

**Why do you  
need Camper  
& Nicholsons  
for a new-build  
project?**

## In the superyacht building realm, there is simply no better source of knowledge than experience, as Fabio Ermetto of Camper & Nicholsons International explains...

There is seemingly no end to the skill required to build a boat at the highest level – you can't learn it overnight, you can't learn it in a year, and you certainly can't learn it from a single new build project. "A quality product is an accumulation of many years' experience," explains Fabio Ermetto, CCO and Director New Build Division of Camper & Nicholsons International. "You have to have an intricate understanding of the entire build process, not just a familiarity." It's absolutely paramount, therefore, that yacht buyers build their vessels with a team of representatives who understand the philosophies and cultures of different shipyards. "I know that experience with one shipyard doesn't necessarily help you with another," Ermetto explains. "I've seen many people approaching Benetti as they would Heesen, but that doesn't work."

As such, Ermetto advises buyers to do a thorough due diligence procedure before assembling their new build team. Just because someone has built boats doesn't mean that they are the right person for that specific type of build. "If you're building an 80-90m boat, you don't want a build team that has predominantly worked on 35m spec boats," he explains. With Camper & Nicholsons' time-rich legacy in luxury yachting, the firm has an extensive track record of new construction projects, so it is well-equipped to conduct the investigatory work required before a build and provide buyers with meticulous analysis of the shipyards able to deliver the project. Once the shipyard has been chosen, the Camper & Nicholsons team will work on

drawing up detailed specifications and a general arrangement to meet the client's exacting requirements; review the shipyard's processes; create a timeline for the works; and provide technical consultation for the shipyard.

"We invest a lot of time into knowing shipyards and visit them regularly without clients, so that when a buyer approaches and says they want a custom design, we know exactly what's going on inside the four walls of every yard." Camper & Nicholsons also ensures that it always has its finger on the pulse for the financial positions and capacities of shipyards and suppliers. Furthermore, when you have experience of selling boats from the side of the shipyards, you know the contracts and what you can obtain and what you cannot obtain, and when you can push and for what.

"A lot of people forget that you have to also add value to the shipyard in the yacht building equation," Ermetto continues. "Every new build has problems to sort out – that's quite normal. Having someone representing a buyer for these decisions means that information and solutions to small problems are shared in a timely manner. "One thing you have to remember is that we are pulling the rope in the same direction as the shipyards and trying to help them deliver a quality product. A lot of the time, a shipyard just needs some inspiration, because it can be very cheap for them to upgrade from standard parts or make modifications." As such, a team like Camper & Nicholsons, which has a rich heritage of building at yards all over the world, can deliver the crowning stroke on the new build experience.

Where Everything  
Makes Sense

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