



Photo: ©Dirre Van der Wal

Welcome to our 21st Birthday edition

At MCM – rather like any 21-year olds – we look forward to positive new activities and focus on the present and the coming years’ aims: more efficient and exciting new builds and seamless yacht operations management. However, it is a good time to reflect, look around us and celebrate with friends we have made along the way – remembering our youthful antics!

A decade before we started MCM, when we were both racing professionally aboard “Maxi’s” (and sporting sea-dog beards to prove it), we never imagined the growth of the superyacht industry. 21 years ago when we set up in Newport, Rhode Island, a 70-footer was big and those in the industry could name each single yacht of that size there were so few. Racing in those days was on boats with interiors comprising bunks for crew, some teak and few additional comforts. But there was change in the air...



Peter and Nigel in 1978, 31 years before...

Today’s performance superyachts are a different breed – at home crossing oceans or day racing in fun regattas – as the industry has developed design and technology-wise. Now, as experienced brokers predict a trend towards sailing yachts over motor as owners look to ‘go green’ (see ‘Changing Markets’ interviews in the Monaco Yacht Show Summer magazine), MCM is probably better placed than anybody to offer

independent advice to owners and captains. We also see an inclination in MCM motor yacht new builds towards ‘explorer’ yachts able to be self-sufficient for extended cruising far afield.

A hydrogen fuel cell and solar-powered project would be a worthy challenge before MCM’s 25th anniversary, as the technology rapidly develops. In the meantime

wind and sail is still an attractive option and there is a fine fleet of existing yachts continually being upgraded, all of which benefit from MCM’s stringent operations management systems. Each superyacht we manage is treated as a business, sharing benefits across the ‘group’, owners and captains being ‘on the board’. We thrive on challenge and times such as these stimulate creative solutions...

Nigel & Peter

Milestone Projects 1988-2009

ENCORE 1989 : S&S 22m (73’) MCM Project #1 built by Derektor’s Shipyard in New York, she was the first yacht we launched under the MCM banner. She had an enviable racing record and was the winner of the prestigious ocean classic Fastnet Race in 1993 amongst many other successes. One of the features that distinguished her was the fact that she has a completely removable interior, so in “cruise mode”, she was a wonderfully appointed cruising yacht and in “race mode” she was a stripped out racing shell. She is still enjoyed by the original owner to this day.



VENTUROSA 1993 : Sparkman & Stephens 33.5m (110’) ketch with Glade Johnson interior. Showboats award ‘Best Sailing Yacht under 35m’ 1993. This was a significant milestone, not just for MCM, but in the world of superyachting as back in 1993, at 33.5 metres, she was considered enormous – perhaps a harbinger of things to come...



SHAMAN 1997 : Tripp 27m (88’) Andrew Winch cherry interior. First carbon pre-preg performance cruising yacht with lifting keel, water ballast, retractable carbon bow pole, honeycomb core interior. Cruised in the high latitudes with remarkable speed and comfort including around The Horn, Spitzbergen, South Georgia Island.



AMERICA³ 1992: Winner 1992 America’s Cup. Designed by the A³ design team including notables such as Doug Peterson, Jim Pugh, John Reichel, Jim Taylor, Jerry Milgram. Bill Koch’s first ever foray into the America’s Cup rewarded him with winning the “Auld Mug”! Our affiliation with Mr. Koch resulted in five America’s Cup boats and one motoryacht.



PLAYSTATION 2001: Morrelli & Melvin 38.1m (125’) catamaran. Largest racing catamaran built at the time. Broke the World 24hr speed record and the Transatlantic record amongst others. Yachtsman, pilot, balloonist and endurance sportsman, the late Steve Fossett became one of the world’s best known modern adventurers. We were honoured to be the project managers for the design and construction of *PlayStation*.



ADÈLE 2005 : Hoek Design 54.6m (180’) Highly successful world-girdling ketch with owner on board. In the words of the owner: *Adèle* combines the classic lines of yachts like the early 20th century J-class yachts, the Prince’s of Wales *Britannia* and Kaiser Wilhelm’s *Meteor* with a contemporary rig and underbody ensuring fast ocean passages. The long overhangs, low freeboards, flush deck and tall masts represents beauty to me, and she is so large that you get this beauty without compromising on the comfort she provides.



KOKOMO December 2009 : Dubois Naval Architects / RWD 58.4m (191.5’) This is the second project we have done for this client after the enormously successful 52 metre version launched in 2006. This new 58.4 metre project, with a Redman Whiteley Dixon interior, pushes the envelope in any number of ways – not least because she boasts the following notable attributes: Largest joint Dubois/Alloy/MCM project to date, Tallest Southern mast to date, Largest sail (asymmetrical) ever built to date, Largest Reckmann furlers to date, Largest EC6 carbon rigging to date plus a 130 tonne lifting keel!



Recent Launches

MS Hortense

MS *Hortense* is a wonderful combination of elegant modern design, excellent sailing qualities, engineering and build. The owner's concept was turned into reality by Joubert Nivelts Goeffers Design naval architecture, Rhoades Young styling and interior design, JFA engineering and construction. The owner, who



Photos: B. Sichelbaud / JFA, Interior Claris / JFA



has vast experience in commercial shipping, commissioned *Hortense* for high latitude exploration both north to Norway and Spitzbergen and south to the Antarctic Peninsula, South Georgia, Cape Horn area. At 27.5m LOA she is small enough to be managed by a minimal crew but very well appointed for the owner and his guests to sail and execute the expeditions in comfort and security.

MCM are very proud to have been involved in the background throughout the build process, mainly in the commercial areas and documentation and registration, and also to have been nominated to provide full management services ensuring that the owner's global cruising plans are successful.

Captain Comments:

Although *Hortense* has only been operational since July 31st we have formed a comfortable working relationship with MCM who had managed the financial and corporate aspects of the building program. This working relationship has been based on respect and understanding of each other's job responsibilities. Besides the usual functions of a management company such as organising our documentation, insurance, fuel and dockage requirements I have found the opportunity to draw upon MCM's collective knowledge of current issues – whether it be new products or services, changing regulations or experience gained by working with other boats in their fleet – as an invaluable source of information for us. This was especially true during the final stages of the build and the handover from the shipyard.

As we embark on a series of high latitude expeditionary cruises we will be able to combine the firsthand experience MCM have had cruising in these areas with our own. We are very comfortable in the knowledge we have such a capable team backing us up.

Captain Gary Hancock, MS Hortense

SY Atalante

Atalante is the latest in the range of Andre Hoek designed Truly Classic 90ft modern classic sailing yachts. Following on from her sistership

Kealoha, *Atalante* was commissioned by an experienced sailor for global sailing with his family. *Atalante* will also be offered for charter. MCM has been fully involved in the construction management and provided all documentation and registration services leading up to the handover.



Photo: Claasen Jachtbouw

Continued Constructions



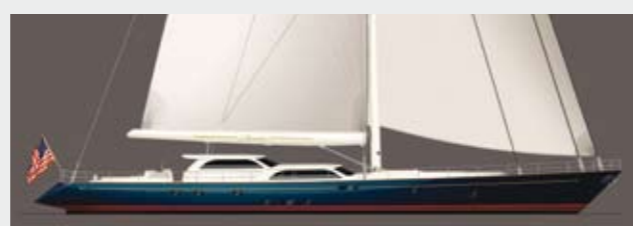
J Boat Lionheart : Delivery 2010 Designer **Hoek Design** Builder **Claasen Jachtbouw** LOA 43.4m LWL 26.51m Beam 6.55m Draft 4.8m



MCM151 : Delivery 2010 Designer **Hoek Design** Builder **Vitters** LOA 55.0m LWL 38.4m Beam 9.5m Draft 4.8m



CII : Delivery 2010 Designer **Langan Design Associates** Builder **Holland Jachtbouw** LOA 42.28m LWL 38.25m Beam 8.4m Draft 1.9m



Paraiso 44 : Delivery 2011 Designer **Fontaine Design Group** Builder **Alloy Yachts** LOA 44.96m LWL 37.06m Beam 9.67m Draft 4.42m

MCM Yacht Operations Management

From MCM Newport

Are Your Papers Shipshape?

The global recession hit hard and quickly, taking many by surprise. This re-emphasised the importance of clear cut management values, adherence to budgets, and the importance of maintaining yachts and paperwork to required regulations. Although in some cases operating budgets have been reduced, the yachts and crews are still expected to provide the same level of service as is customary. Maritime nations and tax authorities are making a concerted effort to look at the tax codes that our yachts operate under, probing for tax revenue streams. This means that we have to be ever vigilant that the yachts we manage are correctly documented and registered to perform the tasks that our clients have outlined. This in turn serves to maintain a yacht's value, albeit possibly not being at the same levels as at the market's peak.

At MCM we are fortunate in that the majority of our clients have continued with their projects both in new construction and in the private or charter operation of their yachts. Our rigorous management processes, keeping a tight rein on cash flow, has undoubtedly contributed to these decisions.

Andy McNab



From MCM Palma

Crew, Law, Safety, Custom RIB

Here in the Palma office we have been providing local support services for several MCM managed yachts that have passed through including *Paraiso*, *Cassiopeia*, *Erica XII*, *Kokomo* and *CaryAli*. More specifically we have assisted *Paraiso*, *Cassiopeia* and *Kokomo* through their various class and flag survey requirements and ensuring their complete compliance

in documentation, manning, safety and security requirements. Additionally, we have been providing support to MCM's construction projects through extensive research into tenders and propulsion options, and working on the development of a super-lightweight carbon custom RIB tender for one of our new-builds.

This office has been focusing on the complicated and ever changing matter of compliance. With yachts increasing in size and tonnage, the flag and class requirements are becoming more complex and time consuming. We have therefore been working with experts in the field of Safety management and Security to produce Mini and expanded Mini ISM packages, and similarly, Mini and Full ISPS packages for our clients. In addition to this, safe manning requirements are incurring more time in crew management ensuring that qualifications and endorsements are current and adequate to fulfil these requirements. Soon to be implemented ILO (International Labour Organization) regulations on crew working hours and conditions, accommodations etc are also impacting crew structures and management.

Ensuring full compliance in all our yachts and providing necessary support to ensure that the increasing regulatory requirements are achieved efficiently and cost effectively and without hindering operations or schedules is a major part of the daily management activities.

Ginny Standbridge

Contact : Andy McNab, MCM Newport

555 Thames Street Newport, RI 02840 0998 USA

T: +1 401 849 3387, M: +1 401 855 1093, E: amcnab@mcmnewport.com

Contact : Ginny Standbridge, MCM Palma

Calle Veri 5, 2^B, 070011 Palma de Mallorca Spain

T: +34 971 425 592, M: +34 606 011 747, E: mcpalma@mcmnewport.com

Passing through Palma:

Erica XII passed through very briefly in the summer for some minor warranty work and a few other projects and we were there to assist them with all requirements from arrangement of berth, transport and day-workers, ensuring delivery of urgently required parts and equipment – and even lunch! *Erica XII* will be back for several months for further work this winter.

Kokomo was successfully taken through all class and flag surveys in time to depart Palma to commence her active season with the owner. A shaft bearing cooling issue required

her to return to Palma and an expedited haul out was arranged at short notice. The shaft and bearings were quickly removed and new bearings fabricated and installed in record time, all works being completed in a matter of days. A Lloyd's surveyor was brought in to approve the new bearings and *Kokomo* was sent safely back on her way to participate in the Loro Piana Superyacht Regatta in Sardinia and hardly missed a beat.



Paraiso enjoyed a brief stopover here prior to commencing her Mediterranean season. This time was primarily used to plan upcoming survey and works for her possible return.

CaryAli had an assortment of mechanical and technical issues that MCM attended to, also acting as liaison between the yacht and the classification society. MCM is providing full support during her current visit and will be managing the extensive refit and warranty works for her during the upcoming winter season.

MCM Palma is excellently placed in Palma to provide full management support to all yachts in the Mediterranean and we anticipate a busy winter refit season.

Ginny Standbridge



Photo by Tim Wright

MCM YACHT MANAGEMENT:

- Budget preparation and monitoring
- Accounting and reporting
- Crew administration
- Insurance negotiation
- Logistics and parts supply
- Communication and weather routing
- Yacht transport
- Refit management
- Annual inspection
- Safety / ISM management
- Security / ISPS management
- 24 hour emergency response



Sailing yachts are MCM's forte. Current projects include Project 151, sister hull to Adèle and in build at Vitters shipyard in The Netherlands



MCM

RECOGNISED BY THE INDUSTRY AS A LEADING FORCE IN SUPERYACHT NEW-BUILD MANAGEMENT, MCM CELEBRATES ITS 21ST BIRTHDAY THIS YEAR. FOUNDING PARTNERS INGRAM AND WILSON KNOW THE FORMULA FOR SUCCESS, WITH MORE THAN 60 LARGE BOATS LAUNCHED

Reprinted courtesy of Boat International magazine (June 09 issue)
Text : Nick Jeffery (yachtpublicity.com)

Two decades ago, personal chemistry alone might have won the job, but today reputation and trust are number one on owners' lists of criteria when they are looking for a yacht specialist to advise on and oversee a possible 50 million investment.

MCM founders Nigel Ingram and Peter Wilson were perhaps the first to recognise the growing need for people with experience to look after owners' interests as the value of boats increased. Both have an extensive background in yachting, including involvement in the build process as well as global racing and cruising, and had known each other for 12 years when they set up the management company in 1988. One of the important factors that keeps MCM at the top of its game is maintaining its personal, hands-on approach to relationships, with one partner singularly focused on each project, avoiding diluting the service by over expanding. Ingram covers new builds in Europe,

and Wilson looks after the USA and New Zealand, although he is also about to embark on a project in China. The size of yachts has grown from the days when a 20 metre was thought large to today, where a 50 metre boat might launch without fanfare, should the owner wish to keep it that way.

A few projects were snapped up by new names in yacht management during the 'gold rush' of the past decade, but now, as the flood of new orders subsides, the less-experienced managers may find it harder to justify their fees as owners demand a depth of knowledge. MCM decided from the outset that fees would be either a fixed amount or 'time and expenses', with no commissions, mark-ups or allegiances. 'We do not work on percentages as that could be construed as a conflict of interest – we represent the owners' interests, pure and simple,' says Wilson.

MCM is divided into construction management

and operations management. A construction manager's list of tasks includes helping to select naval architects, designers and stylists; putting a specification together and getting quotes from builders; using experience to recommend and negotiate; identifying potential issues and offering solutions; monitoring suppliers and sub-contractors; and checking costs and extras, particularly 'change orders'. Introducing experts at the appropriate time, whether a captain, surveyor, insurer, lawyer or charter agent, and controlling media access are also part of the job, and knowing who is reliable gives the edge for a seamless handover to the owner.

However, it doesn't end with handover, and yacht operations management is one area where MCM's nine-strong team has seen growth. The ideal might be that the boat sails away and nothing is wrong. The reality is that during the usual twelve-month warranty period

there may well be teething problems. As yachts are diversifying and increasingly feature unique technologies or designs – such as the yet-to-launch *Kokomo*, for a repeat MCM client, which has a hydraulic lifting keel of 130 tonnes – it is more likely they will need tweaks. Wilson says, 'There is a natural genesis to operations management after launch and sea trials – projects never go away for us, as we know the boat better than anyone: what decisions were made, why, when and by whom. Our yacht management division offers support throughout the life of the boat.'

MCM's Palma office was set up three years ago to provide a Mediterranean base, with Ginny Standbridge moving over to offer clients a concierge service. Andy McNab gives ongoing support from the head office in Newport.

With the complexity of today's on board systems making servicing crucial, MCM's Palma team offers a broad range of services. These include budget monitoring, weather and route advice, transport of people, parts and even the yacht, and dealing with local provisioning agents and port authorities. Eighty percent of the yachts under management were built under MCM supervision.

The group has recently won three awards and more could be in the offing with several MCM-managed launches scheduled for the next two years. These include the 58 metre Dubois and Redman Whiteley Dixon-designed *Kokomo*, the 34 metre Reichel Pugh-designed *Nauta 112*, the 45 metre *Paraiso* from Fontaine Design, the 27 metre *Atalante* from Hoek Design, the 30 metre Warwick and Redman Whiteley Dixon-designed *Q5*, the 44 metre Dubois and Rhoades Young project *Lady B* and the 42 metre Langan and Rhoades Young yacht *CII*.



Along with Dubois and Redman Whiteley Dixon, the team thought outside the box for the new *Kokomo*'s 130 tonne hydraulic lifting keel box: an artwork drops down to reveal a 55 inch television



The founders launched MCM in 1988 from Ingram's front room. Early projects include *Sagamore* and *Boomerang*, shown being loaded on to Antonov, one of the world's largest planes. Their wealth of experience includes an America's Cup build and win for Wilson in 1992.

'Every one of my boats is an expression of my passion for yachts. I have enjoyed the journey and the challenge that each project brings. Continuing my relationship with MCM ensures continuity and a superior outcome'

Lang Walker, owner of *Kokomo*

There is also MCM 'Project 151' – a Hoek and David Easton-designed 55 metre ketch and hull sister to *Adèle*.

The MCM partners have seen enough boats to have design and construction ideas of their own and can contribute best-practice build techniques to yards around the globe. This year, Wilson joins Boat International Media's World Superyacht Awards panel to judge other projects.

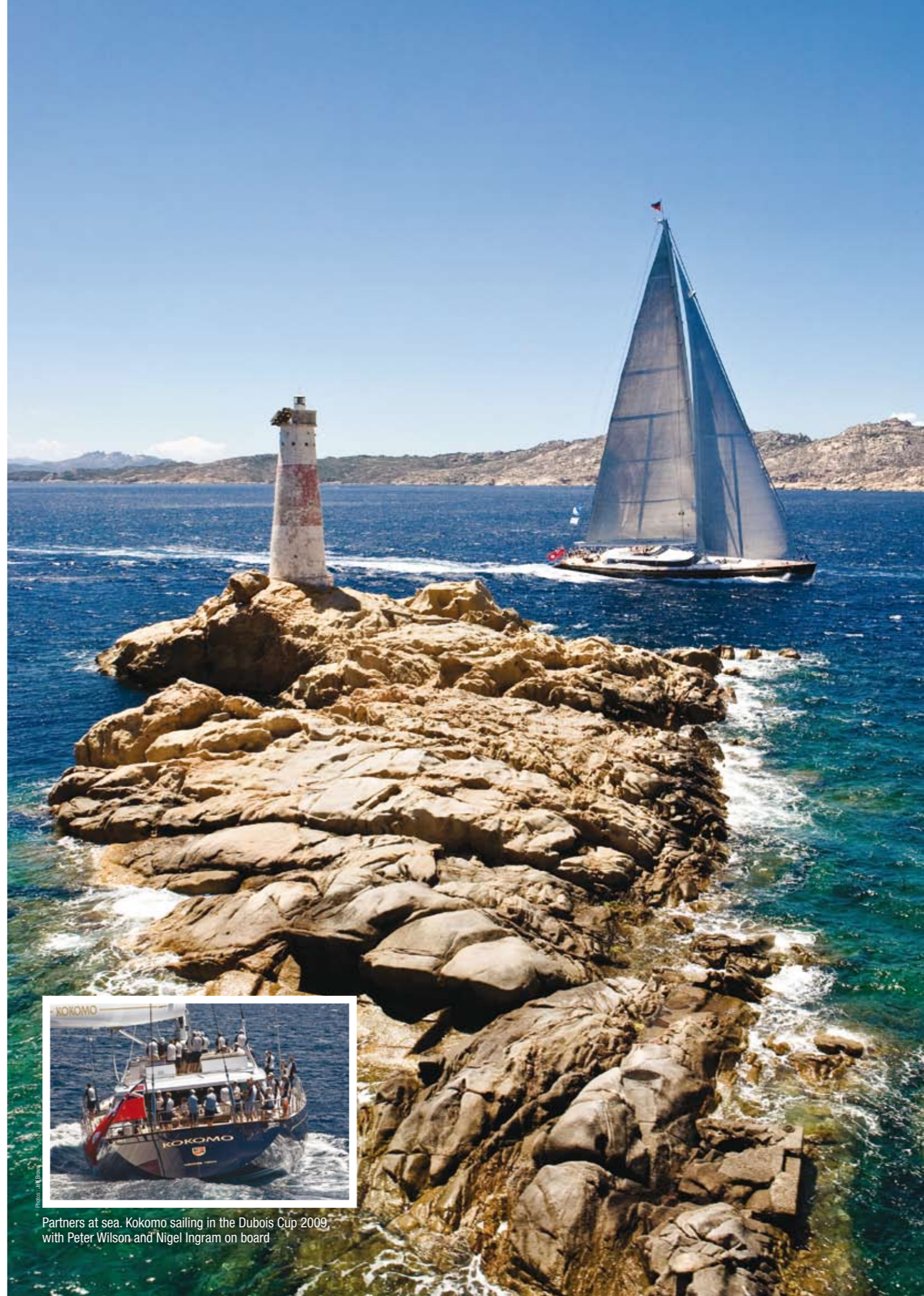
As new builds become increasingly complex, MCM's role in orchestrating the teams involved is growing more challenging. Ingram, who cruised the South Pacific for three years after a three-year stint as an officer in the Royal Navy, has seen new technology change the way boats are designed but also says developments are driven by owners' changing lifestyles. He



believes boats are sometimes overcomplicated and thus too reliant on crew.

Wilson, a veteran of the Grand Prix circuit and seven America's Cup campaigns, says that in addition to repeat yachtsmen clients working their way up to bigger boats as their net worth increases, 'some new owners are not constrained by convention and the priority might be to look beautiful and contemporary', with the owner maybe never 'going to sea'. Whatever details the client may change during a new build, for Wilson, one thing remains constant. 'Even after 20 years, the thrill at launch and sailing for the first time is as real today as it was when we started MCM. Whether 50 or 200 foot, as the sails are hoisted and you heel over for the first time, the hairs on the back of your neck stand up. There's a real sense of achievement: after a long and complex project and dealing with so many people, now it belongs to the owner,' he says.

Happy 21st birthday, MCM.



Partners at sea. *Kokomo* sailing in the Dubois Cup 2009, with Peter Wilson and Nigel Ingram on board

A Day in The Life on Site

As I write this letter, I am sitting in the project office for the new 58.4m *Kokomo* at Alloy Yachts International in Auckland, New Zealand on a bright and crisp winter's day. We had the clients in town yesterday and as always, it was a very busy but extremely productive day. The visit went something like this; Clients arrive in the evening, project overview and agenda approval over dinner.

Breakfast meeting with clients, design team and project manager.

Drive to Alloy Yachts International, vessel inspection, design, production and progress meeting with all departments

including electrical, electronics, interior joinery, project foreman, engineering, paint team, outfitting team, interior design and upholstery meeting.

Witness and test the new steering system.

Witness and test the new anchor system.

Lunch followed by a scheduling and financial meeting.

Discuss new business and any outstanding Variation Orders requiring attention.

Final walk-through and wrap-up.

Drive to Doyle Sails NZ, inspect sails under production, and look at completed sails (including the largest sail ever built – the asymmetrical), inspect details and process, general design

and scheduling meeting and wrap-up.

Drive to Southern Spars, inspect mast sections, inspect boom, inspect hardware and new luff track and car arrangement, update on carbon rigging and hydraulic deliveries, overall production and mast stepping discussion.

Drive to Lloyd Stevenson Boats who are building the two custom tenders, inspect limousine tender, inspect crew/fishing tender, overall production discussion and sea trial schedule discussion.

Drive the clients to their plane for departure. Say our goodbyes and discuss the impressive size and scope of what we saw today.

De-brief over a glass of pinot noir... and now all that is left to do is to write up the minutes and address the myriad action items.

Phew!

Peter Wilson



2,500m² asymmetrical spinnaker at Doyle Sails

Meanwhile, the other side of the world, Nigel Ingram is immersed in the construction of MCM#151, designed by Andre Hoek and building at Vitters.

MCM#151 is a sister vessel to the triple award-winning sailing yacht *Adèle*. This 54.8m ketch has an identical hull, keel, rudder and sail plan to *Adèle*, though features a new and entirely customised interior and deck layout.

The fabulous looks and sensational performance of *Adèle* has already inspired the owners of the 53m sloop *Erica XII*. On MCM#151, the main deck house has been enlarged and there is no forward deck house. This allows the entire deck and interior layout to be tailored to the owner's taste and requirements.

MCM#151 will be lighter than her predecessor and features composite rigging, high modulus carbon spars and furling boom, improving an already outstanding performance even further.

MCM#151's interior features the renowned privacy concept developed by Hoek Design. The aft owner's cabin is directly connected to an owner's deck-house and aft cockpit with the helms forward of the owner's deck-house.

Keep a weather eye out for her in 2010...



Photo: Rodney Waters



Photo: Rodney Waters

Please do call or e-mail MCM to discuss your future needs - whether managing your existing yacht or your new design and construction project.

MCM CONSTRUCTION MANAGEMENT:

- Architect and interior designer selection
- Specification writing, systems design and equipment selection
- Yard selection
- Contract negotiation
- Budget preparation and monitoring
- On-site representation
- Progress reporting
- Selection and management of sub-contractors
- Sailing and mechanical trials
- Procurement of owner furnished items
- Yacht registration
- Owner acceptance

MCM PO Box 1289 555 Thames Street, Newport, RI 02840 0998, USA

T : +1 401 849 3387 F : +1 401 849 7728 info@mcmnewport.com www.mcmnewport.com

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