

news LETTER

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2016 Taiwan International Boat Show: YACHT MANUFACTURERS

Taiwan's leading boat yards
are returning to Kaohsiung in March
for a second appearance at TIBS



www.boatshow.tw
Kaohsiung Exhibition Center
Horizon City Marina



ORGANIZED BY



BUREAU OF FOREIGN TRADE, MOEA



KAOHSIUNG CITY GOVERNMENT

IMPLEMENTED BY



TAIWAN EXTERNAL TRADE
DEVELOPMENT COUNCIL (TAITRA)

SUPPORTED BY



TAIWAN YACHT INDUSTRY
ASSOCIATION (TYIA)



Anticipation builds in preparation for TIBS 2016

More than 60 yachts will be on display in the Kaohsiung Exhibition Centre and Horizon City Marina in March

TAIWAN'S YACHT BUILDERS ARE LOOKING FORWARD TO THE 2ND TAIWAN INTERNATIONAL BOAT SHOW, WHICH IS MAKING A MUCH-ANTICIPATED RETURN TO KAOHSIUNG NEXT MONTH

The Taiwan International Boat Show (TIBS) is making an eagerly awaited return to Kaohsiung next month for its second edition, and expectations are running high. From March 10-13, 2016, around 40 luxury yachts will be on display in the halls of the 27m-high, column-free Kaohsiung Exhibition Centre and another 20 will be moored outside in Horizon City Marina. All of Taiwan's big-name players will be there, including Asia's largest yacht-builder, Horizon, which will be displaying an FD85 fast-displacement yacht, an E56 motoryacht and an RP120 raised-pilothouse, which, at 120ft, will be the largest yacht at the show.

First-time exhibitor Alexander Marine, builder of the Ocean Alexander brand of motoryachts, will also be attending, as will Global Yacht Builders, Monte Fino Yachts, Novatec, Tayana, Hsing Hang Marine and many more.

Taiwan is a small island nation with a long history of yacht-building excellence. The country's boatbuilding cluster, which is centred in Kaohsiung,

is held in high esteem globally for its ability to produce high quality, fully customised yachts at a distinct price advantage compared to their Western counterparts.

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Taiwan is now the fourth largest builder nation of yachts over 24m in length
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At TIBS 2016, Taiwanese boatbuilders are hoping to capitalise on this well-earned reputation, as more than 2,000 overseas buyers descend on Kaohsiung for what will be an impressive display of boats of all types and sizes. The 1st Taiwan International Boat Show, held in May 2014, exceeded all expectations with final visitor numbers topping 70,000, making it the

largest indoor boat show in all of Asia. Around US\$169.82m worth of trade was generated at the inaugural event, including US\$32.66m from the sale of 32 yachts directly at the show – a success that is hoped to be repeated.

Organised by Taiwan's Bureau of Foreign Trade and Kaohsiung City Government, and implemented by the Taiwan External Trade Development Council (TAITRA) with the backing of the Taiwan Yacht Industry Association (TYIA), TIBS 2016 is gearing up to be an event like no other. Taiwan is clearly on an upward momentum, having climbed to fourth position in *Showboats International's* 2016 Global Order Book of the Top 10 builder nations of yachts over 24m (80ft) in length, overtaking both the US and Britain for the first time with 74 new-build projects under construction. The country is surpassed by just Italy, the Netherlands and Turkey – an indication of Taiwan's growing international stature and a potential harbinger of good things to come. 

GYB's Hunt 72 makes world debut

After a successful appearance at TIBS 2014, Global Yacht Builders (GYB) is making a welcome return to the Kaohsiung Exhibition Centre this year when it unveils its new Hunt 72 motoryacht to the visiting public. The vessel, which is currently in build at the company's Kaohsiung yard, is the latest model to feature styling and naval architecture by Hunt Design (C. Raymond Hunt Associates) in the US.

Global Yacht Builders is an OEM build partner for Hunt Yachts; all Hunt models over 44ft in length are manufactured at the group's 72,000ft² factory located directly on Kaohsiung Harbour, enabling easy access to sea trials, testing and prompt delivery of all finished yachts.


"Our best performing market is the US," says GYB chairman Charles Chang, who also heads the



The Hunt 72 from Global Yacht Builders can reach top speeds of 38kt

Taiwan Yacht Industry Association (TYIA). "The economic situation there is the strongest of all the established markets," he says.

Featuring a Deep V composite hull, deck and superstructure, the Hunt 72 has three staterooms below deck –

two doubles with ensuite heads and one twin with head adjacent – and an all-wood interior. While a range of powering options is available, the yacht is expected to reach top speeds of 38kt with twin Caterpillar engines. 

Horizon RP120 takes centre stage at TIBS



The aft deck of the Horizon RP120

Once again, the Horizon Group will be displaying the largest yacht of the show at TIBS this year when it brings a 120ft raised-pilothouse superyacht to the Kaohsiung Exhibition Centre in March. The new RP120 has a sleek exterior profile from US naval architect JC Espinosa and a European-influenced interior, courtesy of Italian designer Luca Dini.

"Collaborating with JC and Luca, Horizon has developed a superyacht that not only focuses on luxury but also liveability," says Horizon Group CEO



Combining comfort with usability

John Lu. "The Horizon RP120 will be a true work of art, shaped and sculpted from various masters in their craft."

Combining comfort with usability, the RP120 has a low-resistance hull for superior performance and a 26.2ft beam that offers spacious accommodation and living space. The five en-suite stateroom layout includes a master stateroom forward on the main deck, along with two VIP staterooms and two twin guest staterooms below deck. It can be piloted from a helm on the flybridge or

from within the raised pilothouse in inclement weather.

Horizon will also be hosting its fourth Open House at TIBS 2016, with four yachts on the water at Horizon City Marina – an E84 motoryacht, E56 motoryacht, and two others that specifically target the Taiwanese market. "Horizon Group had great business after we held the Horizon Open House during the 1st Taiwan International Boat Show," says Lu. "This cross promotion brought thousands of people to Horizon's booth at the show and Horizon obtained a number of orders from the event."

Horizon will also be displaying an E56 motoryacht indoors in the Kaohsiung Exhibition Centre, along with the RP120 and the new FD85 fast displacement yacht, which is making its much-anticipated debut. With its innovative exterior and interior styling – and its plumb bow design – the Horizon FD85 will undergo testing before its launch just prior to the show. 



The Rob Humphrey-designed flybridge motoryacht features a sleek, dynamic profile and plenty of onboard space

KHA SHING'S MONTE FINO F76 FLY TO MAKE ONWATER APPEARANCE AT HORIZON CITY MARINA

A Monte Fino F76 flybridge motoryacht will be moored at Horizon City Marina at TIBS this year, courtesy of Kaohsiung-based Kha Shing Enterprise Co Ltd. The Rob Humphreys-designed yacht features a sleek, dynamic profile and large windows on the main deck, offering plenty of natural light in the main saloon and dining area. Other highlights include large exterior deck spaces on both the flybridge and the aft deck, with a full-beam master suite and three guest cabins on the lower deck, all with ensuite heads. The crew quarters are self-contained aft of the engine room.


John Kung, Kha Shing's deputy general manager, is looking forward

to meeting more international visitors at TIBS this year, helping to transform the show into a major regional event. Kha Shing concluded one sale at TIBS 2014, picking up several leads and interest along the way. "We have 10 projects on the go at the moment, and seven of these are over 24m," said Kung in late 2015. "This year, we've already delivered five yachts and we're aiming to deliver another four subject to shipping availability. Compared to 2014, inquiries and new orders are down, which means we still have a hull slot for a yacht under 24m to be filled for 2016."

Kha Shing builds production, semi-production and custom yachts from

13.7m-45m (45ft-148ft). As well as the Monte Fino line, the company also contract builds for Hargrave Custom Yachts of Florida and California-based Offshore Yachts.

"The US continues to be our best market, as it has for many years," says Kung. "The US economy is starting to improve, and our clients have a good presence in the US market. They also continue to invest in new model development and marketing as well as looking after their clients. All this helps with sales in the region."

In other parts of the world, Kha Shing is now selling through local agents and brokers or directly to retail clients. 

FIRST-TIME TIBS EXHIBITOR ALEXANDER MARINE BRINGS OCEAN ALEXANDER RANGE TO KAOHSIUNG

Alexander Marine, builder of the Ocean Alexander brand of luxury motoryachts, is making its TIBS debut this year when it brings three of its finest models to the Kaohsiung Exhibition Centre in March – an OA 72 pilothouse, an OA 85 motoryacht and the new Evan K Marshall-designed OA 100. The first-time exhibitor is looking to capitalise on its meteoric rise in *Showboats International's* 2016 Global Order Book, where it climbed from 14th position in 2015 to become the fourth largest builder of yachts over 24m (80ft) in length worldwide.

Kaohsiung-based Alexander Marine ended 2014 with strong sales, particularly in the US market where the company is represented through dealers in Seattle, Ft Lauderdale and Newport Beach.



The OA 72 (top) and the OA 100

In 2015 the company announced that it would be taking over the former Bertram Yachts facility in Merritt Island, Florida, where it

would operate under the name Merritt Island Boat Works and focus on the smaller end of the yacht market with boats in the 40ft-65ft range. Alexander Marine is one of Asia's largest yacht-builders, typically producing models from 70ft-100ft in length.


"We used to build smaller yachts between 11m (36ft) and 21m (68ft) but the transportation costs to the US, our main market, made them unviable," says marketing manager Sally Doleski at Ocean Alexander. "We have now decided to get back to building smaller yachts, which will be done through our deal with Merritt Island for them to build exclusively on our behalf. We now have Evan Marshall producing three designs in the 15.2m-24.4m (50ft-80ft) range." 

Photo: Forest Johnson