RINA Academy and constant support throughout all phases of their projects.

You can find out more about these topics and many other yachting matters in this magazine.

Alberto Galassi

Synergy between automotive and nautical in the name of innovation

Within the highly innovative nautical and automotive worlds, it is possible to find unexpected alliances. Alberto Galassi, CEO of Ferretti Group, comments on this union: "It is not easy to transfer knowledge from one world to another, but certain aspects in the automotive world are very well developed. For example, in terms of the high quality of components: the automotive world is so much more advanced than the nautical and there is much to be learnt. However, let's not forget that building a boat is considerably different to large-scale automotive production. It is very much a mix of craftsmanship and industry."

Alberto was on the Board of Directors of Piaggio Aerospace and he makes reference to the aeronautics sector: "Let's consider ergonomics and some materials, which are employed in the automotive field such as carbon composite. Carbon fibre, which has its roots in aeronautics, was subsequently used in the automotive industry before being used by us. This is one example of how automotive and nautical can move forward together. The two industries can also collaborate on certain commercial operations in order to communicate a product together."

In Alberto's opinion, the two sectors can learn much from each other: "The automotive industry represents organisation, efficiency and quality, whilst the nautical industry brings style, refinement and can extract the very elegance of materials used, such as wood."

Automotive is strongly oriented towards innovation; how can the nautical sector deal with this aspect? "Nautical is already in the future: you can currently drive the new Rivamare with a simple joystick, but in the automotive world there are cars that can park themselves. It's an issue we will resolve, but in terms of innovation it is fair to say that we follow rather than lead."

BIOGRAPHY

Mr. Alberto Galassi is Chief Executive Officer of the Ferretti Group, a world leader in the design, construction and sale of motor yachts and pleasure vessels.

Attorney at law specialized in International Commerce and Arbitration, from 1995 to 1997 Alberto Galassi held the position Board Member delegate to Sales and Marketing at Novico, an industry leader producing medical and healthcare equipment, including the renown Hatù-Ico brand.

In 1998 he became a member of the Piaggio Aerospace Board of Directors responsible for Marketing and Sales, holding a post on the Executive Committee until 2008. Subsequently, Alberto Galassi served as Chief Executive Officer for Piaggio Aerospace until his appointment to the position of Company Chairman in 2014.

In June of 2012, he joined the Board of Directors at Manchester City Football Club.



Courtesy of Ferretti Group



As a follower it is although necessary to believe in constant growth: "We must not lose touch with tradition, with our history" says Alberto "but it's vital that we evolve. Today everybody is used to having everything with a finger touch and we are used to comfort and speed. Nautical has to consequently develop." Looking ahead, Alberto has strong feelings: "We're not only meeting our growth targets, but we are actually exceeding them. Our production is almost entirely sold but, like everyone else, we must be careful. At the moment we cannot complain, thanks to our new products and the fact that we are solid and profitable, with a real order portfolio and capital growth allowing us to invest 50 million euro in the development of our product range. So we have good stories to tell."

Recently the Ferretti Group was reorganised to streamline its brand identity. Alberto describes the excellent results of this choice: "We can see the benefits in the order portfolio and our revenue, which increased by up to 100 million euro in one year and it continues to grow. We have very different brands and for each of them it was necessary to dedicate a team to focus on communication, image, style and promotion. Each brand has a specific type of vendor, clientele and communication. Furthermore, every brand has its own unique history and they thus stand alone and are distinctive. At the same time, they remain harmonious, as all part of the same group. In this way we have attracted more clientele and we have succeeded in poaching customers from fellow competitors. In fact, our 2015 growth of up to 30% exceeded that of the market. This means that clients moved over to us. Our intake order is thriving and it is clear from our year-end balance sheet that there are more boats being built and sold."

Nevertheless, a branded product can be a double-edged sword in a market where the level of customisation required by ownership is particularly high. Alberto, on the contrary, sees opportunities: "We have four brands for maxi and mega yachts: CRN, Pershing, the Riva Superyachts Division and Custom Line. Therefore, customisation is right for us, but we are talking about a very difficult market, with considerable competition, both foreign and Italian. These brands build bespoke yachts, tailored for our customers. This has all been carried out in Ancona and will continue to be. But if I am asked if Riva will ever be completely bespoke, then the answer will always be that the Riva style is unbeatable. If the client desires a total custom then

the brand is CRN. If he desires an enhanced version of RIVA's 50, 60, 70, 80 metre line, he will opt for the Riva brand."

Alberto is very satisfied with the collaboration between Ferretti Group and RINA, and indeed thinks it can provide important added value: "The collaboration with RINA is very positive. We frequently have to deal with complicated technical issues; don't forget we have several brands, each with its own product range and therefore requiring different hulls and technical solutions. Often we have a new model, a new technological innovation and RINA can propose optimisations in order to focus on the right technical solution, thus saving time. This enables us to see the bigger picture and respond quickly."





Luca Dini

Living the sea and staying green

With over 25 years of experience, the Florentine designer Luca Dini, well-known both in Italy and abroad, takes pride in his work and acknowledges its key components: "It is imperative to first establish a good relationship with the clients. From the very first meeting, I have to try and understand who they are, what makes them tick and make them feel at ease so that they immediately sense I have what it takes to help them realise their dreams.

The second aspect is the approach to a new project. "You need to have the right frame of mind, which can be very different each time. This requires flexibility and patience and it is important to always bear in mind that, in collaboration with the shipyard, you are there to serve the client and the development of his project."

Dini is very sensitive to his clients' needs and desires. Above all, a sense of connection with the sea: "In my opinion, the future of design will involve the use of large glass windows, in the hull as well as for balconies, terraces and skylights, so the owner and his guests can be at one with the surrounding environment as much as possible. The demand for this kind of feature is bound to increase exponentially."

The environment will continue to be a crucial matter for the future. This is indeed one of the biggest challenges that Dini and other designers have to face and overcome: "There is, and will continue to be, more and more attention to environmental issues, fuel consumption and the use of eco-friendly materials."

But how can classification societies work together with designers? "Classification societies will have to find appropriate solutions during the coming years. One of the difficulties they have to contend with is trying to keep up with all the technological and architectural innovations that my colleagues and I are always proposing. I have to admit that sometimes we end up trying too hard to create with something never seen before."

BIOGRAPHY

Luca Dini, famous Florentine designer, can be rightly proud of his more than 25 years of activity around the world, focused on designing yacht interiors and external lines and well-known in Italy and especially abroad.

Luca Dini Design, as an independent studio born in Florence in 1996, has grown up to the point that a new branch in Viareggio was opened later to take care also of architectural projects and buildings, private residences and villas interiors and recently even of car design and graphics of airplanes.

Despite his long career, he still remains enthusiastic, confidently professional, facing every project as a new exciting challenge. In the latest years, Luca Dini has been assiduously devoted to experiments with cutting edge technology, new materials and forms, sometimes using evocative images as an inspiration.

To work closely with the Shipyard and fulfill the Client's dreams became a calling card for his Studio, that has been working internationally with well-known Shipyards such as Benetti, Cantieri di Pisa, Mondo Marine, Tecnomar, Admiral, ISA, Mariotti.



Courtesy of Luca Dini Design

This collaboration sometimes means that restrictive but necessary rules have to be taken into consideration: "Without a doubt, the Class and Flag rules that arise due to the requested compliance often have a tendency, I feel, to stifle a designer's creativity and imagination but I can't deny that they are vital to safety at sea but also to environmental protection," he says. "You could call it a bitter pill to swallow, but I still try to design to the best of my ability while keeping well in mind these new rules."

Dini has a long history of working closely with RINA and he recalls many successful projects, both past and present: "Many of my projects in the past were supervised by RINA, but I would like to mention at least one in particular: the 50m Explorer M/Y Tribù built for Luciano Benetton. This was the first boat to receive the Green Star certification, which was created for yachts built according to special eco-friendly principles. In addition, Cantieri di Pisa's new 42m Akhir model, one of my most recent projects, will also most likely be built to meet also RINA's regulations."

The current market is looking pretty healthy and will continue to do so in Dini's opinion: "Just to mention some projects currently under way: we are working on the design of the complete new line of Cantieri di Pisa, the refitting of an 80m yacht at Amels, a new 54m Mondo Marine yacht and also on a 58m Benetti yacht which will be delivered in 2018. Fortunately, I can say that the future looks bright and full of interesting things to come."

Dini is very optimistic, even in regard to the market demand for mega yachts: "I'm expecting demand to grow in the sector on the basis of what is currently happening in my studio; there are so many clients who are asking me for massive, new projects. These requests are usually directed towards North European shipyards and designers, but hopefully this will change in the near future and I hope to see more mega yachts under design and construction in our beautiful country. We have a great tradition in yacht design and building. Moreover, Italy is universally known to be rich in natural and artistic treasures and this represents a great source of recreation for the Owners during the construction of their Yachts."

Tradition is important, but Dini's work also encompasses the pivotal aspects of progressiveness, respect for the environment, and the feeling of being at one with nature: "I envision the boat of the future as a motor yacht made entirely of metal that is completely 'green' with zero environmental impact, which will allow the owner and his guests to cruise the seas like it was a sailboat, while hearing only the sounds of wind and sea itself. It should not be ostentatious, but a means to elegantly reconnect with the sea."



Courtesy of Luca Dini Design



Willy Persico

Excellence, passion, and South Africa

It was almost by chance that Southern Wind CEO Willy Persico began his adventure in the world of sailboats that has spanned the last 25 years.

"My passion grew little by little" says Willy. "It all started with the shutdown of the South African shipyard that was building two boats for a friend of mine and for me. I seized the opportunity and, considering the investment I had already made, I took the further step that enabled me to complete the boats, keeping the existing yard workers and hiring some more. By that point I was the owner of a well set shipyard and we began to work on a third boat. The FARR 72, conceived with the first two boats built by the shipyard, became slowly a successful miniseries and my enthusiasm just kept growing. I decided to leave my job in Genoa and dedicate myself exclusively to boatbuilding."

Willy's choice was undoubtedly a happy one: "With the first sales and the early successes, we started expanding the yard. Meanwhile I never stopped planning for the future. By the end of 90, the first orders arrived for boats made in carbon fibre, a material that was just already used on for regatta boats and that we have adopted for the first time in 1999. As the projects were taking shape, I continued thinking of other possibilities, and over the years new projects came out."

Southern Wind focuses on winning formulas: "In 2005 we introduced the infusion method for laminating sailboats, a system that had already been adopted by some American yards for motor yachts and to small sailing boats. Infusion allows for a much better quality product, which is also lighter because it uses resin more efficiently. While designing a 110-foot boat, we came up with a new hull lamination system, using three-part hull moulds, enabling production to be simplified and improved (this method allowed workers to laminate on an almost horizontal rather than on an upright surface making the process more efficient and fast). The shipyard has thus raised the bar on quality and high performance."

Each day Willy relives this maritime experience in his work, and has no doubts on how important it is: "Clients know that I sail and have broad experience as a yachtsman", he says, "Furthermore, I have always wanted to build boats that reflect

BIOGRAPHY

Willy Persico, the scion of a notable Neapolitan family, was born in Milan in 1939 and graduated in chemical engineering at the University of Naples in 1963.

In 1972 he was at the head of the crude oil procurement division of SIR, an important Italian petrochemical group, which he left in 1979 to lead the international trading activities of the newborn Cameli Petroli. In 1990 he was made president of the Rodriguez Shipyard in Messina, which had been bought by the Cameli Group. An avid yachtsman and a sailor, early in 1991 Persico decided to purchase a small shipyard in Cape Town under liquidation which he renamed Southern Wind Shipyard.

In 1993 he left the Cameli Group in order to focus on his new company in South Africa.

At a current rate of about three sailing yachts built every year, Southern Wind Shipyard, of which Persico is the CEO, has successfully launched and commissioned to date forty eight yachts ranging from 82' to 110'.

Southern Wind Shipyard is today one of the leading players in the luxury super-yacht market.



my sailing style. And I love gliding over the seas with a boat that is agile, fast and fun, but at the same time comfortable and safe. All our boats have their common characteristics in terms of safety, robustness and lightness. This has been possible also thanks to the innovation and continuous exchange of ideas with designers and naval architects."

Clients often return to order their second – and sometimes third – boat. This is because Southern Wind is considered a reliable shipyard: "We are a family that makes relatively few boats, I know personally all the owners who have ordered boats from our yard, and I also know those who have bought them second-hand. This approach appeals to the market. Another secret is customer care and prompt client assistance."

According to Willy, the key to success encompasses multiple factors: "The steps forward were based on consolidated experience, opportunities seized and working with a passionate, close-knit team. We are unique in the world of sailing: the big shipyards build custom yachts, whilst we made our name especially with the production of mini-series of semi-custom yachts in the range of 100-foot size."

The rapport with RINA is both constructive and sentimental. "RINA has always certified our boats. We tend to recommend RINA class to our clients for many reasons: the long-standing rapport, the availability of the technicians, the spirit of the shipyard, which is South African, but strongly linked to its founder – I am Italian after all! I met the father of Ugo Salerno, RINA Group CEO. So there are many reasons for being with RINA, but above all I feel they do a great job."

Speaking about the market, Southern Wind does not fear hardships ahead: "The market of large sailing yachts has not slowed down as there are many boats under construction that are much bigger than ours. The market for alluminium boats moved to very big sizes leaving more room to medium large composite construction. The gap between wealthy and medium-wealthy is growing and the world is opening up to new possible buyers of 100 m+ performance sailing yachts."

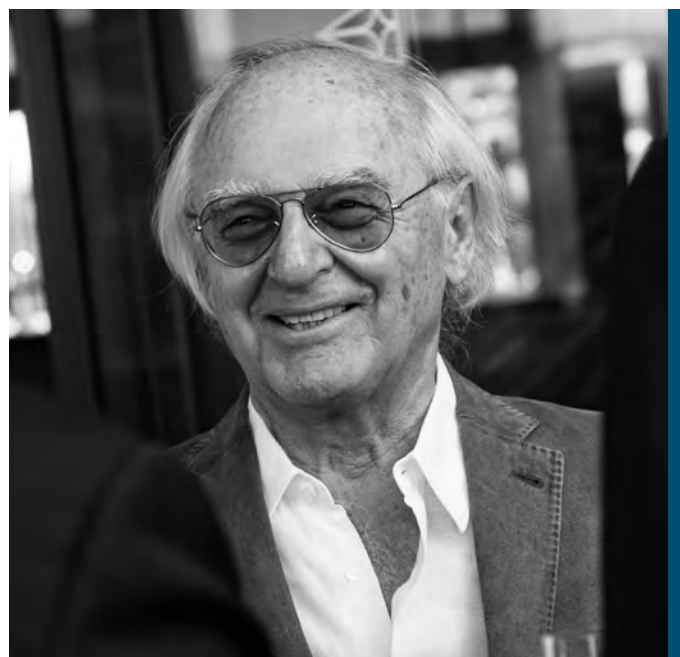
The passion for sailing has not yet spread all over the whole world says Willy: "It is only a matter of time before the Russians and Chinese also develop their interest in sailing. The market in America is potentially huge as, for some years, the Americans

did not order large sailing boats and now they are coming back again"

And what about Italy? "It has slowed somewhat because the Italians have suffered the financial crisis to an extent, but there are Italians who are having large boats built and others still buy 60 to 80 footers, so Italy does have its market."

Willy's shipyard has several projects underway: "This year we've been working on three new projects at the same time, so it's very committed. The next slot available for a new order, is scheduled for delivery on mid-2018, so we definitely have a lot to do."

Our future is a continuous challenge: "The future market that we want to take on is the market for 90 to 115 foot boats and beyond, because we think that in this size we can find the clients who appreciate our quality and sizes. In any case, with my grey hair, I already feel very satisfied on having already planned what we will be producing in the next five years. And in the future we will continue to do what we know to do well."



Roberto Giorgi

Larger and longer yachts will launch more challenges for the yachting industry

Roberto Giorgi is very familiar with the sea. He began as a lieutenant in the Italian Navy before joining the merchant navy, and is now Chairman of Fraser Yachts.

Roberto describes how his customers' requests have changed in recent years:

"The increase in the size of yachts has thrown up more challenges, both in terms of operation and compliance with the new and emerging regulations. Operational expenses have increased due to the larger number of crew and a more structured approach to managing the asset. More owners are looking at the OPEX of their yachts in a similar way to how they look at their own businesses. We have noticed a need for full transparent accounting and verification by a qualified technical specialist who has access to market pricing and benchmarking experience. For very large yachts employed in chartering activities, the MLC has had an impact on how recruiting, certification and training are carried out. I expect further regulations to have an influence on the yacht industry in terms of environment and security matters."

Last year, the order book for yachts over 30m in length registered a slight increase. Can we expect this trend to continue in the coming years?

"According to our analysis there were 68 new yachts delivered in 2015 and 56 new orders over 30m," says Roberto. "The general consensus is that the new build market is strongest amongst shipyards with a good pedigree and reputation. In the first half of 2015 there were 19 new orders over 40m, and in the same period this year there have been 18 new orders. Overall we would describe the new-build market as stable. The highest growth sector has been the 70 to

BIOGRAPHY

Mr. Giorgi began his career at sea; attending Nautical College and joining the Italian Navy as a Lieutenant before joining the merchant marine where he worked on both passenger liners and cargo vessels. He obtained his Master Mariner qualification in 1974.

In 1980 he began his first shore-based role as a ship manager at Amarline. Several years later he joined the newly founded V.Ships and helped grow the company to become the largest ship management company in the world today. He has held various roles within the V.Ships Group including being the Managing Director of V.Ships New York, before returning to Europe to launch the new brand V.Ships Leisure in the cruise sector, as well as running the ship management operation from its Monaco office. From 2005 until the end of 2013 he held the role of President of V.Ships and until the end of 2015 he was the Honorary President before his retirement from VShips.

Mr. Giorgi was President of InterManager from 2008-2010, the international trade association for third-party and in-house ship managers, whose members are responsible for some 3,700 ships and more than 200,000 crew members between them. In August 2014 Mr. Giorgi became the Chairman of Fraser Yachts, a company he had been involved with since V.Ships bought it in a joint partnership with Azimut Benetti in 2004.



Courtesy of Fraser Yachts



Courtesy of Fraser Yachts

100m fleet, which is set to increase by 35% in 2019. Potential buyers are still attracted by shorter delivery dates so there are several shipyards that also build on speculation to offer a more attractive proposition. Personally, I believe the future trend will depend upon a number of factors, including the stock market and the political/economic stability of Europe."

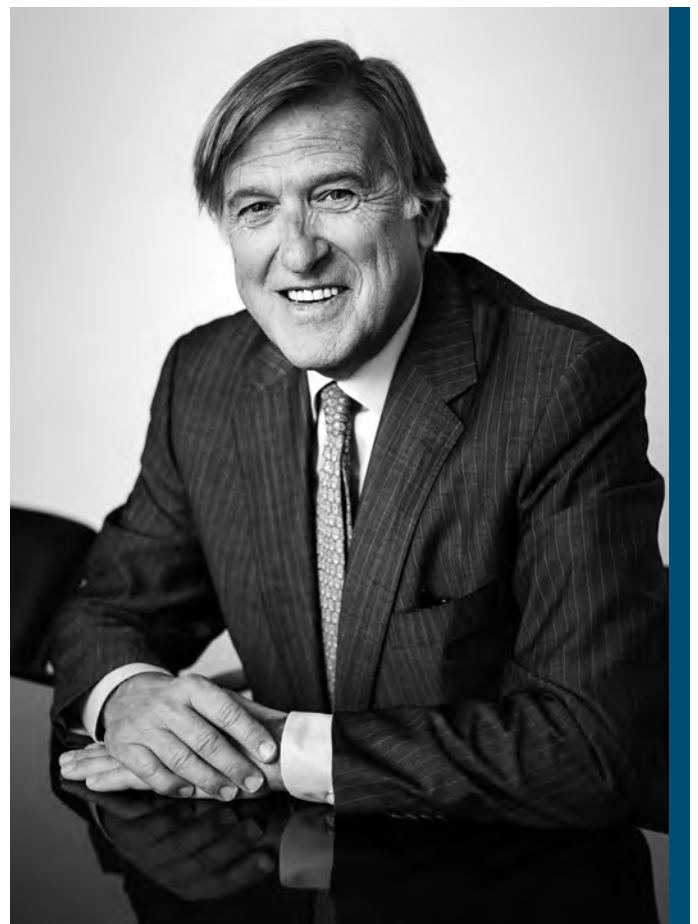
Recently we have seen many yachts transfer to a number of specific flags such as the Red Ensign. Roberto comments on this phenomenon: "The Red Ensign has a strong history and pedigree in yachting and developed its codes with joint forces and combined knowledge. Malta and the Marshall Islands are catching up and becoming more popular. What is important is service, speed, efficiency and effective 24/7 cover."

The number of marinas capable of berthing yachts over 60m in length is increasing. Roberto outlines some direct consequences: "We agree that the number of marinas developed especially for large yachts over 60m has increased significantly in countries such as Italy, Spain, Malta and Turkey, rather than France. With regard to the future, yachts will become increasingly larger and longer. Choosing the right winter berth in a marina with adequate facilities and full access to competitive subcontractors will become key in carrying out cost-efficient management. All infrastructures must be able to host larger yachts, a business where consolidation will be part of the future game."

Collaboration between RINA and Fraser Yachts recently covered training: "RINA recently began extending their training program to the yachting industry. As Fraser Yachts, we attended the yachting Academy Seminar organized in Antibes with a superintendent and an Administrator and we found this most interesting, appreciating RINA's focus on certain key aspects such as Yacht Registration and PSC."

Fraser Yacht Management constantly invests in the training of their people because we believe that updating to new

regulations is fundamental for remaining in the business and boosting this with increasingly sophisticated mega yachts. RINA has always played an important role in the Cruise market and the Shipping sector and we are sure that they can extend their expertise and influence in the yachting industry. Fraser Yachts is already organizing training for our employees through the RINA organization."



RINA Academy keeps on sailing

RINA Academy plans and delivers courses for the specific needs of both business and maritime organisations.

With regard to nautical activities, RINA Yacht Academy provides high-quality training designed to boost attendees' knowledge, using proven experience and techniques. The main goal is to enable course participants to put the information learned straight into practice and take the knowledge gained into everyday work situations by covering topics related to safety, security, reliability, quality, energy efficiency and environmental protection. These educational programmes have already trained thousands of professionals in Europe and beyond and can boast huge accomplishments, above all in the yachting sector.

On 17th February 2016, the Yachting Academy Seminar was held in Antibes, France. Aimed at promoting the exchange of ideas and experiences amongst leading figures in the sector, this first event was structured to focus participants' attention on yacht registration, fiscal issues and PSC.

Last March in Salzburg, Austria, the four-day Ferretti "Convergence" Yacht Master took place. The conference covered training sessions and outdoor activities with around 100 captains and chief engineers from around the world. Together they analysed the most important recent technological innovations currently found on the Group's yacht to enhance functionality, use and maintenance. MAN, Ranieri Tonissi, Side Power, and, of course, RINA, were present at the numerous technical seminars held by some of the leading technology partners of Ferretti Group.

RINA Academy was also invited to the 16th edition of Azimut Benetti Yachtmaster, the annual event established 15 years ago in Italy, which has become a highlight for superyacht captains throughout the industry.

The prestigious Dubai Boat Show saw two initiatives supported by RINA's local clients, the first being Gulf Craft, the yacht manufacturer based in UAE, which hosted a seminar attended by its technical and design departments. This seminar resulted in an open, friendly discussion on the latest amendments to the EU regulations for pleasure craft. The second initiative was the Platinum Yacht Company, constituting His Highness's Royal fleet, which asked RINA Academy for a seminar attended by Yacht Masters, Chief Mates and company personnel involved in daily fleet management. The meeting was structured as a round-table discussion highlighting yacht management and risks associated with daily operations and human factors. On 17th and 18th March, Floating Life, a Swiss charter and brokerage holding, promoted the second annual edition of their Captain's Meeting. A safety seminar took place, focusing on reducing risk in yacht management, management standards, crew training, awareness, fatigue levels and yacht familiarisation.

In line with the high standards of training offered, RINA Academy's motto stems from Indian Prime Minister Jawaharlal Nehru's words: "Training is expensive; no training is far more expensive."



2016 Ferretti "Convergence" Yacht Master



2016 Azimut Benetti Yachtmaster

RINA Academy seeks to expand its fleet



RINA Academy is laying the groundwork to meet all training needs in the maritime field.

Within its training blueprint, RINA Academy provides services on several levels: from the traditional course to customised training based on customer requirements and expectations, the need for which may be supported by the company audit carried out by Academy personnel.

On April 2016, Italian Maritime Academy in Manila became RINA Academy Philippines, our new branch office that could be considered as the first RINA Academy Training Centre worldwide. The project aims to meet the need to connect today's technologically advanced maritime industry with crews, who need to be better assisted to manage modern vessels. RINA went on site to merge "Assessment and Training Strategy" into the "Competence Management System" (CMS): the purpose of this is to evaluate through dedicated assessment and, where necessary, build seafarers' effective knowledge to the required level.

CMS is a voluntary system for the continuous assessment of staff skills and knowledge shipboard and shoreside with the added aim of identifying training needs and administering specific training targeted at filling the gaps identified during assessment. CMS is based on a "competence matrix" which evaluates both technical and behavioural competencies: this enables our Manila branch to train both commercial vessel crews and private yacht crews. Our offer is comprehensive,

tailor-made training, devised on the basis of end-user needs. Clients who choose Competence Management can also apply for process certification in accordance with the specially developed certification scheme, since competences can be tested and certified by RINA Services S.p.A. - the third party company, responsible for certifying strategy existence and application.

RINA Academy has a section that is specially dedicated to the yachting world, internally known as RINA Yacht Academy. We offer training directed exclusively towards pleasure boat users, specifically developed for both private and commercial yachts based on this sector's characteristics and specifications.

We are constantly developing training courses to meet market needs, such as the Hong Kong Convention on ship recycling, the BWM Convention on ballast water management, the CE Recreational Craft Directive 2013/53/UE, and on-board energy management, amongst other training courses/seminars dedicated to each client's requirements.

Courses, seminars, strategies and skills management demonstrate the myriad of paths that RINA Academy clients can take for high-quality internal training, depending on their demands and time available. We firmly believe that the most suitable training has to be created in line with the route you choose to take and the RINA Academy approach to develop a learning network for local needs.

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Quality in service by RINA Turkey



Courtesy of Bilgin Yachts Shipyard

In 2005, the Yacht Department of RINA Turkey (RINA Turkey Yachting Centre) began providing services to the Turkish yacht sector with one plan approval engineer and one surveyor. Since then, the department has grown together with the market to become the biggest yachting centre among the classification societies servicing the Turkish yacht sector thanks to its team of 8 members. Currently we hold a 75% share of the Turkish yacht sector.

2015 was very successful for our yacht department. With 22 new shipbuilding contracts totalling 8,440 GT, we increased our share in the Turkish yacht market 2016 also got off to a running start in with 7 new shipbuilding contracts signed in the first half of the year.

Such success undoubtedly demonstrates the effect of the quality and prompt service offered by RINA Turkey's yacht department. From the very first day of its establishment, RINA's yacht department has stuck firmly to its quality service and customer satisfaction principles, and thanks to its sustained quality of service has been the only choice for many shipyards. The most important factor in creating such a high quality service is our dedicated yacht surveyors and plan approval engineers. Unlike other standard classification societies, we work with our customers in terms of solution suggestions and collaborate closely with them in order to ensure that these solutions are successfully executed and managed.

Up to 80% of the yacht building market in Turkey comprises custom-built yachts where the greatest need is to receive service on time as the shipyards work against the clock and do not compromise on quality. Unlike its rivals, RINA Turkey yacht department is currently

providing all plan approval and survey services locally through its Turkish engineers. Upon request, customers can arrange face-to-face meetings with our plan approval engineers, and together they devise a strategy to optimise manufacturing.

In this way, RINA Turkey's yacht department can establish long-lasting business partnerships with its current customers – such as Bilgin Yat, Tansu Yat, MengiYay and NuMarine – and share the success achieved with them. Our partnership with Bilgin Yat shipyard, for example, which began in 2005 with the classification service for a 28m wooden motoryacht, led to numerous yacht classifications completed thus far. Most recently, in 2015 we helped deliver the 50m 795 GT M/Y DUSUR and 47.8m 344 GT M/Y CLARITY. Presently, we are providing services to them for the new building of three commercial yachts comprising two 46m units and one 47m aluminium and steel yacht.

Similarly, our partnerships with the leading shipyards in Turkey such as Tansu Yat, MengiYay and NuMarine have continued to develop with mutual satisfaction since 2005. In addition, our partnership with Turkuaz Yat, one of the Turkish yacht industry's leaders, started in 2015 with the construction of a 56m steel commercial motoryacht and continues today. In order to strengthen the market presence of the Yacht Department of RINA Turkey, our primary goal is to continue our services and stay one step ahead of the traditional concept of classification.

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RINA Turkey yacht team

RINA UK

Yachting Centre

During 2016, the RINA UK Yachting Centre has seen an increasing number of new-build superyacht projects coming to fruition with established shipyards in the south and south-west of England and projects in the Netherlands, Middle East and Far East, where the UK Yachting Centre is managing the plan approval activities.

The two major contributors to new-build superyacht deliveries from the UK are Sunseeker International and Princess Yachts. In Spring 2016, the second Sunseeker 155, the company's flagship, was dispatched from Poole. This year Sunseeker have launched three new large yacht models: 95 Yacht, 116 Sport Yacht, and 131 Yacht. Several deliveries of the new models have already taken place, with others under construction for delivery at the end of the year and into 2017.

Princess Yachts have also successfully delivered its new 30m and 35m models, with further deliveries of those under construction due to take place shortly. The 40m series has also been well received, with the eighth vessel in build. To date, 2016 has yielded positive results and there is optimism regarding future orders.

The UK yachting industry has a relatively small number of yacht manufacturers in the 100ft+ category, but the highest ratio of 'deliveries to number of shipyards' globally. RINA UK plays an essential role supporting these key builders and has classed the vast majority of UK new builds. During the last five years, the UK



Courtesy of Princess Yachts



Courtesy of Sunseeker International

has been on fairly equal terms with the USA in the context of 'units built' and 'total length overall'. At present, 90% of UK deliveries are within the sub-500GT motor yacht sector, utilising composite construction. The UK has a lot of expertise in composites and its application in superyacht construction is clearly evident.

Although the UK holds a relatively small share of the global order book for new-build superyachts in terms of gross tonnage (2%), the wider UK yachting industry is involved globally to a far greater extent than the number of UK deliveries or total gross tonnage suggests. RINA UK's portfolio of clients includes many UK-based designers, naval architects, marine engineers and consultants, who are well known for providing services to yacht builders internationally. Based in Southampton, the RINA UK Yachting Centre is ideally located close to these key industry stakeholders to offer maximum support.

RINA UK has recently started the process of accreditation with UKAS in accordance with ISO 17065. The aim is to gain individual recognition as a notified body in accordance with the updated Recreational Craft Directive, 2013/53/EU. RINA UK supports many manufacturers of small recreational craft and has recently undertaken the CE assessment of the Quintessence Yachts AM37 powerboat, produced under the Aston Martin brand.

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Courtesy of Wider

Genesi: the quietest yacht ever

Italian yacht builder WIDER has obtained the highest possible rating in the RINA Comfort Class Certification for its WIDER 150, M/Y Genesi with the perfect score of 100/100. This has never been achieved before and sets a new benchmark for the yachting industry.

This prestigious achievement was awarded by the classification society on the basis of remarkably low levels of noise and vibration recorded by their surveyors during final sea trials, held in early April, 2016.

"These measurements were, of course, certified by our experts who carried out the readings during extensive sea trials," says Fiorenzo Spadoni, RINA Manager Italy Yachting Centre. "Among the yachts we have certified to date, Genesi is undoubtedly the best. Even at 14 knots, you have to look out the window to be sure that the yacht is actually moving! These results are primarily due to the diesel-electric propulsion system, but also thanks to the positioning of the diesel generators in the bow."

The WIDER 150 is powered by a diesel-electric propulsion system combined with azimuthing pods. The four inline, variable-speed diesel generators are combined with the WIDER power management system and the latest battery technology.

The traditional engine room has been replaced by two separate units: the Power Generator Room in the bow, and a Technical Room with a Li-Po (Lithium Polymer) battery pack in the stern. This leaves the heart of the vessel free for larger, more comfortable guest cabins located in the most stable part of the yacht.

The overall propulsion system is completely modular, so the WIDER

150 can cruise using only the battery packs in ZEM (Zero Emission Mode), or with up to four diesel generators running. This means it can cruise at a higher speed range while continuing to enjoy limited fuel consumption.

Propulsion and hotel loads are controlled by the WIDER Power Management System, a smart and fully integrated system that controls both the on-board energy sources and the power supplied by the shore connection.

The WIDER Engineering team sourced experienced and verified suppliers to apply the diesel-electric technology to the superyacht environment, where not only reliability and economy are called for, but also supreme comfort and convenience.

The advanced propulsion and energy management system aboard the WIDER 150 also provides lower fuel consumption and therefore greater range, reduced emissions, better maneuverability, and increased safety and reliability. Comfort is not only enhanced by the absence of noise and vibration, but also thanks to the intelligent use of space on board to maximize guest areas and by innovative links between indoor and outdoor spaces to facilitate direct contact with the sea.

WIDER attributes this unprecedented success to the focus and determination of the engineering team and its skilled workforce, but also thanks to the extensive analysis carried out by RINA on noise and vibration assessment through its renowned expertise in this field.

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The voice of Masters

Can you provide a picture of your experience with RINA yachting class, your feelings and any suggestions?



CAPTAIN DAVID BURKE
M/Y WILD THYME

During winter 2016/17, we performed a 10-year anniversary refit on board and conducted extensive works in the Composite Works yard in La Ciotat with the invaluable assistance of the RINA surveyors. They were very helpful and supportive throughout this successful process. From the outset we had a clear, well-defined schedule of the work to be carried out.

Throughout each stage of the refit, we had several meetings and considerable correspondence with RINA and CW on how to achieve all the tasks set out. Although we experienced some bumps along the way requiring adjustments to certain projects, the technical parameters for these developments were set rapidly and efficiently by RINA. This enabled us to deliberate and execute important modifications quickly and confidently. In turn, this was vital for facilitating effective and clear communication with our management and owner regarding the changes to schedule and budget.

In order to further improve the process, I would suggest that during the planning stage, in key areas of work, there was additional formally assessed information. It would be good to know if the yacht's management may need to schedule further contingencies. This would be in addition to enhancing, and in some cases, perhaps offsetting the advice of shipyards and assessment of crew and would help mitigate the potential surprise factor to captains, owners and management when the often inevitable "unknown" factors become more apparent during the development process. This would have the further benefit of providing a softer landing for potential increases in budget and deadline. The technical challenges arising from developing projects cannot always be predicted, but any chance to boost clear and transparent communication between all parties helps us to achieve all our goals and successfully conclude what can sometimes be a complex process.

Our project was a major success thanks to the commitment of all parties involved to work together within a cohesive network driven by continuous clear communication and good will. My experience gives me immense confidence in continuing to work together with RINA successfully in future projects.



CAPTAIN AMEDEO PAGNONI
M/Y BENEDETTA 2

My most recent experiences with RINA, while I was captaining the 40mt pleasure craft M/Y xxxx from the Baglietto yard, involved a major operation to replace the stabilizer fins and multiple checks to renew the Class Certificate: on the one side an extraordinary maintenance activity, and on the other a standard renewal.

More specifically, the operation on the stabilizer fins was particularly intrusive; it involved the replacement of the oil-hydraulic systems and hull plating that housed the compartment and the fins, with subsequent dismantling and reassembly of all areas affected, namely the guest cabins. The purpose was to replace the old stabilizer fins with new models that are more efficient even with the ship at anchor.

The entire operation was performed under the watchful eyes of RINA. Having impartial technical support during such an important operation was vital for us. The checks performed throughout the work are fundamentally for the successful outcome of the project and provide the guarantee that the shipyard appointed for the operation can proceed with the right time frames and criteria.

Regarding the periodical visits that the yacht must undergo during its lifespan, I would like to underline some significant aspects. The first is linked to the quality of the work expected by the Technical Control Body, which, during the check, is required to inspect parts of the ship in the minutest detail, some of which even the most diligent Captain, or Chief Engineer never finds the time to check. Let's not forget that the shipboard personnel is dedicated to the safety of the ship, involving areas that are not always easy to access for inspections, and are thus inspected very rarely. For those of us who live on board, the renewals are an occasion to perform a 360-degree check with extreme accuracy, the true state of the ship, thanks to the support of qualified and competent personnel. This is a praxis that now has lasted for decades.

Now that RINA has trained technicians specialized in yachting, all this takes place with the same care and attention, added to which is the sensitivity and refinement necessary for seafaring.

Opening up and inspecting a yacht's grey and blackwater collection tanks or the fuel tanks, which are situated in remote areas involving the dismantling of costly systems, requires considerably more attention and patience than a commercial ship. In all honesty, I must admit that I have encountered the utmost comprehension and collaboration with the RINA Technicians, who perform these checks with the competence and professionalism that has always set them apart. Beyond certifying, these checks also enable us to maintain the level of excellence that is expected for a vessel of this caliber.

This is the key to good collaboration with RINA: a traditional and meticulous working method blended with special care for the world of yachting.



CAPTAIN FERDINANDO TARQUINI
M/Y FORCE BLUE

I am delighted to recount how an excellent professional co-operation with RINA began.

It all started almost seven years ago with a series of dialogues which always - I repeat, always - matched the right solution to the right person.

I want to emphasize the high professional competence shown to us, the prompt service and the highest expertise we found whenever the opportunity arose. I could give you countless examples from the two special surveys to the annual visits with the additional requests of the Flag State.

During the period of collaboration between our shipowner and RINA, a special relation was established from both a technical and also a human standpoint. Moreover, we found in each and every inspector a high level of competence and kindness towards us, which went beyond the working rapport.

Therefore, as a result of this excellent co-operation experience, it is without hesitation and with great pleasure that I would highly recommend RINA to other shipowners and fellow Captains.

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