

"Why did Constantinople get the works? That's nobody's business but the Turks..." This popular song, which also comments that "even old New York was once New Amsterdam" (why they changed it I can't say, people just liked it better that way), is about Constantinople. The capital of the vast Ottoman Empire was renamed Istanbul just a few years after the Republic of Turkey was established in 1923 and its recent resurgence as 'one of the world's truly great cities', has seen a surprising

influx of superyacht and megayacht visitors. Whether to cruise this unique country's spectacular coastline, or commission a build at some of the most sophisticated yards available, Turkey is a country that is popping up on yacht owner's radars with increasingly frequency.

As with most international visitors, we landed in Istanbul, a city that not only straddles the Bosphorus, but also two continents. As the gateway to Europe and Asia, the depth of culture in Turkey's capital is fathomless. "Istanbul, which was also a Christian city known as Byzantium before the Ottoman era, has a buzz all of its own", says Ali Tanir, a marketing consultant who has worked with several leading Turkish yards, notably now Numarine. "Apart from the Topkapi Palace and many other incredible architectural and religious landmarks dating back to the 6th Century, visitors cruise up the Bosphorus and they see vessels like the startling 136m Savarona, built for American heiress Emily Roebling Cadwalader by Blohm and Voss in 1931," Ali tells us.

"Many visitors ask what such a large yacht doing here?" Ali continues. "Well, it was bought by the Turkish Government for Mustafa Kemal Ataturk, a keen seafarer and military commander who founded the Republic after five decades of the Ottomans. Unfortunately he died of a stomach illness six weeks later. The vessel is now available for charter, on condition that Ataturk's suite remains off limits." Ali is the modern face of his city. As we set a course for Tuzla, the ship-building region

about an hour from Istanbul on the southern shores of the Sea of Marmara, he drives a car that often does not appear to require hands on its steering wheel. As we weaves in and out of heavy traffic he checks for congestion on the Bosphorus Bridge linking Europe with Asia Minor on his mobile phone.

For years Turkey tried to get into the Euro Zone. Now it is doubtless grateful that it isn't exposed to that particular mess. "It isn't hard to understand the country's appeal," said The Wall Street Journal late last year. "While much of southern Europe creaks under a mountain of debt, Turkey is on the way up. The economy is growing faster than other parts of Europe, and its high inflation rate is coming down rapidly." Hot money is arriving in Turkey, seeking Turkish lira. Turkish Airlines has been voted "Best in Europe" for two consecutive years. Local businessmen are riding a wave of success, and are just as important customers for the big boat yards, which made barely a blip on the international map a decade ago, as the export markets.

"Turks regard business relationships in a very personal way," says Ali later that afternoon. We have visited the impressively modern sheds where increasingly large Numarine vessels are built, and have moved on to the salubrious suburb of Fenerbahce. Here on the wide, tree-lined luxury goods-branded Baghdad Avenue, Ali grew up and supported the local soccer team who have a fierce rivalry with Galatasaray across

town. His surgeon father impressed on him the importance of valuing friends and getting to really know business partners, a trait he thinks stands Turks in good stead when it comes to custom boat deals. "Our meals take time, because we must use them to receive ideas, and to communicate others."

He adds that the Turkish Riviera, centred on the Bodrum Peninsula, is another attraction only an hour's flight away. When we duly ventured to this part of the southern Aegean coast, five-star resorts peppered the hills, and a town called Turkbuku is being billed as 'the Saint-Tropez of Turkey'. The Feadship Air was among visiting vessels riding to anchor in its bay and the concept seems to have worked because locals reported many other large yachts visiting throughout the season.

While some come to sample a dramatic coastline, but away from the throng of the Cote d'Azur, others arrive to build their yachts. Arguably the most famous to date was San Francisco's Tom Perkins, whose remarkable 88m (289') schooner The Maltese Falcon was built at Tuzla by Perini Navi. But as you'll see from the subsequent pages, several other groundbreaking projects are currently underway in Turkey's two main yacht-building regions of Tuzla and Antalya in the south. Turkey is currently ranked as the world's fourth largest boat builder, rising rapidly from nowhere, and it seems set on a very promising course. More importantly, building boats there can be both instructive and fun.

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#### Vicem

# Le Caprice V and Bronko 1 Show Paces

When the sleek Vicem 46m (151') Tri-Deck Motor Yacht named Le Caprice V completed custom outfitting for her British owner in Antalya recently, the 20-year-old yard also crossed an invisible line from its traditional cold-molded, mahogany-hull roots into a new high-tech era of epoxy resins and e-glass superyacht construction. Composites were already in use for smaller craft, including OEM brands bound for America, but the decision to build the 46m, 35m and 32m (151', 115' and 105') Vicem Vulcan series, designed by highly accomplished Dutchman Frank Mulder with interiors by Art-Line, was huge. Wetzels Brown Partners and Ken Freivokh are also involved. "As you may know," said Sales and Marketing Director Turan Ozbakir, "the mold of the Vicem Vulcan 46 m is built in one entire piece, which is fairly unique. We invested about \$5-million (USD) in this technology. It enables us to calculate the cost of a new build very quickly and accurately, and it saves 6-8 months of production time." The move could pay dividends straight away, as Ozbakir told



INVICTUS there was "a strong chance" that work would begin on a second Vicem Vulcan 46m order early in 2013. In the meantime, the Vicem Vulcan 32 m Raised Pilot House, now named Bronko 1, has been delivered, and the first Vicem Vulcan 35 m Tri-Deck is scheduled to make her debut in March.

"A Vicem Vanguard 45', designed by Pininfarina of Ferrari fame, is due in September, and we are also working on the Vicem Windsor Craft Series - WC 30' Open, WC 36' Open, WC 36' Hard Top, WC 40' Hard Top and WC 40' Enclosed - with delivery dates from February. Gary Smith of Sarasota Yacht & Ship Services in Florida is handling Vicem sales in America, while former Brunswick Asia-Pacific rep Barry Bailey is covering that market from Australia. "As we keep expanding our range and brand awareness, I want to put more effort into Russia and South America as well," said Ozbakir. The yard's illustrious founder, Sebahattin Hafizoglu, who fell in love with the "storied schooners of the Bosphorus", also known as Turkish gulets, decided to build a modern motor yacht interpretation, naming these vessels after his home town of Vicem on the Black Sea. Nowadays the very large Turkish conglomerate Sanko has a controlling

interest, but Hafizoglu's latest Vicem 107' Vintage Cruiser was still shown at Cannes and Monaco last year, emphasising that although there are many new lines and styles, the yard has not lost sight of its original classic mandate, nor its faith in Turkey's woodwork artisans whose crafts date back over 3,000 years. "The Vicem Vintage and Classic Cruiser lines remain widely recognised and respected in our US market, and as such we plan to continue these builds for the foreseeable future," he said. A Vicem 68' Classic Cruiser is on the drawing boards, as is a Vicem 44' Sport, and a Vicem Vulcan 35 m Raised Pilot House Sport.

Construction is focused at Antalya, on Turkey's pleasant south coast, although there is another Vicem yard on the Sea of Marmara near Istanbul, which is not presently active. A proposal to put a Vicem Vintage 95' at Antalya into charter on the Turkish Riviera, and also making voyages to the ancient Greco-Roman city of Ephasus, may soon allow would-be Vicem clients to try out such vessels in lovely coastal surroundings prior to purchase. www.vicemyacht.com



# Dream Ship Victory An Amazing 462' Wooden Schooner



Easily the most extraordinary project under way in Turkey at present is a wooden-hulled, 141m (462') four-masted schooner called Dream Symphony. Based at Marmaris on the Aegean-lapped south coast this build, at the behest of Ukrainian enterpreneur Valeriy Stepanenko, brings together Britain's Ken Freivokh Design and Gerry Dykstra and Partners from Holland. Says Freivokh on his website: "Unquestionably the world's largest sailing superyacht, Dream Symphony is indeed the brainchild of Stepanenko." Dream Ship Victory, which features a massive 200m shed, is located at Bosburun near Marmaris. It brings together the same team that designed The Maltese Falcon. Unique in that the hull is built in wood, and the rig includes Hoyt booms for maximum control, the vessel has been designed to provide the owner with a totally private deckhouse. Owner facilities have been developed as a duplex, with private circulation between the accommodation flat and

the salon and office facilities at principal deck level. A sheltered open deck between the owner's quarters and the guest deckhouse can be fully enclosed when weather dictates, with automatic sections which run in concealed channels. The all-glass swimming pool includes a rising floor, which can be deployed as a helipad, or to extend the available deck areas for guest entertainment." Dream Ship Victory already has a few projects under its belt, including the 55m (180') Princess Maria, the 43m (141') Imagination, and the 63m (207') Mikhail S Vorontsov which has been completing her fit out at Balk Shipyard in northern Holland. www.dsvyachts.com

## **Bilgin Yachts**

# Classic 160s and H2 Gets Involved

#### Yildirim Bilgen is very excited about the Bilgin 160 Classic. It

certainly turned heads on the Cote D'Azur, and her lovely lines are a pleasing balm for those who hanker nostalgically for the serene sailing days of yesteryear. A sister ship is apparently en-route. The only problem may be that this design is so distinctive it doesn't lend itself to a semi-production run for people seeking individual custom vessels, although seven Classics for seven Oceans could keep them suitably separated, and the Bilgin 160 model in business.

Bilgin Shipyard in Istanbul is a rare family business, involving a remarkable four generations of boat constructions of various types,

with the fifth now embarking into the superyacht scene. More than 50 larger motor yachts have been delivered in as many years, so they have a strong customer base for repeat orders, albeit now to RINA and MCA classifications. H2, which also handled the latest Proteksan Turquoise superyachts Talisman C and Vicky, is now involved in new projects with Bilgin Yachts, contracted last June. The first, called Aflulk, is a fully custom steel and aluminum 50 m (164') superyacht, for delivery mid-2014, while the second is a 45m (147') vessel known presently as Elada. The 45m Tatiana delivered in 2011 collected awards. www.bilginyachts.eu



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## **Sunrise Yachts**

# Post-Africa Order Book Now Strong

Africa, provisionally called Project Sunset, makes her debut for Sunrise Yachts this year, and there is considerable interest in two Espen Oeino-designed 63 m (207') vessels that are set to follow in 2014, when a 32 m (105') explorer-style craft, associated with Bremenbased Focus Yacht Design, is also due for delivery. Completing the current order book is a 56 m (184') diesel-electric motor yacht for an American owner, brokered by Fernando Nicholson of Camper & Nicholson Miami, scheduled for sea trials in 2015. Africa made her much-acclaimed first appearance at the Monaco Yacht Show in 2009, so there has been a lengthy interval before the latest new builds begin to launch. At our deadline Project Sunset was still for sale, and is quite attractively priced. Said Sales and Marketing Director Jean-Claude Carme, "the term sistership is perhaps a misnomer in this case, because her sundeck and foredeck have been redesigned, and the interior is slated to be different too." The other projects are under contract, and the involvement of top tier designers like Espen Oeino bear out the aspirations of Sunrise Chairman Herbert P. Baum, a German, and his Scottish-French President, Guillaume Roché, to create a new force in yacht building, in which quality and innovation are achieved at competitive prices. Their chosen base in Turkey is at Antalya, with an initial ultra-modern, 11,000 square meter facility now expanding as the bigger builds progress. Baum was originally in logistics, but sold his successful company to DHL and moved into real estate, creating the Lufthansa HQ building in Cologne and introducing luxurious Michelangelo

A "sistership" to the Studio Scanu and Franck Darnet 45 m (148')

Homes to Florida. Roché circumnavigated the globe with his family while still a teenager, doing correspondence courses aboard a 45' steel-hulled ketch. He later spent ten years as a captain before getting into boat building in the United States, Europe and now Turkey. He has a mechanical engineering degree from the University of Massachusetts, and studied naval architecture at the Westlawn Institute of Marine Technology in Connecticut. The first Espen Oeino 63 m Project 601, which has interiors by Redman Whiteley Dixon, had to be kept largely under wraps, so it was with some relief that Sunrise Yachts could announce in May 2012 that a contract had been signed for a second 63m motor yacht. This was "a major project for a European client introduced by Yacht Management Group of Switzerland." Project #632 "confirms the concept promoted by Sunrise Yachts, which is the association of world-class design, uncompromising engineering and construction standards, and sensible pricing." Delivery is set for winter 2014, a remarkably short 28 months. Project 561 is essentially a custom yacht with a fairly aggressive exterior styling. It elaborates on the design concept of the Sunrise 50m developed by Espen Oeino and Nantes-based Franck Darnet, and shown widely in Cannes and Monaco recently. It features indoor-outdoor spaces on the principal and bridge deck, with an abundance of natural light. It also includes a full fourth deck, with a panoramic master suite aft, and a large observation lounge forward." www.sunriseyachts.com

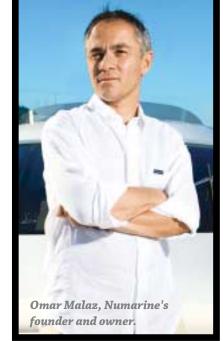




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#### Numarine

## Sleek Builds in "Paris of the East"



Turkey's most advanced "semi-custom, semi-production" boat yard, Numarine, is showing its smaller 55' and 78' models at Miami and Eurasia Istanbul boat shows in February. The 78', as a flybridge or hardtop, has been in high demand recently, but with four well-received and ultra-sleek

Numarine 102' raised pilothouse vessels sold so far, and a "sexy" 105' adaption and 130' flagship waiting in the wings, it seems set to help lead the country's post-crisis boat building revival. This extraordinary facility, on the southern shores of the Sea of Marmara is an hour's drive from "the Paris of the East," and intriguing Istanbul. It has the capacity to deliver 50 reasonably large boats a year, unlike many other one-off custom yards in Turkey, and as orders pick up from international markets, explored out of necessity in the last few years, it seems better placed than most to take immediate advantage of any upturns. South America, and specifically Venezuela, is another emerging market, and the Numarine 78 Fly being shown in Miami is bound for that Caribbean-bordering country, after an earlier 78 Fly sale to a Mexican owner. The Numarine 55, also on display, comes in Open, Sport and Fly options. Turks themselves are increasingly wealthy, and are strong source of new orders. We noticed a brace of 78s when in Bodrum recently, and the attractive Turkish Riviera rather lends itself to genteel cruising in such motor yachts. In fact Numarine's founder and owner, Omer Malaz, who owned Cigarettes and Sunseekers before deciding to launch his own line a decade ago, also drives a Numarine 78, this is an orange-hulled hardtop model called Minella. His family owns the Malazlar Match Company, and is well known in Turkish and European

business and social circles.
The Numarine "dream
team" consists of stylist
Tommasso Spadolini, naval
architect Umberto
Tagliavini, and interior and
exterior designer Can
Yalman, although other
designers get a look-in from
time to time, such as Tony
Castro with the Numarine
68. Technical Director

Malcolm Hutchison was a 15-year veteran at Princess before moving to Numarine, and when he showed us around the enormous 35,000 square meter yard, we noted a CNC router, sophisticated metalwork shop, paint sheds, inwater testing bay and naval architecture staff working on latest computer programs, but the pièce de résistance had to be the state-of-the-art interior decor section. Numarine marketing consultant Ali Tanir suggested lunch at MarinTurk at nearby Pendik, where we gazed beyond a berthed superyacht to the far shore of the Sea of Marmara. "The government is trying to establish a third boat building zone over there, to take the overflow from Tuzla, and Antalya on the far SE coast", he said. "Being near Istanbul is much more convenient. All our suppliers, such as MAN engines and Raymarine, are based here." Striking, newly designed ads are leading Numarine's latest foray into international markets, but Ali sees a deeper purpose in these projects, waxing philosophical about the sheer experience of building a boat in a country whose historic shores are lapped by the Aegean Sea. Some of these attractions are mentioned in the introduction to this feature, so suffice to say here that buying a Numarine boat also provides a slice of Turkish life and lifestyles that are both varied and intensely interesting. www.numarine.com





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## Perini Istanbul Yildiz

## Fabio Perini's Turkish Connection

The second Perini Navi super sailboat to be fully constructed at the Italian yard's Yildiz facility, near Istanbul, is being delivered to her owner in early 2013. She is a 40m (131') vessel known by her build number C2180, but beyond that, the yard has so far released little more than basic specs. The first completely Turkish build at Yildiz was of course Californian Tom Perkins' astonishing and very recognisable 88m (289') clipper The Maltese Falcon in 2006. Apart from these two, Perini Istanbul has been responsible for construction of about 40 aluminum hulls and superstructures, which are then towed to Perini Navi's sailboat section in Viareggio, or to the acquired Picchiotti motor yacht facility at La Spezia, for extensive outfitting.

Fabio Perini founded his namesake venture in Italy in the early 1980s, and almost a decade later he sought additional production capacity further afield. The Yildiz yard in near neighbour Turkey was ideal for redevelopment, and soon 40,000sqm of waterfront mud had been transformed into a modern shipyard, although the facility remains little lauded, because the glamour launches mostly take place in Italy. The first hull built in Turkey was Principessa VaiVia, and largest The Maltese Falcon. Yachts can be built to 100m (328'), and there are about 60 employees, working in 16,000sgm of enclosed, environment-controlled production halls. The latest sailboat hull to reach Viareggio from Yildiz is a second 60m (197') yacht, designed by Perini Navi naval architects in conjunction with the prolific Ron Holland. Called C2218, this vessel is not due for delivery until 2014. Coming up after that, says Perini Navi Group CEO Giancarlo Ragnetti, is another 60m sailing yacht, C2232,

whose construction will take until autumn, and C2227, a 70 m. which got under way only recently.

On the motor yacht side, since Fabio Perini bought the historic Picchiotti yard, and a deal was struck with French designer Philippe Briand to produce the Vitruvius series, the 50m (164') Exuma was delivered in 2010 and the 55m (183') Galileo G in 2011, which has just won the International Superyacht Society's Best Power Yacht Trophy in the 2012 Awards at Ft Lauderdale Boat Show. These vessels look not unlike a large sailing yacht in hull shape, and a much bigger 73m (239') Vitruvius is under way. www.perininavi.it



## Proteksan Turquoise

# Bouncing Back After Problems

#### Mehmet Karabeyoglu arrived at Monaco

Yacht Show last September after arguably the worst few months in the yard's history. The first superyacht built in Turkey, Turquoise, had been launched nearly two decades before. Proteksan and Turquoise Yacht Construction merged in 1997, and by 2011, only about 15 big builds later, PT was classified by one specialist magazine as being in the "top ten" of European superyacht yards. That year another 55.4m (182') Turquoise was delivered to the same owner, styled by Ed Dubois. Next came the much-acclaimed 60.2m (197') Yogi, and the 70.5m (231') Talisman C, the largest motor yacht then constructed in Turkey, although her 72.64m (238') "same hull but non lookalike" sister Vicky narrowly eclipsed her in 2012. Suddenly it all went horribly wrong. Last February Yogi, which was fully in class and had cruised for 11-

months without any serious mechanical problems, was caught

engine shutdown was suggested at the time. After hours of rolling and being buffeted by heavy seas, eight crew were winched to safety, and the vessel finally sank. Different statements were issued. An inquiry began, which has yet to report its findings. Bureaucratic delays, rather than "a cover-up" are being blamed for the snails-pace of these proceedings. Next Mehmet's partner, Hayati Kamhi, a doyen of the Turkish industry, took his own life due to a personal problem. Yard staff must have been in deep shock, but by Monaco Yacht Show 2012, the latest Turquoise was on display, represented by Fraser Yachts, and these tragedies were a slowly fading memory.

Mehmet is understandably keen to move on, and he pointed out in Monaco that Proteksan Turquoise is privately owned and not beholden to outside investors or

bankers, so it remains structurally sound, and conveniently located on the shores of the Sea of Marmara near Istanbul. Steel hulls are constructed at a separate yard, then moved to Pendik near Tuzla, on the Asian side of Istanbul, for completion. In their latest Andrew Winch 74m design, "drop down balconies, and fold out beach clubs with a small marina dock, are the way to go. Small submarines and underwater lighting bring the wonders of coral reefs within easy reach. New designs at Proteksan Turquoise push these boundaries even further. At the same time, the ideas of top yacht designers, who may bring a customer to the yard to start a whole new trend, are very welcome too." There has been no perceptible fall-off in inquiries at the yard, said Mehmet, and it is wellpositioned to achieve considerable cost

> savings while workmanship continues to the highest possible standards, so the future of its business model remains bright. www.proteksanturquoise.com



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#### **RMK Marine**

# Ron Holland on the 45m Karia

Arrival of the RMK Marine-built, Ron Holland designed 45m (148') Karia at last September's Monaco Yacht Show caused quite a stir, partly because of her high-quality finish, layout and styling, and partly due to an attractive price tag. Dealers and potential owners looking over the vessel concluded that this was a lot of boat for the money. The basic specs include a steel-hulled, aluminum topsides, 497 GRT, twin-screw, round bilge, displacement motor yacht, classified to Lloyds and MCA, with interiors and some exterior details by Mark Tucker's English-based Design Unlimited. But the underlying concept, as Ron Holland says in his introduction to an impressive pictorial book on the boat, "is that this is a specific design for experienced yacht owners interested in long distance voyaging." Ron continues; "It has been built to high quality specifications with long-term low maintenance as priority requirements. Particular attention has been given to ensuring an efficient and seakindly hull design, and there is exceptional interior volume for a 45 m yacht. The features and facilities will provide guests with a wonderful experience on board. Every detail has been given individual attention. I have made over 20 trips to the RMK yard, where each component of the design has been carefully assessed and implemented, to ensure the quality of the finished yacht." RMK Marine was established on its Sea of Marmara site in 1997. It is an enormous, modern yard with full facilities to build custom motor yachts and super sailboats from 30m upwards in composites, steel or aluminium. Prior projects include the acclaimed motor yachts Private Lives, Jasmin and Caressa K, as well as the famous 52 m (171') sailboat Nazenin V and others such as Sarafin and Penelope. The yard is owned by Koc Holdings, which is Turkey's largest conglomerate, active in automobiles, durable goods, retail, energy, financial services,

tourism, construction and IT. The group is responsible for about 12 per cent of Turkey's GDP. Britain's Oyster superyachts, designed by Dubois Naval Architects, recently struck up a relationship with RMK Marine, resulting in construction of the Oyster 100s Sarafin and Penelope. Oyster 125s are now in production. RMK Marine prides itself on its strong financial background, which gives security and stability to would-be superyacht owners and their representatives. www.rmkmarine.com.tr





#### Curvelle

# Curve, Elle and Mr Mono

One of the most innovative vessels coming out of Turkey is the Curvelle 34m (112') quaranta concept. Due to make its debut in April, this is a power catamaran that its developers say ticks all the right boxes, and then some. Driving force behind the project, which is located in the premier boat building Tuzla region of Istanbul, is the London-based Dutchman Luuk V. van Zanten, whom industry readers will recall was heavily involved in marketing for the Abu Dhabi MAR Group a few years ago.

"Most previous efforts to make a power catamaran 'good looking' have failed, and that is why the market for this type of vessel has not caught on yet", he says. "We have worked for three years with over 350 3D renderings, and 13 scale models, to make this yacht as attractive as it possibly can be. We even bought a 3D company to further facilitate this analysis. Since the build began, we have used subcontractors who also work for leading yards nearby such as Proteksan Turquoise, Perini Navi and Numarine." Van Zanten also tells us; "Our finish is excellent, but I believe our price is about half of the other brands, when volume and performance are compared. We do sell our yachts to individuals, but also to owner syndicates. There can be up to seven owners per yacht. Each 1/7th syndicate share costs \$1.91-million. Interior layouts are custom-created for individuals or groups."

According to Van Zanten, the Curvelle's ten "unique selling points," are: the six guest cabins, all on the principal deck, have huge windows. Space is comparable to a 135' performance monohull and guest cabins can be converted by crew into 20 different layouts at a moment's notice. Using relatively low power (2 x 1,925hp Cat 32s), the vessel achieves 25 knots, and has cost-efficient trans-Atlantic capability at 9-knots. The vessel, now in final fit-out stages, sits on six weight sensors, so that her weight can be kept within design criteria. The hydraulic platform aft can take anything from a tender to a small two-person submarine, or can raise right up to deposit a 4x4 car on the quay. www.curvelle.com

## Other Turkish Yards

There are many other yards, including Slovenien-linked Soraya, Cobra, Dunya, Esen, Peer Gynt, Cyrus associated with Vitters in Holland, Arkin Pruva with Rob Humphreys Design, Peri whose CEO died recently, CMB, and it is interesting to see New Zealand's Warwick Yacht Design, which pioneered builds in Taiwan 30 years ago, now constructing large sport fishers and sailboats in Turkey instead.

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