

# SUPERYACHT

## B U S I N E S S

*Industry insight for decision makers*



### Heesen going forward

Mark Cavendish explains his strategy for expansion



### Focus France

With yards in the doldrums innovation becomes paramount

### Refit Palumbo

SB reports on the big improvements



### + Paint and coatings

The technical advances for a perfect finish

### Destination Galicia

The undiscovered alternative to the Med

### Peter Lürssen

On faster deliveries and an increasing order book

# Nobiskrug

The MDs of the German yard reveal their plans for the 100m+ sector, as well as the secrets of an efficient and driven workforce

**JFA****KEY FACTS:**

- ▶ **Founded:** 1993
- ▶ **Size of yard:** 9,300m<sup>2</sup>
- ▶ **Direct employees:** 35
- ▶ **Indirect employees:** 25
- ▶ **Size it can build to:** 60m (197ft)
- ▶ **Largest yacht built so far:** 43m (141ft)
- ▶ **Web:** www.jfa-yachts.com

Founded by Frederic Jaouen and Frederic Breuille, the company is recognised for its craftsmanship and one-off projects, and is starting its first range of semi-custom yachts.

**20**  
years old  
this year

**YARD OVERVIEW**

Although JFA was created to build the 22m sloop *Kermor*, it was mainly active in superyacht refit work when it first opened. After the major re-construction of the 36m *Magistral*, the yard upgraded with a new quayside building and a 2,000t lift which enabled it to enter into the motoryacht construction market with the 37m *Axantha I* back in 2003. In 2004 and 2006 respectively the company diversified further with its first

**PROJECT OF INTEREST**

- ▶ **Project name:** Long Island 100
- ▶ **Length:** 31.55m (104ft)
- ▶ **Beam:** 14.2m (47ft)
- ▶ **Draft:** 2.6m (8.5ft)
- ▶ **Engine:** 2x 355 Cv Cummins QSB5, 9M (HX) @ 2,800rpm
- ▶ **Fuel capacity:** 2 x 3,000lt
- ▶ **Sails upwind:** 460m<sup>2</sup>
- ▶ **Guests:** 8
- ▶ **Crew:** 4
- ▶ **Naval architect:** Marc Lombard



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Frederic Jaouen | president

catamaran launch — the 25m *Sun Tenareze* — and an escort superyacht, the 42m *Bystander*. “We can say that one of our greatest qualities is that we are 100 per cent dedicated to custom projects with a great sense of versatility,” said commercial assistant Gael Douguet.

**Innovative multihulls**

During the recession JFA has been kept busy mainly with yacht construction. In 2011, the company delivered its largest yacht to date for a repeat client, the 43m motoryacht *Axantha II*. Then in 2012 it delivered its high-tech 34m carbon catamaran. JFA is proud of the Van Peteghem and Lauriot Prévost designed yacht, which it claims is one of the world's largest cruising catamarans built out of carbon epoxy. President Frederic Jaouen explained, “The techniques used were directly issued from our racing boatbuilding experiences. The boat parts were a mix of infusion (the hull) and pre-preg parts (deck and superstructure). It is still quite rare to use this material for such a size.”

Despite the recession, in 2010 JFA's yard grew in size with a new building hall for catamarans to complement its other three building bays. This meant that the company could start the construction of its first semi-custom range of sail catamarans, Long Island, in 2011. The first in the series, called Long Island 85 (26m) is now under

construction and due for launch in 2014. Designed by Marc Lombard, this semi-custom catamaran has been created to sail far and in comfort. Built using both aluminium and composite, JFA's goal is to create a multihull with its weight adapted to its navigation programme. JFA has also just begun building the second yacht in the range, the Long Island 100 (31m) and is developing a larger version with the Long Island 115 (35m). “The custom yacht market has been quiet and it's more difficult to get a client right now. Hopefully we can build a large range of yachts. We are also experienced in refit, therefore versatility will help us in this period,” president Frederic Jaouen said.

JFA has also had three refit projects to keep it active during the recession, along with the new builds and semi-customs. “Our future plans are mostly to secure jobs and then develop our Long Island catamaran brand, with the plan to develop the dealer network. We are also developing a 50m explorer type project with Dixon Yacht Design and Frank Darnet,” said Jaouen. **SB**

**Frederic Jaouen, president and one of two founders of JFA**

