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Jacqueline Lyne

The director of Edmiston's Yacht Management department talks leadership and finessed crew

IN BRIEF

in build to be launched in September and a Sport Oceanic 70m which will be launched in 2016. Alongside these builds Columbus Yachts has developed the new Oceanic Coupé line especially for the Asian and US market. The first two models of the series are all aluminum, semi-displacement yachts of 45m and the 50m.

ROSSINAVI

- **Location:** Viareggio
- **Web:** www.rossinavi.it

The Rossi shipyard was founded in the 1970s as a general partnership company dedicated exclusively to metal carpentry. Today the company considers the custom field to be its strength. Rossi Navi operates across three production sites; Polo Nautico, its headquarters in Viareggio, DR12 in Viareggio Harbour and Navicelli in Pisa. Its mechanical workshop

cruising. The yacht is due for launch in 2017. The shipyard celebrated further success in April with the launch of 39m 1930s replica *Taransay*. Previous launches have included 49m *Polaris* in 2014, 49m *Param Jamuna IV* in 2013 and *Vellmari* in 2013.

SANLORENZO

- **Location:** Viareggio, La Spezia and Massa
- **Web:** www.sanlorenzoyacht.com

Sanlorenzo, established in 1958, has its headquarters in Ameglia, La Spezia. The second division, dedicated to the production of superyachts, is based in Viareggio. In 2005 the company was acquired by Massimo Perotti, who remains at its helm as chairman with Fulvio Dodich appointed as its new CEO in 2013. In late 2014 Ferruccio Rossi was appointed as the company's new president/

sale of its first semi displacement 126' series. Sanlorenzo remains one the most prolific builders of yachts over 24m in the world.

In April 2015 the yacht builder announced a new and strategic collaboration with US designer Chris Bangle. The agreement, on an exclusive basis for the next 10 years, marks the beginning of a new chapter for Sanlorenzo yachts and involves not only yacht design, but the entire shipyard, including the production site and the construction process.

TANKOA

- **Location:** Genoa
- **Web:** www.tankoa.it

Tankoa Yachts is a Genoa-based company that can build yachts from 40 to 100m. It has two climate-controlled sheds of 3,600m² both measuring 90m in length. Additionally a large 250m long quay provides space for berthing.

The shipyard has not yet launched a yacht but has a 69m in build slated for a technical launch that will take place in the second half of June. The Tankoa S693 results from a contract signed in March 2014 between Tankoa Yachts and Yacht-Ology, a Michel Karsenti company, for one of Karsenti's clients. Yacht-Ology is Tankoa's global sales and marketing agent. After delivery she will cruise on the Cote d'Azur sometime in late August and will be officially introduced to the public and the yachting industry during the 2015 Monaco Yacht Show.

Other future projects are under development in the yard are a new 50m and a new 70m, then, Tankoa management is talking about two new 75m – all these projects will be presented at the Monaco Yacht Show 2015. The shipyard has also unveiled a 50m project as well as concepts of 70 and 80m which it says have stirred great interest in the brokerage community. Michel Karsenti, sales and marketing director of Tankoa, says, "Our aim is not to compete with our Italian colleagues, it is to compete with Northern European shipyards. There is a highly tangible reason why our price is higher. But our Italian business model and regulations mean that we will be more competitive than Northern Europe." **SB**

“Our aim is not to compete with our Italian colleagues, it is to compete with Northern European shipyards”

Michael Karsenti | Tankoa

specialises in the construction of naval accessories exclusively in stainless steel.

At last year's Fort Lauderdale Boat Show Rossinavi communicated that it had signed a contract for a new 62m semi-displacement motoryacht, although details to date have been minimal. In March 2015 it announced the sale of *Endurance 50*, an all-aluminium 50m explorer yacht designed for blue-water

general manager.

In 2014 Sanlorenzo launched the first vessel of the new 36.5m SL118 line as well as the first of its new SD112 line of motoryachts. Six SD112 units have already been sold and are in an advanced stage of production. Its first explorer model – the 460Exp, a 42m vessel of 460 gross tonnes was also launched in 2014. In May 2014 Sanlorenzo Americas also announced the



Rossinavi's strength is in the custom field



Sanlorenzo's 42m 460Exp, launched in 2014

| | | | | |
|---------------------|-----|-----|----------------------|------|
| Admiral C Force 50 | 50m | M/Y | Unieffè Yacht Design | 2016 |
| Admiral E Motion 52 | 52m | M/Y | Dobroserdov Design | 2016 |
| Admiral E Motion 55 | 55m | M/Y | Dobroserdov Design | 2016 |
| Admiral Impero 38 | 38m | M/Y | Luca Dini Design | 2016 |
| Admiral Impero 40 | 40m | M/Y | Luca Dini Design | 2016 |
| Strato Dynamiq 39 | 39m | M/Y | Dobroserdov Design | 2016 |

► MONDOMARINE

| Name | Length | Motor/Sail | Designer | Delivery |
|--------------|--------|------------|--------------------------|----------|
| SF40 | 40m | M/Y | Luca Vallebona | 2015 |
| M50 | 50m | M/Y | Hot Lab | 2016 |
| M60s | 60m | M/Y | Luca Dini Design | 2016 |
| M40 Explorer | 40m | M/Y | Hydrotec – Sergio Cutolo | 2016 |
| M54 | 54m | M/Y | Luca Dini Design | 2017 |

► OVERMARINE GROUP

| Name | Length | Motor/Sail | Designer | Delivery |
|-----------------|--------|------------|----------------------------------|----------|
| 94/03 | 28.7m | M/Y | Stefano Righini/Overmarine Group | 2015 |
| 94/04 | 28.7m | M/Y | Stefano Righini/Overmarine Group | 2015 |
| 110/02 | 33.8m | M/Y | Stefano Righini/Overmarine Group | 2015 |
| 132/01 | 39.8m | M/Y | Stefano Righini/Overmarine Group | 2015 |
| Oceano 42 | 42.3m | M/Y | Alberto Mancini/Overmarine Group | 2016 |
| Mangusta 165/10 | 42.3m | M/Y | Alberto Mancini/Overmarine Group | 2016 |
| - | 40m | M/Y | Stefano Righini/Overmarine Group | 2017 |
| - | 33.5m | M/Y | Stefano Righini/Overmarine Group | 2017 |
| Mangusta 165/11 | 42.3m | M/Y | Stefano Righini/Overmarine Group | 2017 |
| Oceano 46 | 45.5m | M/Y | | 2017 |

► PALUMBO GROUP

| Name | Length | Motor/Sail | Designer | Delivery |
|------------|--------|------------|----------------------------|----------|
| 40s n.2 | 40m | M/Y | Hydrotec | 2015 |
| 57 Classic | 57m | M/Y | Hydrotec | 2015 |
| Unknown | 70m | M/Y | Giorgio e Stefano Valladis | 2016 |
| Liberty | 33m | M/Y | Marco Casali – Too Design | 2016 |

► PERINI NAVI

| Name | Length | Motor/Sail | Designer | Delivery |
|---------------|--------|------------|-----------------|----------|
| C2130 | 38m | S/Y | Philippe Briand | |
| C2227 Sybaris | 70m | S/Y | Perini Navi | 2015 |
| C2232 | 60m | S/Y | Ron Holland | 2016 |
| C2239 | 60m | S/Y | Ron Holland | 2017 |

► ROSSI NAVI

| Name | Length | Motor/Sail | Designer | Delivery |
|----------|--------|------------|-----------------------|----------|
| Polaris | 48m | M/Y | Team For Design | 2014 |
| Taransay | 39m | M/Y | Rossi Navi/STB Italia | 2015 |
| FR031 | 62m | M/Y | Rossi Navi | 2017 |
| FR032 | 49m | M/Y | Team For Design | 2017 |

| | | | | |
|-------|-------|-----|------------------|------|
| FR034 | 46.8m | M/Y | Fulvio De Simoni | 2017 |
|-------|-------|-----|------------------|------|

► SANLORENZO

| Name | Length | Motor/Sail | Designer | Delivery |
|-------------|--------|------------|--------------------------|----------|
| MY 46 Steel | 46m | M/Y | Francesco Paszkowski | 2015 |
| MY 46 Steel | 46m | M/Y | Francesco Paszkowski | 2015 |
| EX 460 Exp | 42m | M/Y | Francesco Paszkowski | 2015 |
| EX 460 Exp | 42m | M/Y | Francesco Paszkowski | 2015 |
| EX 460 Exp | 42m | M/Y | Francesco Paszkowski | 2016 |
| MY SD 126 | 38.4m | M/Y | Francesco Paszkowski | 2015 |
| MY SD 126 | 38.4m | M/Y | Francesco Paszkowski | 2015 |
| MY SL118 | 36m | M/Y | Francesco Paszkowski | 2015 |
| MY SL118 | 36m | M/Y | Francesco Paszkowski | 2015 |
| MY SL118 | 36m | M/Y | Francesco Paszkowski | 2015 |
| MY SD112 | 34m | M/Y | Francesco Paszkowski | 2015 |
| MY SD112 | 34m | M/Y | Francesco Paszkowski | 2015 |
| MY SD112 | 34m | M/Y | Francesco Paszkowski | 2015 |
| MY SL106 | 32.3m | M/Y | Francesco Paszkowski | 2014 |
| MY SL106 | 32.3m | M/Y | Francesco Paszkowski | 2015 |
| MY SL106 | 32.3m | M/Y | Francesco Paszkowski | 2015 |
| MY SL106 | 32.3m | M/Y | Francesco Paszkowski | 2015 |
| MY SL96 | 29.2m | M/Y | Francesco Paszkowski | 2014 |
| MY SL96 | 29.2m | M/Y | Francesco Paszkowski | 2015 |
| MY SL96 | 29.2m | M/Y | Francesco Paszkowski | 2015 |
| MY SL96 | 29.2m | M/Y | Francesco Paszkowski | 2015 |
| MY SL96 | 29.2m | M/Y | Francesco Paszkowski | 2015 |
| MY SL96 | 29.2m | M/Y | Francesco Paszkowski | 2015 |
| MY SL96 | 29.2m | M/Y | Francesco Paszkowski | 2015 |
| MY SD92 | 28m | M/Y | Francesco Paszkowski | 2015 |
| MY SL86 | 26.2m | M/Y | Officina Italiana Design | 2015 |
| MY SL86 | 26.2m | M/Y | Officina Italiana Design | 2015 |
| MY SL86 | 26.2m | M/Y | Officina Italiana Design | 2015 |
| MY 62 Steel | 61m | M/Y | Officina Italiana Design | |
| MY 60 Steel | 58.8m | M/Y | Stefano Natucci | 2017 |
| MY 52 Steel | 52m | M/Y | Officina Italiana Design | 2016 |
| MY 52 Steel | 52m | M/Y | Officina Italiana Design | 2016 |
| MY SL118 | 36m | M/Y | Francesco Paszkowski | 2016 |
| MY SL118 | 36m | M/Y | Francesco Paszkowski | 2016 |
| MY SD112 | 34m | M/Y | Francesco Paszkowski | 2016 |
| MY SD112 | 34m | M/Y | Francesco Paszkowski | 2016 |
| MY SD112 | 34m | M/Y | Francesco Paszkowski | 2016 |
| MY SL106 | 32.3m | M/Y | Francesco Paszkowski | 2016 |
| MY SL106 | 32.3m | M/Y | Francesco Paszkowski | 2016 |
| MY SL86 | 26.2m | M/Y | Officina Italiana Design | 2016 |
| MY SL86 | 26.2m | M/Y | Officina Italiana Design | 2016 |
| MY SL86 | 26.2m | M/Y | Officina Italiana Design | 2016 |
| MY SL86 | 26.2m | M/Y | Officina Italiana Design | 2016 |

► TANKOA

| Name | Length | Motor/Sail | Designer | Delivery |
|------|--------|------------|-----------------------------|----------|
| S693 | 74m | M/Y | Francesco Paszkowski Design | 2015 |
| S501 | 49.9m | M/Y | Francesco Paszkowski Design | 2017 |
| S701 | 70m | M/Y | Francesco Paszkowski Design | 2017 |