

WHO'S BUILDING?
2013 GLOBAL ORDER BOOK

ShowBoats

INTERNATIONAL

**IT'S
ELECTRIC!**

166' Better Place

**THE WALLY
YOU DIDN'T
EXPECT**

EXCLUSIVE!
**ICON'S 205'
MAIDELLE**

6 ways to keep
crew besides
more \$alary

*Cruising the private
islands of The Bahamas*

Plus

NEW CANADOS FLAGSHIP 120
MOONEN'S FIRST 82 ALU

DECEMBER 2012/JANUARY 2013



A 0541878-0001 MAGAZINE PUBLICATION



Igniting Dreams

The topics of our industry were all there, discussing such esoteric subjects as the definition of yacht beauty. It was two days before the Fort Lauderdale show and we were hosting the Superyacht Design Symposium with the likes of Bill Tripp, German Frers, Martin Francis, Ron Holland and more.

One of them brought up writer and aircraft designer Antoine de Saint-Exupéry's famous quote: "A designer knows he has achieved perfection not when there is nothing left to add, but when there is nothing left to take away." To that, I'd like to add my own twist: An owner knows he has achieved perfection when he's got every possible thing he wants on board.

Therein lies the problem. And, alas, the symposium panelists conceded that design is about navigating the gray area between form and function. When unhampered by a client, designers seeking their aesthetic highs spend their time doodling sketches of beautiful yachts. That ingenuity is what drives the industry, igniting dreams and setting new trends in motion.

Our design focus this issue stems from designer Luiz de Bastos' sketches and musings on evolving a long-favorite style of yacht, the raised pilothouse design. A perfect example of this evolution is the new Canadian flagship, *Far Away*. What designer Francisco Paszkowski has done with the area beneath the raised pilothouse is truly a first, and forward on the main deck is another fantastic use of space.

If designers and builders weren't listening, the owners of the *Starline Mulsura* might be out of yachting by now. Not entirely satisfied with their yachting experience, they caught sight of a flybridge telemann while out cruising. As it wasn't

a common design, it took them some time to chase down the builder. Now cruising on their ideal yacht, they have happily directed their captain to find every island between Cannes and New Zealand.

Wally has just built its first yacht with a flybridge, its flagship *Beller Place*. At the design symposium, the yacht's naval architect, Bill Tripp, confirmed that during her first sail, everyone gravitated up top and eventually a peaceful quiet pervaded as they simply enjoyed the yacht's movement through water. Harmoniously blending indoor and outdoor areas is a recent design trend, but it's something that Wally has long understood.

A trend that ICON does well is the ready club, and its third build, *Maidelle*, showcases this expertise with a fabulous lower deck layout that leads guests directly from their staterooms to the gym and chase loungecraft.

This issue also reveals *Shoreboard's* annual Global Order Book. By gathering yard data at the same time each year we are able to predict the direction the industry is going. Our featured boats generally follow the pattern shown in the Global Order Book: the number of large builds is rising, there's less interest in gas guzzlers, many yards are building their flagships, but orders for smaller motor yachts have fallen off considerably. Some suggest this is due to the number of brokerage yachts available. The owner of *My Way*, an 82-foot Moinsen, has something to say about that: "Yes, I can just go and buy a ready yacht, because we live in a world where people have forgotten how to dream, where everything is bought and sold. But I'll go my way. I'll build the yacht such as I want."

For anyone else ready to dream, there's a designer out there ready to sketch it.

Kate Landy



THIS CANADOS FLAGSHIP'S CREATIVE
LAYOUT AND DÉCOR IS READY TO TAKE
HER OWNER FIGURATIVELY AND
LITERALLY...FAR AWAY.

TEXT BY PETER BOULTON

FAR AWAY

Each year, it becomes increasingly obvious that the cream of the yachting industry gravitates to the Monaco Yacht Show. Builders, brokers, owners and support services contribute a wonderful selection of yachts, tenders, toys, gear and hardware to this European hub of yachting. Of course, having the entire event in glorious sunshine and moderate temperatures against the fantastic backdrop of the French Riviera doesn't hurt either. So the stage was nicely set for a visit to *Far Away*, the 120-foot flagship from Canados.

Far Away is hull number one in this new 120 series; already the second hull is well advanced, and since build time is only around an incredibly short 13 to 14 months, it should be ready fairly soon. Exterior design and naval architecture are the work of Canados Design and construction is entirely in GRP composite. The result is a yacht that has the rare ability to look terrific from virtually every angle. As icing on the cake, the owner specified a silver finish, which, together with continuous black panels and windows, gives her a lean and purposeful stance, especially when in a hurry. A potential problem with the use of color in GRP is that it tends to show all kinds of imperfections not normally visible in white, but Canados scored highly here—the silver finish is impeccable.

Built for a youthful Russian client and his family, *Far Away* features interior design by Francesco Paszkowski Design. The yacht benefits wonderfully from the simplicity of materials chosen and manner of application. The interior motif has been generally described as “gray,” which really misses the point, since the selected grains of bleached and limed oak, contrasting with ebony, plus extensive use of suede tend towards the warm end of the spectrum. Even the gray, linear textured marble panels on the salon bulkhead are backlit by subtle yellow light. Paszkowski concurs, “As a team, it was extremely satisfying to make use of a small variety of materials in so many different ways and to such good effect.”

This is the owner's second yacht with Canados, the first being an 86-foot Flybridge, but it's the first time he worked with Paszkowski.

“Paszkowski and his team talked a lot with us, even on subjects which had sometimes nothing to do with the boat. I think they tried to learn and understand more about our daily life and feelings,” says the owner.

Paszkowski and his team were certainly able to grasp and accurately translate the owner's desires into satisfying reality. “We believe it is absolutely essential to get to know the owner and family as much as possible, in order to give them what they want and fulfill their dreams,” the designer says. “After that, it's a matter of cooperation and coordination.”

“On the whole, I just wanted a comfortable boat with not too many cabins, where we could have a lot of fun,” says the owner. “I like the idea of having just a few materials and one color—gray—but in different shades. In this way, the overall design achieves a modern, elegant but warm atmosphere on board.”

Fulfilling the owner's wish for only a few cabins gave the space to include dual masters on the lower deck, forward and aft. “The aft suite on the lower deck is an area we like for its size and the large windows which let in lots of natural light,” says Paszkowski. There is another superb master forward with a twin-bed cabin set centrally between them. Beautifully considered windows provide natural light and all guest cabins are en suite with the additional luxury of separate toilets.

As is often the case with vessels of similar size and layout, *Far Away* has a raised pilothouse. A short, fairly steep staircase leads up from the starboard foyer to a small but well-equipped bridge, with surprisingly good visibility through the acutely raked forward windows. A most unusual feature, however, is a sort of daybed on the port side, where it appears the owner likes to recline “Roman-style” and chat with his captain and watchkeepers. Fortunately, it's at waist height and can also provide practical space for a full-size Admiralty chart.



The interior has been generally described as “gray,” which misses the point. The bleached and limed oak, contrasting with ebony, plus extensive use of suede tend towards the warm end of the spectrum.



these pages
In lieu of a master suite forward on the main deck, the owner chose to make a space for daytime relaxation, enjoying the ocean breeze provided by twin balconies. The room can convert to a cabin if needed (above). Two master suites are found below, each with an electric fireplace (right).





A few steps up and aft is the sun deck/flybridge, complete with wet bar, tables, seating and loungers. The really special feature is an elegant cantilevered roof section that extends forward as part of the radar/comms structure and is composed of transverse carbon slats, opening for light and air or closing for shade—both a clever and effective innovation.

Balconies are very much the “in thing” lately and *Far Away* has four of them at main-deck level. A nice touch is that the guardrails neatly stow away as part of the actual balcony structure, which takes the grind out of handling and stowing separate rail sections. With two balconies in the dining area and two forward, the effect is delightful and it’s easy to understand their popularity. Forward on the main deck, which would typically be an owner’s stateroom, is instead a day cabin or a casual lounge, though with the en suite head and convertible daybed, it also can serve as an extra guest cabin if needed. Having a balcony on each side, plus a big sofa bed, it is a very inviting place to stretch out on hot afternoons with the balcony doors open to catch the breeze.

And speaking of doors, all those opening onto side decks cantilever outward parallel to the superstructure but take up very little space so they don’t impede passage—a real design plus. The side decks run freely fore and aft, a feature much appreciated by the owner and this ancient mariner alike—another design plus. Returning to the interior using the port side door, which also accesses the crew quarters, reveals a galley set longitudinally under the island created by the raised bridge. This is small but nicely equipped and when not in use, can be entirely closed off by sliding panels. Via a short passageway to the opposite side under the bridge is a dayhead, the stairs to the bridge and the stairway down to the accommodations. Doors port and starboard lead aft directly to the dining area and salon. Polished ebony accents and a dining table nicely complement the lighter décor with everything beautifully illuminated by large vertical and horizontal windows. “But,” says the owner, “I especially like this area



these pages
A niche cut in the transom door provides a cozy seat at the stern platform (right page, bottom). The flybridge (left and right page, top) offers ample lounging and dining space. A cantilevered roof opens and closes at the touch of a button to shelter or expose this area. A sliding door reveals a television hidden in the buffet opposite the table.

at night. The way the lighting is arranged in the floor, it looks as if it’s actually hanging in the air.”

The apparent volume makes the yacht seem more like 130 feet than the designed 120 and Paszkowski is happy to explain how. “It was having the ability to use light materials and similar tones, plus sympathetic-style furniture, which made this possible. Then again, everything was done in-house and Canados always looked for solutions for everything, from technical to material processing and layouts.”

Outside deck spaces have been well planned, even to the false decking covering the windlasses, while aft, an uncluttered area provides dining for eight, as well as good working space. Twin stairways descend to a beach club, which with the tender launched, offers a dayhead, shower and direct entry to the engine room.

In here, a couple of 2,400-hp MTU 16V 2000 series engines will get *Far Away* going at 27 knots, but not *too* far away as cruising at 23 allows only 500 nautical miles. Judicious use of the throttles will doubtlessly improve upon this enormously. Good planning permits walk-around access to the engines and space for a pair of Kohler 50 kW generators. TRAC zero speed 12.0x stabilizers inhibit unseemly tendencies to deviate from the vertical even when at anchor and precise maneuvering is made easy by having thrusters at bow and stern.

The owner is delighted with the result. “We do really like our boat. We could say [our favorite spot is] the flybridge because it’s a large space, or the beach club as it’s really comfortable, or the area forward on the main deck or relaxing on the balconies while moored in a beautiful bay. We can also accommodate more friends. We like the two suites on the lower deck as they are really big and you can watch the sea while laying on the small sofa close to the windows. But, ‘all of it’ is really the best answer because we love the atmosphere on board and truly feel at home. We’re going to have lots of fun with *Far Away*.”

SB ENHANCED DIGITAL CONTENT ON THE IPAD APP

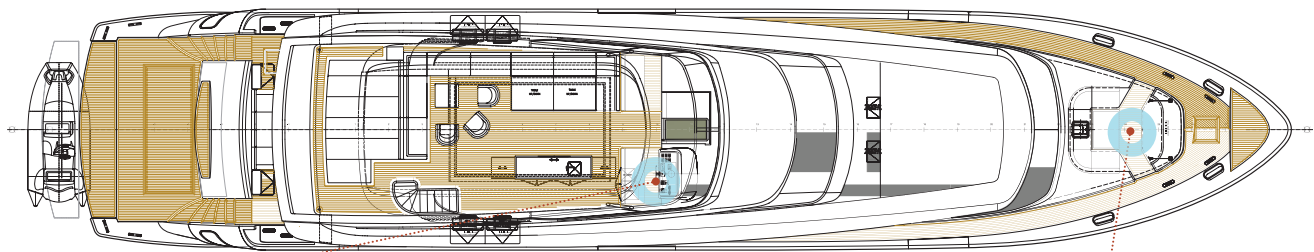


below
Four fold-down terraces on the main deck, to port and starboard of the dining area amidships and the day cabin forward, bring the outdoors in.



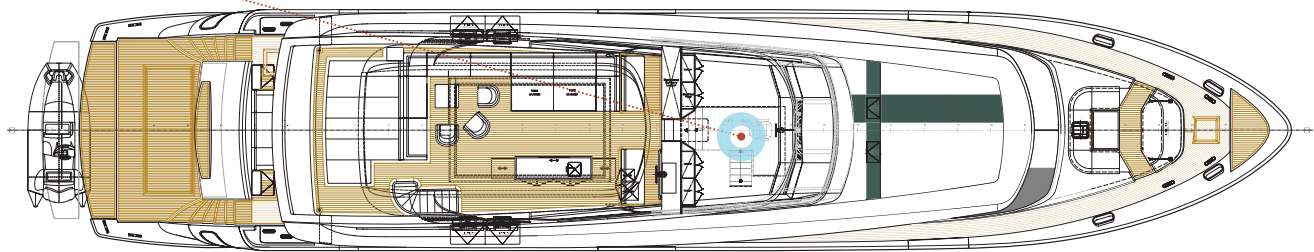
“On the whole, I wanted a comfortable boat with not too many cabins, where we could have a lot of fun. I like the idea of having just a few materials and one color, but in different shades.” – FAR AWAY’S OWNER





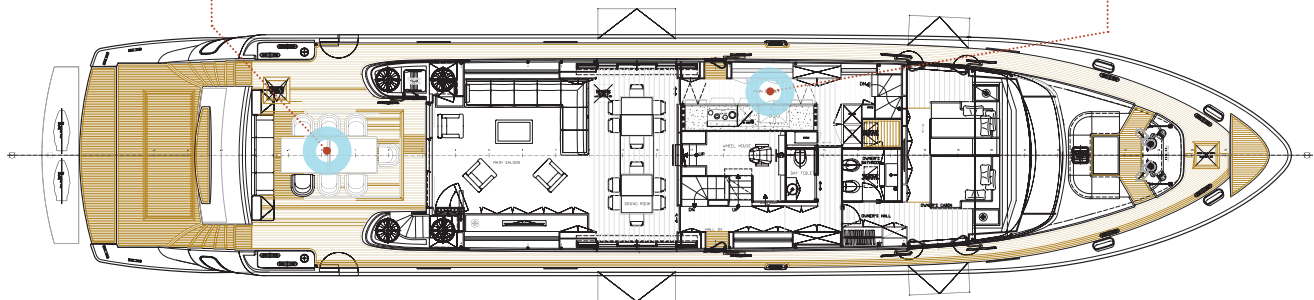
FLYBRIDGE: The top deck is a true flybridge with a station for helming in addition to the raised bridge below.

FORWARD SEATING: The sitting area forward on the main deck can be covered by a sun shade that takes just five minutes to set up.



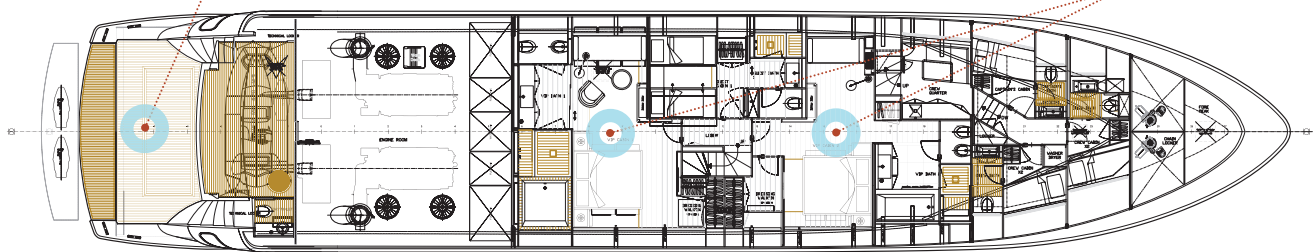
ALTERNATIVE SUNNING SPOT: *Far Away's* main aft deck dining table, set athwartships, lowers to create a sun bed.

GALLEY: Set along the starboard side of the port passageway, the galley can be hidden by lacquered panels when not in use.



STERN PLATFORM: Two Seabobs and a Jet Ski are stowed under the stern platform while the tender has its own garage.

TWIN MASTERS: The aft master includes a sauna and hammam while a large dressing room/closet is incorporated in the forward suite.



Specifications:

Builder: Canados
Via dell'Idroscalo, 182
00121 Rome, Italy
Tel: +39 06 5633 9732
Fax: +39 06 5603 7581
Email: info@canados.com
www.canados.com

LOA: 120' 1" (36.6m)
BEAM (MAXIMUM): 23' 9" (7.25m)
DRAFT (FULL LOAD): 7' 5" (2.25m)
DISPLACEMENT (FULL LOAD): 145 tons
POWER: 2 x 2,400-hp MTU 16V 2000
SPEED (MAX/CRUISE): 27/23 knots
RANGE: 500 nm @ 23 knots

FUEL CAPACITY: 4,490 U.S. gallons
THRUSTERS: Twin Disk
STABILIZERS: TRAC-Star
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GENERATORS: 2 x 50kW Kohler
FRESHWATER CAPACITY: 660 U.S. gal
OWNERS AND GUESTS: 8

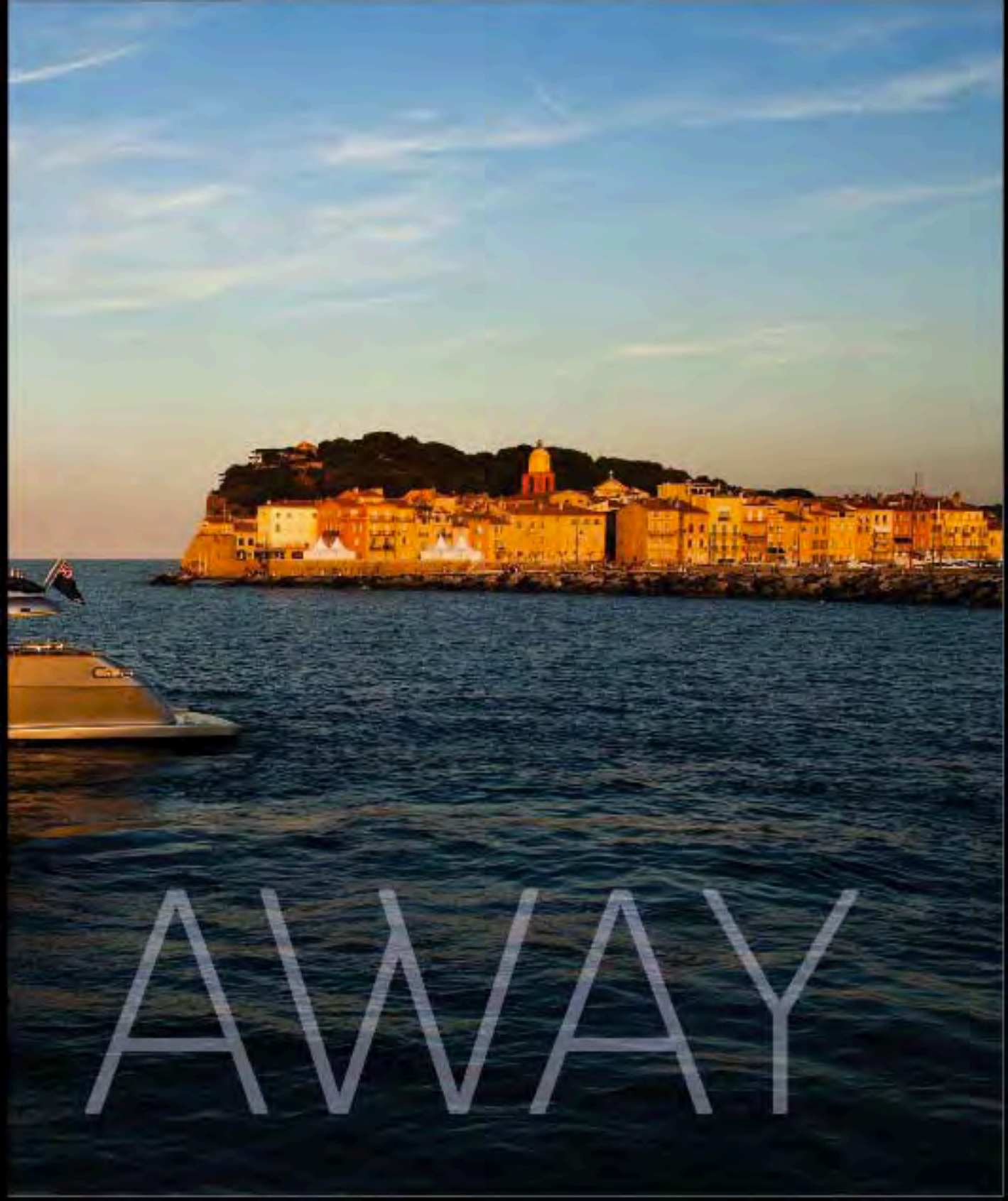
CREW: 5
TENDER: 14' Naumatec 430
CONSTRUCTION: GRP
NAVAL ARCHITECTURE/
EXTERIOR STYLING:
Canados Design Team
INTERIOR DESIGN: Francesco
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THIS CANADOS FLAGSHIP'S CREATIVE
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TEXT BY PETER BOULTON

FAR



AWAY

Each year, it becomes increasingly obvious that the cream of the yachting industry gravitates to the Monaco Yacht Show. Builders, brokers, owners and support services contribute a wonderful selection of yachts, tenders, toys, gear and hardware to this European hub of yachting. Of course, having the entire event in glorious sunshine and moderate temperatures against the fantastic backdrop of the French Riviera doesn't hurt either. So the stage was nicely set for a visit to *Far Away*, the 120-foot flagship from Canados.

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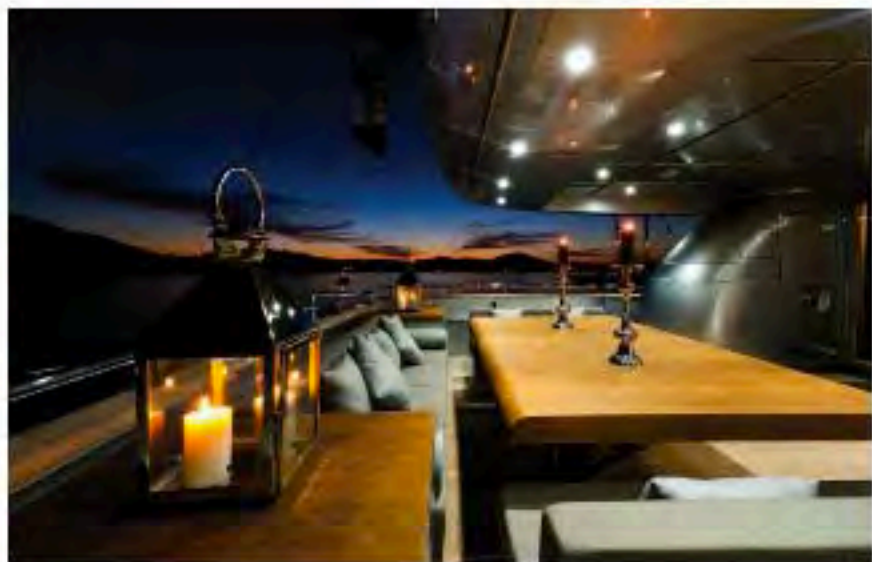
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Fulfilling the owner's wish for only a few cabins gave the space to include dual masters on the lower deck, forward and aft. “The aft suite on the lower deck is an area we like for its size and the large windows which let in lots of natural light,” says Paszkowski. There is another superb master forward with a twin-bed cabin set centrally between them. Beautifully considered windows provide natural light and all guest cabins are en suite with the additional luxury of separate toilets.

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From right: In one of a master suite forward on the main deck, the owner plans to make a space for daytime relaxation, away from the sunbathing spaces by the swimming pool. The main deck features a stern (if needed, stayed) twin master suite, one forward below deck with an aft-facing flybridge (right).



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At various points the transverse structure is cantilevered forward and aft, creating a continuous canopy over the cockpit, the flybridge and the cabin. The effect is a sense of unity and continuity. A cantilevered roof covers the main deck, the flybridge and the cabin. A cantilevered roof covers the main deck, the flybridge and the cabin. A cantilevered roof covers the main deck, the flybridge and the cabin.

at night. The way the lighting is arranged in the floor, it looks as if it’s actually hanging in the air.”

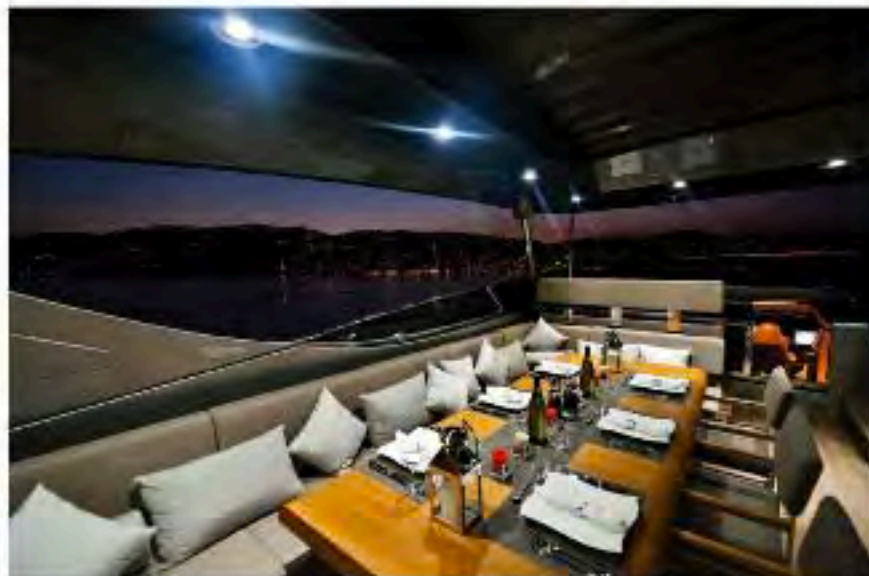
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BY ROBERT DODD, EDITOR OF THE ENO ENO

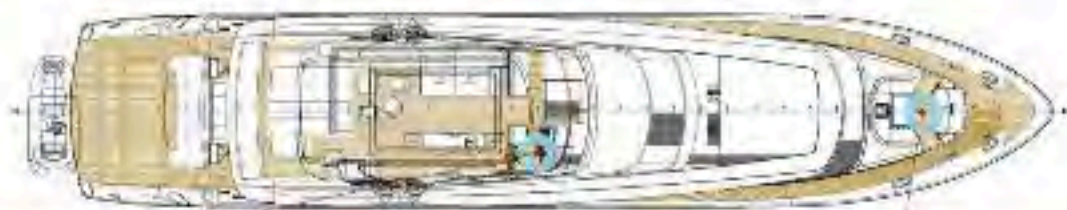


Below:
Four fold-down benches on the main deck
to port and starboard of the dining area
provide the day cabin forward
bring the outdoors in



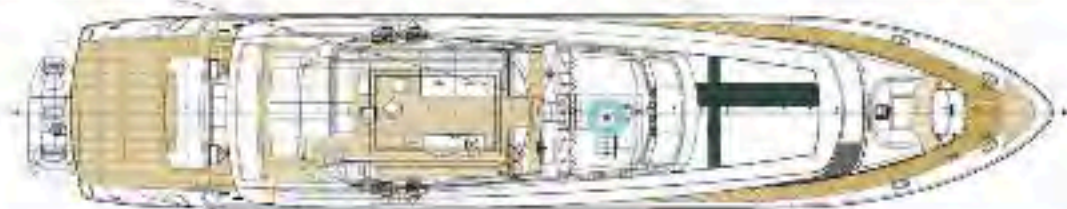
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FOREBRIDGE: The top deck is a true flybridge with a system for helming in addition to the raised bridge below.

FORWARD SEATING: The seating area forward on the main deck can be covered by a sun shade that takes just five minutes to set up.



ALTERNATIVE SUNNING SPOT: For away's men at sea, dining table set aftwardships, lower to create a sun bed.

GALLERY: Got along the starboard side of the port passageway, the gallery can be hidden by louped panels when not in use.



STICKY PLATFORM: Two Seabobs and a Jet Ski are stowed under the stern platform while the under has its own garage.

TWIN MASTERS: The aft master includes a suite and formal room while a large dressing room/suite is incorporated in the forward suite.



Specifications:

Builder: Canados

Via del'Alimentis: 192

90121 Nave, Italy

Tel: +39 06 5633 9732

Fax: +39 06 5091 7591

Email: info@canados.com

WWW.CANADOS.COM

LOA: 120' 1" (36.6m)

BEAM (MAXIMUM): 23' 8" (7.25m)

DRAFT (FULL LOAD): 7' 5" (2.25m)

DISPLACEMENT (FULL LOAD): 145 tons

POWER: 2 x 2,400-hp MTU 16V 2000

SPEED (MAX/CRUISE): 27/23 knots

RANGE: 500 nm @ 23 knots

FUEL CAPACITY: 4,490 U.S. gallons

TRUSTERS: Twin Disk

STABILIZERS: TRAC-Star

Zero speed: 370/12.0w

GENERATORS: 2 x 50kW Kohler

FRESHWATER CAPACITY: 660 U.S. gal.

OWNERS AND GUESTS: 8

CREW: 5

TENDER: 14' Naumatic 450

CONSTRUCTION: GRP

NAVAL ARCHITECTURE/

EXTERIOR STYLING:

Canados Design Team

INTERIOR DESIGN: Francesco Paszkowski Design

2013

ShowBoats INTERNATIONAL GLOBAL ORDER BOOK

692 yachts over 80 feet under construction worldwide, down 5.2% • 14 projects over 100 meters LOA sets new record • Most yacht gross tonnage under construction since 2007 • 3.9% increase in yachts ordered above 150 feet LOA • 44% increase in yachts ordered above 250 feet LOA • Italian yard production down by 14.2% • Dutch yard production up 8.2%

BY RAPHAËL MONTIGNEAUX
AND THE EDITORS OF
SHOWBOATS INTERNATIONAL

ALTHOUGH 5.2 PERCENT FEWER YACHTS ARE LISTED as "under construction" in this year's Global Order Book—692 compared to 728 yachts last year—the orders confirm a future full of activity at most yards, especially for pedigree yards and those building yachts over 40 meters and custom builds.

The world map of builders has remained largely the same with Italy leading and still running away with top honors in the market with 272 projects. The Netherlands firmly holds onto the second spot with a significant increase (15.85%) in the total length of vessels under construction (from 18,085 to 21,684 feet) as well as an increase (8.2%) in overall number of projects (from 61 to 66). Taiwan creeps past Germany this year, moving into sixth place from its seventh position last year, and the United Arab Emirates enters the top ten at number nine.

The trend of orders for larger yachts has continued from last year, although there has been a 30% drop in open-style yacht orders from 61 in 2012 to 43 in 2013. The rest of the yacht types are staying within the same range, proving again that yachts consuming a lot of fuel are less in vogue.

As we predicted in years past, the future continues to lean towards fully custom yachts, mostly coming from historically proven yards that give a perceived assurance of quality and a potential boost in lasting value for the yacht on the resale market. We have also noted that some of those yards that opened their doors during the height of the market have been surprisingly able to keep their doors open through the downturn by delaying their production schedules and maintaining artificial activity or unofficial

THE RULES & METHODOLOGY

The Global Order Book was established in 1992 by the editors of ShowBoats International to provide a body of data, updated annually in a systematic fashion, to show the scope of economic activity within the international luxury yacht industry. Each year, we present a list of yachts 80 feet (24 meters) and longer on order as of September 1, at shipyards throughout the world.

Every effort is made by the editors to ensure that the Global Order Book data is comprehensive and accurate. We rigorously

inspect to ensure all the yards currently building yachts in the specified size range. Every different measure the same list of yachts, and wherever possible, second data is cross-validated with other industry sources. In many cases, the data is corroborated with personal visits to shipyards. Participation in the Global Order Book is entirely voluntary and is free of charge.

Qualifications for a project to be included in the 2013 Global Order Book are: Each yacht must be 80 feet (24m) or longer to be eligible. In one graph we have

isolated custom yacht builders for comparison purposes. Builders such as Amels and Palmer Johnson that build series designs along with their custom builds are included in the "cushion" list due to the extensive construction of these vessels. New projects must be signed and with a minimum 10 percent deposit received by the shipyard by, or about Sept. 1, 2012. Speculative (on spec) construction may be listed but only if actual construction is cutting metal, hull lay-up or tooling is started by, or about the same date.

NUMBER OF PROJECTS BY LENGTH

LENGTH (IN FEET)	2013	2012	2011	2010	2009	2008	2007	2006
90-99	119	178	158	187	286	253	207	216
100-109	94	70	78	89	117	114	100	86
110-119	142	151	151	244	190	179	183	146
120-149	151	150	155	150	185	175	152	110
150-199	100	109	152	112	145	125	108	93
200-249	47	45	45	41	40	47	38	28
250+	39	27	30	30	21	23	18	12
Total	592	728	749	753**	992*	916	777	688

* Does not include 26 buy/sell from Lithuania and Anders not signed for by yacht.

** Does not include Anders which is not signed for by length.

slowdowns throughout the last couple of years, although we wonder how long they can continue this trend.

Historically sound yards are recording new orders, getting their yardswork until 2015, even 2016 for some. This is the case with most northern European yards, a good example being the renowned Dutch consortium Feadship, which announced no less than 33 yachts in build including seven recently placed orders. In Germany, Lürssen impressed with the fitting out of the gigantic 482-foot *Tiuraz* in only one year (the largest yacht delivered in 2012) and follows with an even larger project.

A trend for this 2013 Order Book is the inclusion of some enormous yachts, no less than 14 projects over the mythical 100 meters, are currently on order—a new record for the industry. Astonishingly, three of those 14 100-meter-plus projects are sailing yachts, and another, a 101-meter Ed Dubois sloop, is not included in this Order Book but is expected to sign with a European builder this coming spring.

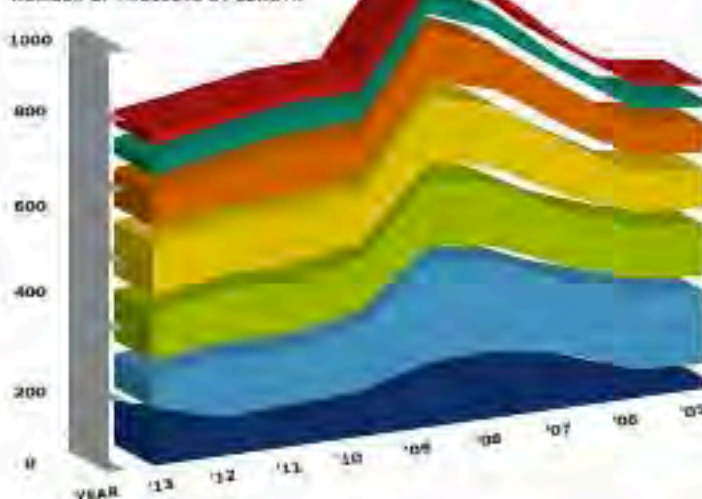
Even with recording fewer projects in build this year, we note larger yachts under construction throughout the Order Book, with 386 yachts over 150 feet this year versus 170 last year, an increase of 3.3%, and 39 orders over 250 feet compared to 27 in 2012, that's an increase of 44.4%. This has led to a large number of yards now building their next flagships in their range. Such is the case with Lürssen, building the 590-foot *Azzam*, the future largest yacht in the world; Feadship with a 333-foot motor yacht; Nobelslug and its secret 482-foot sailing yacht; Oceanco with a gigantic sailing yacht of 354 feet; Vitters with a 279-foot sailing yacht and the likes of Benetti with a 293-foot motor yacht.

On the other side of the spectrum, we note that the category of smallest yachts, mostly series production, continues to suffer, with only 119 projects recorded this year between 80 and 89 feet, compared to 178 last year, a drop of 33.1%. One country, Italy, has particularly suffered in this corner of the market, losing net 45 hulls this year, including 26 from the Ferretti Group alone. All builders seem to be feeling pain in the 80- to 90-foot range, and with the large number of competitors and the large amount of secondhand yachts available in this size range, the near future continues to look bleak. At some point, however, this will become a seller's market as fewer late-model yachts are available to the growing number of potential yacht enthusiasts in BRIC countries.

We can say that 2012 was an interesting year, though we won't say a good one when we compare the current figures to the past. Among builders that are considered industry staples, many of those who had relatively small numbers of orders at the beginning of the crisis in 2008 have continued to grow and have a strong showing. Many mid-range yards also report decent (if not good) activity including Sunrise Yachts in Turkey with five yachts under construction including two 207-foot motor yachts scheduled for delivery in 2014. Although some who were considered staples, perhaps even authors of yachting history have left or might leave this Order Book if a build is not signed soon. A good example is the 143-year-old Burger Boat Company of Manitowish, Wisconsin, which continues to operate although without a yacht in the shed by capturing some commercial work.

In this year's tables you'll note many projects under construction listed as "on hold" for their delivery date. These builds remain in the Order Book as owners or yards who have come under financial difficulty try to sell the yacht in an unfinished state and are on the brokerage market. Some of these builds also will likely end up at other yards for completion and are thus still part of the Order Book. As of press time, for example, the *Vludes 43*, which began life in Barcelona's *Vludes Yachts* a couple of years ago was just launched by the Italian yard *Minda Marina*. Also, former hulls that were started at Chile's *Marina Yachts* have been sent to yards in New

NUMBER OF PROJECTS BY LENGTH



Zeeburg, the U.S. and The Netherlands for completion. Refit work has also become an important revenue stream for shipyards with many yards now having a specialized and dedicated refit team, including the more prestigious yards such as Lürssen, Foodship and Royal Huisman. Marine Marine, which also owns small boat lines Hunter and Mainship, has purchased the former

Merrill Stevens Dry-Dock in Miami for an East Coast repair venue. With the global fleet becoming older the demand for refit work will continue to grow going forward.

In 2013, the secondhand brokerage market had a banner year with 262 sales that included some very large yachts, such as the 377-foot *Petorus*. At the end of September 2012, we had

TOP 10 BUILDER NATIONS



2013 G.O.B. RANK	COUNTRY	TOTAL (\$M)	TOTAL (FT)	PROJECTS	2013 AVG. (FT)	2011 AVG. (FT)	2012 G.O.B. RANK
1	Italy	10,540	34,561	272	127	120	1
2	The Netherlands	3,561	11,684	66	180	165	2
3	Turkey	2,780	9,121	63	143	141	3
4	USA	2,605	8,547	66	131	130	4
5	UK	1,871	6,139	61	99	100	5
6	Taiwan	1,302	4,272	43	99	103	7
7	Germany	1,235	4,052	13	312	279	6
8	China	837	2,747	22	125	129	8
9	UAE	808	1,995	11	222	Not Ranked	Not Ranked
10	France	450	1,476	11	123	128	9

TOP 20 BUILDERS

2013 Rank	Company	Total (m)	Total (ft)	Projects	Avg. (ft)
1	Admiral Benetti	2,616	8,586	70	122
2	Ferrati Group	1,749	5,738	53	115
3	Sanlorenzo	1,137	3,730	33	113
4	Sunseeker	948	3,110	29	107
5	FreightPop	879	2,884	13	222
6	Lürssen	666	2,185	5	364
7	Princess Yachts	534	1,750	22	95
8	Amels	541	1,775	9	178
9	Hanseal Yachts	493	1,618	10	162
10	Horizon	448	1,473	15	98
11	Westport	445	1,460	15	97
12	Oceanco	374	1,227	4	307
13	Trinity Yachts	363	1,191	7	170
14	Fipa Group	355	1,165	10	117
15	Ovenmariti	347	1,139	10	114
16	Perini Navi	340	1,116	6	186
17	RSE / Monte Finò	311	1,020	11	93
18	Palmer Johnson	310	1,017	5	203
19	Sani-Baglietto	304	997	8	125
20	Christensen	299	981	7	140

TOP 20 CUSTOM BUILDERS*

2013 Rank	Company	Total (m)	Total (ft)	Projects	Avg. (ft)
1	Benetti	1,668	5,472	38	144
2	FreightPop	879	2,884	13	222
3	Lürssen	666	2,185	5	364
4	CRN	565	1,854	9	206
5	Amels	541	1,775	9	178
6	Hanseal Yachts	493	1,618	10	162
7	Oceanco	374	1,227	4	307
8	Trinity Yachts	363	1,191	7	170
9	Perini Navi	340	1,116	6	186
10	Palmer Johnson	310	1,017	5	203
11	Christensen	299	981	7	140
12	Admiral Teemstar	248	812	8	122
13	Mondo Marine	297	974	5	192
14	Privilege	265	869	2	431
15	Sunrise	259	850	5	170
16	Abeking & Rasmussen	243	797	3	266
17	Disson Ship Victory	238	781	3	260
18	Notekrug	220	722	2	361
19	ISA	205	673	4	168
20	Vega Yachts	199	653	2	328

*To be eligible, yards had to have already built a fully custom yacht.



tallied 173 sales, a definite 33,286 drop from 2011. We hope to exceed 200 sales by the end of the year, but we will definitely not reach the numbers from 2011. Of note, total asking prices for second-hand yachts are below last year, as is the average length of yachts on the market. We can only assume that the fall in these numbers relates to the "wait and see" economic attitude in Europe.

All in all, there are some good points to the 2013 Global Order Book, some slightly darker, but we can stay optimistic for the future. Some exciting projects are in the pipeline and the market for new yachts over the 40-meter mark has begun moving and will continue its rise. With the American market beginning to spend again and Asia, Brazil and Russia continuing their interest in spending their liquid assets in the yachting industry, we can expect to see a rise in the Global Order Book next year.

One last point, but an important one: for various reasons including new trends in hull shapes, the only absolute way to calculate the size of all yachts produced is by gross tonnage. This is also the best measure of man-hours of work involved and future crew requirements. Counting that way, the 2013 Order Book has the largest production since the beginning of the crisis, even if there are fewer projects listed.

ABOUT THE 2013 GLOBAL ORDER BOOK You will discover several hulls with a shipyard designated as "custom." Most of these are currently under construction in one of the shipyards listed, but for diplomatic or contractual reasons, the yards would not confirm the hulls officially even if in discussions these projects are known to exist. We'll give you more details about them as soon as possible.

Country and Event	City	Country	Year	Host Name	Discipline	Weight	Gender	Age	Weight
ARGENTINA									
WORLD JUDO CHAMPIONSHIPS (Judo 48-100kg)	11/15-16	AR	1998	Orlando	Samu	60	FR	21	
	11/24-25	AR	1998	Orlando	Samu	60	FR	25	
AUSTRALIA									
WORLD JUDO CHAMPIONSHIPS (Judo 48-100kg)	22-27/7	AR	2000	Orlando	Samu	60	FR	2000	
BRAZIL									
WORLD JUDO CHAMPIONSHIPS (Judo 48-100kg)	12/14-15	AR	2000	Orlando	Samu	60	FR	2000	
	12/16-17	AR	2000	Orlando	Samu	60	FR	2000	
	12/19-20	AR	2000	Orlando	Samu	60	FR	2000	
WORLD JUDO CHAMPIONSHIPS (Judo 48-100kg)	12/22-23	AR	2000	Orlando	Samu	60	FR	2000	
	12/25-26	AR	2000	Orlando	Samu	60	FR	2000	
CANADA									
WORLD JUDO CHAMPIONSHIPS (Judo 48-100kg)	14/15-16/7	AR	1997	Orlando	Samu	60	FR		
	14/18-19/7	AR	1997	Orlando	Samu	60	FR		
WORLD JUDO CHAMPIONSHIPS (Judo 48-100kg)	12/15-16	AR	2000	Orlando	Samu	60	FR		
	12/18-19	AR	2000	Orlando	Samu	60	FR		
WORLD JUDO CHAMPIONSHIPS (Judo 48-100kg)	12/22-23	AR	2000	Orlando	Samu	60	FR		
	12/25-26	AR	2000	Orlando	Samu	60	FR		
CHINA									
WORLD JUDO CHAMPIONSHIPS (Judo 48-100kg)	12/15-16	AR	2000	Orlando	Samu	60	FR		
	12/18-19	AR	2000	Orlando	Samu	60	FR		
WORLD JUDO CHAMPIONSHIPS (Judo 48-100kg)	12/22-23	AR	2000	Orlando	Samu	60	FR		
	12/25-26	AR	2000	Orlando	Samu	60	FR		
WORLD JUDO CHAMPIONSHIPS (Judo 48-100kg)	12/29-30	AR	2000	Orlando	Samu	60	FR		
	1/1-2/1	AR	2000	Orlando	Samu	60	FR		
WORLD JUDO CHAMPIONSHIPS (Judo 48-100kg)	1/5-6/1	AR	2000	Orlando	Samu	60	FR		
	1/9-10/1	AR	2000	Orlando	Samu	60	FR		
WORLD JUDO CHAMPIONSHIPS (Judo 48-100kg)	1/13-14/1	AR	2000	Orlando	Samu	60	FR		
	1/17-18/1	AR	2000	Orlando	Samu	60	FR		
WORLD JUDO CHAMPIONSHIPS (Judo 48-100kg)	1/21-22/1	AR	2000	Orlando	Samu	60	FR		
	1/25-26/1	AR	2000	Orlando	Samu	60	FR		
WORLD JUDO CHAMPIONSHIPS (Judo 48-100kg)	1/29-30/1	AR	2000	Orlando	Samu	60	FR		
	2/3-4/2	AR	2000	Orlando	Samu	60	FR		
WORLD JUDO CHAMPIONSHIPS (Judo 48-100kg)	2/7-8/2	AR	2000	Orlando	Samu	60	FR		
	2/11-12/2	AR	2000	Orlando	Samu	60	FR		
WORLD JUDO CHAMPIONSHIPS (Judo 48-100kg)	2/15-16/2	AR	2000	Orlando	Samu	60	FR		
	2/19-20/2	AR	2000	Orlando	Samu	60	FR		
WORLD JUDO CHAMPIONSHIPS (Judo 48-100kg)	2/23-24/2	AR	2000	Orlando	Samu	60	FR		
	2/27-28/2	AR	2000	Orlando	Samu	60	FR		
WORLD JUDO CHAMPIONSHIPS (Judo 48-100kg)	3/1-2/3	AR	2000	Orlando	Samu	60	FR		
	3/5-6/3	AR	2000	Orlando	Samu	60	FR		
WORLD JUDO CHAMPIONSHIPS (Judo 48-100kg)	3/9-10/3	AR	2000	Orlando	Samu	60	FR		
	3/13-14/3	AR	2000	Orlando	Samu	60	FR		</

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Yachts in Build

SHIP NAME	TYPE	LENGTH	BREADTH	YEAR BUILT	STATUS	NOTES
FRANCE (CONT.)						
CELEST	YC	210.00m	27.00m	2010	In Build	Walters & Sons
CELEST	YC	210.00m	27.00m	2010	In Build	Walters & Sons
CELEST	YC	210.00m	27.00m	2010	In Build	Walters & Sons
CELEST	YC	210.00m	27.00m	2010	In Build	Walters & Sons
CELEST	YC	210.00m	27.00m	2010	In Build	Walters & Sons
CELEST	YC	210.00m	27.00m	2010	In Build	Walters & Sons

GERMANY						
ALBAH & NORDSEE	YC	210.00m	27.00m	2010	In Build	Walters & Sons
ALBAH & NORDSEE	YC	210.00m	27.00m	2010	In Build	Walters & Sons
ALBAH & NORDSEE	YC	210.00m	27.00m	2010	In Build	Walters & Sons
ALBAH & NORDSEE	YC	210.00m	27.00m	2010	In Build	Walters & Sons
ALBAH & NORDSEE	YC	210.00m	27.00m	2010	In Build	Walters & Sons
ALBAH & NORDSEE	YC	210.00m	27.00m	2010	In Build	Walters & Sons

GREECE						
CELEST	YC	210.00m	27.00m	2010	In Build	Walters & Sons
CELEST	YC	210.00m	27.00m	2010	In Build	Walters & Sons
CELEST	YC	210.00m	27.00m	2010	In Build	Walters & Sons
CELEST	YC	210.00m	27.00m	2010	In Build	Walters & Sons
CELEST	YC	210.00m	27.00m	2010	In Build	Walters & Sons
CELEST	YC	210.00m	27.00m	2010	In Build	Walters & Sons

ITALY						
ALBAH & NORDSEE	YC	210.00m	27.00m	2010	In Build	Walters & Sons
ALBAH & NORDSEE	YC	210.00m	27.00m	2010	In Build	Walters & Sons
ALBAH & NORDSEE	YC	210.00m	27.00m	2010	In Build	Walters & Sons
ALBAH & NORDSEE	YC	210.00m	27.00m	2010	In Build	Walters & Sons
ALBAH & NORDSEE	YC	210.00m	27.00m	2010	In Build	Walters & Sons
ALBAH & NORDSEE	YC	210.00m	27.00m	2010	In Build	Walters & Sons



12
Projects Over 200 Feet in
Build in Germany



VESSEL AND SEGMENT	YDRA IDENTIFICATION	VESSEL TYPE	VESSEL NAME/NO.	STATUS	OWNER/OPERATOR	DELIVERY	DELIVERY DATE
ITALY (CONT.)							
AZIMUT YACHTS www.azimutyachts.com	100 1170-01	MY	100101	2011	Azimut-Benetti Ripon Carlo Galeati	MY	2704
	100 1170-02	MY	100102	2011	Azimut-Benetti Ripon Carlo Galeati	MY	2704
	100 1170-03	MY	100103	2011	Azimut-Benetti Ripon Carlo Galeati	MY	2704
AZIMUT YACHTS www.azimutyachts.com	100 1170-04	MY	100104	2011	Azimut-Benetti Ripon Carlo Galeati	MY	12-08
	100 1170-05	MY	100105	2011	Azimut-Benetti Ripon Carlo Galeati	MY	12-08
	991000	MY	991001	2011	Azimut-Benetti Ripon Carlo Galeati	MY	24-11
	991002	MY	991002	2011	Azimut-Benetti Ripon Carlo Galeati	MY	24-11
	991003	MY	991003	2011	Azimut-Benetti Ripon Carlo Galeati	MY	30-01
	991004	MY	991004	2011	Azimut-Benetti Ripon Carlo Galeati	MY	30-01
	991005	MY	991005	2011	Azimut-Benetti Ripon Carlo Galeati	MY	30-01
	991006	MY	991006	2011	Azimut-Benetti Ripon Carlo Galeati	MY	30-01
	991007	MY	991007	2011	Azimut-Benetti Ripon Carlo Galeati	MY	30-01
	991008	MY	991008	2011	Azimut-Benetti Ripon Carlo Galeati	MY	30-01
	991009	MY	991009	2011	Azimut-Benetti Ripon Carlo Galeati	MY	30-01
	991010	MY	991010	2011	Azimut-Benetti Ripon Carlo Galeati	MY	30-01
	991011	MY	991011	2011	Azimut-Benetti Ripon Carlo Galeati	MY	30-01
	991012	MY	991012	2011	Azimut-Benetti Ripon Carlo Galeati	MY	30-01
	991013	MY	991013	2011	Azimut-Benetti Ripon Carlo Galeati	MY	30-01
	991014	MY	991014	2011	Azimut-Benetti Ripon Carlo Galeati	MY	30-01
	991015	MY	991015	2011	Azimut-Benetti Ripon Carlo Galeati	MY	30-01
	991016	MY	991016	2011	Azimut-Benetti Ripon Carlo Galeati	MY	30-01
	991017	MY	991017	2011	Azimut-Benetti Ripon Carlo Galeati	MY	30-01
	991018	MY	991018	2011	Azimut-Benetti Ripon Carlo Galeati	MY	30-01
	991019	MY	991019	2011	Azimut-Benetti Ripon Carlo Galeati	MY	30-01

VESSEL AND SEGMENT	YDRA IDENTIFICATION	VESSEL TYPE	VESSEL NAME/NO.	STATUS	OWNER/OPERATOR	DELIVERY	DELIVERY DATE
ITALY (CONT.)							
AZIMUT YACHTS www.azimutyachts.com	100 1170-06	MY	100106	2011	Azimut-Benetti Ripon Carlo Galeati	MY	2704
	100 1170-07	MY	100107	2011	Azimut-Benetti Ripon Carlo Galeati	MY	2704
	100 1170-08	MY	100108	2011	Azimut-Benetti Ripon Carlo Galeati	MY	2704
	100 1170-09	MY	100109	2011	Azimut-Benetti Ripon Carlo Galeati	MY	2704
AZIMUT YACHTS www.azimutyachts.com	100 1170-10	MY	100110	2011	Azimut-Benetti Ripon Carlo Galeati	MY	2704
	100 1170-11	MY	100111	2011	Azimut-Benetti Ripon Carlo Galeati	MY	2704
	100 1170-12	MY	100112	2011	Azimut-Benetti Ripon Carlo Galeati	MY	2704
	100 1170-13	MY	100113	2011	Azimut-Benetti Ripon Carlo Galeati	MY	2704
	100 1170-14	MY	100114	2011	Azimut-Benetti Ripon Carlo Galeati	MY	2704
	100 1170-15	MY	100115	2011	Azimut-Benetti Ripon Carlo Galeati	MY	2704
	100 1170-16	MY	100116	2011	Azimut-Benetti Ripon Carlo Galeati	MY	2704
	100 1170-17	MY	100117	2011	Azimut-Benetti Ripon Carlo Galeati	MY	2704
	100 1170-18	MY	100118	2011	Azimut-Benetti Ripon Carlo Galeati	MY	2704
	100 1170-19	MY	100119	2011	Azimut-Benetti Ripon Carlo Galeati	MY	2704
	100 1170-20	MY	100120	2011	Azimut-Benetti Ripon Carlo Galeati	MY	2704
	100 1170-21	MY	100121	2011	Azimut-Benetti Ripon Carlo Galeati	MY	2704
	100 1170-22	MY	100122	2011	Azimut-Benetti Ripon Carlo Galeati	MY	2704
	100 1170-23	MY	100123	2011	Azimut-Benetti Ripon Carlo Galeati	MY	2704
	100 1170-24	MY	100124	2011	Azimut-Benetti Ripon Carlo Galeati	MY	2704
	100 1170-25	MY	100125	2011	Azimut-Benetti Ripon Carlo Galeati	MY	2704
	100 1170-26	MY	100126	2011	Azimut-Benetti Ripon Carlo Galeati	MY	2704
	100 1170-27	MY	100127	2011	Azimut-Benetti Ripon Carlo Galeati	MY	2704
	100 1170-28	MY	100128	2011	Azimut-Benetti Ripon Carlo Galeati	MY	2704
	100 1170-29	MY	100129	2011	Azimut-Benetti Ripon Carlo Galeati	MY	2704
	100 1170-30	MY	100130	2011	Azimut-Benetti Ripon Carlo Galeati	MY	2704



Azimut-Benetti Leads
All Builders With

70
Projects



[illegible]

34%
Increase in Orders
of 90-99 Feet



[illegible][illegible]85
Sailing Yachts in Build

[illegible]

	Release Date	Genre	Director	Cast	Runtime	Rating	Availability
TAIWAN (Cont.)							
KODAKRON FILMS (2007)	8/17/04	W	8008	28.5	Ed Woodhouse Kodakron	W/L	100
	8/17/04	W	8009	28.5	Ed Woodhouse Kodakron	W/L	100
	8/17/04	W	8010	28.5	Ed Woodhouse Kodakron	W/L	100
	8/17/04	W	8011	28.5	Ed Woodhouse Kodakron	W/L	100
	8/17/04	W	8012	28.5	Ed Woodhouse Kodakron	W/L	100
KODAKRON FILMS (2008)	8/17/04	W	8013	28.5	Ed Woodhouse Kodakron	W/L	100
	8/17/04	W	8014	28.5	Ed Woodhouse Kodakron	W/L	100
KODAKRON FILMS (2009)	8/17/04	W	8015	28.5	Ed Woodhouse Kodakron	W/L	100
	8/17/04	W	8016	28.5	Ed Woodhouse Kodakron	W/L	100
	8/17/04	W	8017	28.5	Ed Woodhouse Kodakron	W/L	100
	8/17/04	W	8018	28.5	Ed Woodhouse Kodakron	W/L	100
	8/17/04	W	8019	28.5	Ed Woodhouse Kodakron	W/L	100
	8/17/04	W	8020	28.5	Ed Woodhouse Kodakron	W/L	100
	8/17/04	W	8021	28.5	Ed Woodhouse Kodakron	W/L	100
	8/17/04	W	8022	28.5	Ed Woodhouse Kodakron	W/L	100
	8/17/04	W	8023	28.5	Ed Woodhouse Kodakron	W/L	100
	8/17/04	W	8024	28.5	Ed Woodhouse Kodakron	W/L	100
KODAKRON FILMS (2010)	8/17/04	W	8025	28.5	Ed Woodhouse Kodakron	W/L	100
	8/17/04	W	8026	28.5	Ed Woodhouse Kodakron	W/L	100
	8/17/04	W	8027	28.5	Ed Woodhouse Kodakron	W/L	100
	8/17/04	W	8028	28.5	Ed Woodhouse Kodakron	W/L	100
	8/17/04	W	8029	28.5	Ed Woodhouse Kodakron	W/L	100
	8/17/04	W	8030	28.5	Ed Woodhouse Kodakron	W/L	100
	8/17/04	W	8031	28.5	Ed Woodhouse Kodakron	W/L	100
	8/17/04	W	8032	28.5	Ed Woodhouse Kodakron	W/L	100
	8/17/04	W	8033	28.5	Ed Woodhouse Kodakron	W/L	100
	8/17/04	W	8034	28.5	Ed Woodhouse Kodakron	W/L	100
KODAKRON FILMS (2011)	8/17/04	W	8035	28.5	Ed Woodhouse Kodakron	W/L	100
	8/17/04	W	8036	28.5	Ed Woodhouse Kodakron	W/L	100
	8/17/04	W	8037	28.5	Ed Woodhouse Kodakron	W/L	100
	8/17/04	W	8038	28.5	Ed Woodhouse Kodakron	W/L	100
	8/17/04	W	8039	28.5	Ed Woodhouse Kodakron	W/L	100
	8/17/04	W	8040	28.5	Ed Woodhouse Kodakron	W/L	100
	8/17/04	W	8041	28.5	Ed Woodhouse Kodakron	W/L	100
	8/17/04	W	8042	28.5	Ed Woodhouse Kodakron	W/L	100
	8/17/04	W	8043	28.5	Ed Woodhouse Kodakron	W/L	100
	8/17/04	W	8044	28.5	Ed Woodhouse Kodakron	W/L	100
KODAKRON FILMS (2012)	8/17/04	W	8045	28.5	Ed Woodhouse Kodakron	W/L	100
	8/17						



119
Projects Between
80 and 90 Feet



	WATER AND WASTE	POWER	TELEPHONE	SEWER	WASTE WATER/MSW	SEWER	WASTE OIL	DRINKING WATER	WATER	WASTEWATER
TAIWAN (CONT.)										
WATER SUPPLY	12-01-540	MF	Yia	2011					YIA	
	01-01-540	MF	Yia	2011					YIA	
	01-01-540	MF	Waste Water	2011	San Francisco				YIA	
	01-01-540	MF	Waste Water	2011	San Francisco				YIA	
	01-01-540	MF	Waste Water	2011	San Francisco				YIA	
	01-01-540	MF	Yia	2011					YIA	
WASTE-WATER TREATMENT	01-01-540	MF	Yia	2011					YIA	
	01-01-540	MF	Yia	2011					YIA	
WASTE-WATER TREATMENT	01-01-540	MF	Yia	2011					YIA	
	01-01-540	MF	Yia	2011					YIA	
WASTE-WATER TREATMENT	01-01-540	MF	Yia	2011					YIA	
	01-01-540	MF	Yia	2011					YIA	
WASTE-WATER TREATMENT	01-01-540	MF	Yia	2011					YIA	
	01-01-540	MF	Yia	2011					YIA	
WASTE-WATER TREATMENT	01-01-540	MF	Yia	2011					YIA	
	01-01-540	MF	Yia	2011					YIA	
WASTE-WATER TREATMENT	01-01-540	MF	Yia	2011					YIA	
	01-01-540	MF	Yia	2011					YIA	
WASTE-WATER TREATMENT	01-01-540	MF	Yia	2011					YIA	
	01-01-540	MF	Yia	2011					YIA	
WASTE-WATER TREATMENT	01-01-540	MF	Yia	2011					YIA	
	01-01-540	MF	Yia	2011					YIA	
WASTE-WATER TREATMENT	01-01-540	MF	Yia	2011					YIA	
	01-01-540	MF	Yia	2011					YIA	
WASTE-WATER TREATMENT	01-01-540	MF	Yia	2011					YIA	
	01-01-540	MF	Yia	2011					YIA	
WASTE-WATER TREATMENT	01-01-540	MF	Yia	2011					YIA	
	01-01-540	MF	Yia	2011					YIA	
WASTE-WATER TREATMENT	01-01-540	MF	Yia	2011					YIA	
	01-01-540	MF	Yia	2011					YIA	
WASTE-WATER TREATMENT	01-01-540	MF	Yia	2011					YIA	
	01-01-540	MF	Yia	2011					YIA	
WASTE-WATER TREATMENT	01-01-540	MF	Yia	2011					YIA	
	01-01-540	MF	Yia	2011					YIA	
WASTE-WATER TREATMENT	01-01-540	MF	Yia	2011					YIA	
	01-01-540	MF	Yia	2011					YIA	
WASTE-WATER TREATMENT	01-01-540	MF	Yia	2011					YIA	
	01-01-540	MF	Yia	2011					YIA	
WASTE-WATER TREATMENT	01-01-540	MF	Yia	2011					YIA	
	01-01-540	MF	Yia	2011					YIA	
WASTE-WATER TREATMENT	01-01-540	MF	Yia	2011					YIA	
	01-01-540	MF	Yia	2011					YIA	
WASTE-WATER TREATMENT	01-01-540	MF	Yia	2011					YIA	
	01-01-540	MF	Yia	2011					YIA	
WASTE-WATER TREATMENT	01-01-540	MF	Yia	2011					YIA	
	01-01-540	MF	Yia	2011					YIA	
WASTE-WATER TREATMENT	01-									

[illegible]

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Orders Over 250 Feet



[illegible]

		ALWAYS AND SELECT	USPS INTERNET	BOOK TYPE	BOOK NUMBER IN SERIES	BOOK TYPE DESCRIPTION	PRICING	ALWAYS AND SELECT TOPIC AND SUBTOPIC
UNITED KINGDOM (CONT.)								
98848888 (CONT.)	001 4734.00	W	1111	200.0	Box (Small) Landscape Design	W/L	100	
	001 4734.00	W	1111	200.2	Box (Small) Landscape Design	W/L	100	
	001 4734.00	W	1100	200.2	Box (Small) Landscape Design	W/L	100	
	001 4734.00	W	1100	200.3	Box (Small) Landscape Design	W/L	100	
	001 4734.00	W	1100	200.2	Box (Small) Landscape Design	W/L	100	
	001 4734.00	W	1100	200.2	Box (Small) Landscape Design	W/L	100	
	001 4734.00	W	1100	200.3	Box (Small) Landscape Design	W/L	100	
	001 4734.00	W	1100	200.3	Box (Small) Landscape Design	W/L	100	
	001 4734.00	W	1100	200.3	Box (Small) Landscape Design	W/L	100	
	001 4734.00	W	1100	200.3	Box (Small) Landscape Design	W/L	100	
	001 4734.00	W	1100	200.3	Box (Small) Landscape Design	W/L	100	
	001 4734.00	W	1100	200.3	Box (Small) Landscape Design	W/L	100	
	001 4734.00	W	1100	200.3	Box (Small) Landscape Design	W/L	100	
	001 4734.00	W	1100	200.3	Box (Small) Landscape Design	W/L	100	
	001 4734.00	W	1100	200.3	Box (Small) Landscape Design	W/L	100	
	001 4734.00	W	1100	200.3	Box (Small) Landscape Design	W/L	100	
UNITED STATES								
98748888 (CONT.)	001 4734.00	W	1100	200.2		W/L	100	
	001 4734.00	W	1100	200.4	Impact		17.94	
	001 4734.00	W	1100	200.4	Impact		17.94	
98748888 (CONT.)	001 4734.00	W	1100	200.2	Chesapeake	W/L	100	17.11
	001 4734.00	W	1100	200.3	Chesapeake	W/L	100	17.11
	001 4734.00	W	1100	200.3	Chesapeake	W/L	100	17.11
	001 4734.00	W	1100	200.4	Chesapeake	W/L	100	17.11
	001 4734.00	W	1100	200.4	Chesapeake	W/L	100	17.11
	001 4734.00	W	1100	200.4	Chesapeake	W/L	100	17.11
98748888 (CONT.)	001 4734.00	W	1100	200.2	Chesapeake	W/L	100	17.11
	001 4734.00	W	1100	200.4	Chesapeake	W/L	100	17.11
	001 4734.00	W	1100	200.4	Chesapeake	W/L	100	17.11
98748888 (CONT.)	001 4734.00	W	1100	200.2	Chesapeake	W/L	100	17.11
	001 4734.00	W	1100	200.4	Chesapeake	W/L	100	17.11
	001 4734.00	W	1100	200.4	Chesapeake	W/L	100	17.11
98748888 (CONT.)	001 4734.00	W	1100	200.2	Chesapeake	W/L	100	17.11
	001 4734.00	W	1100	200.4	Chesapeake	W/L	100	17.11



Sunseeker Tops all British Builders with

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Projects

