

# ASIA-PACIFIC BOATING



## ADDING THE SHINE

*For this 2010 China Report, Asia-Pacific Boating profiles the yacht builders of South China that are raising the bar on quality, and hoping to break into global markets*



Hong Kong, China HK\$70  
 Singapore S\$10 (inc GST)  
 Malaysia MS18  
 Thailand B245  
 China RMB75  
 Philippines P270  
 Rest of Asia US\$9  
 Rest of World €8

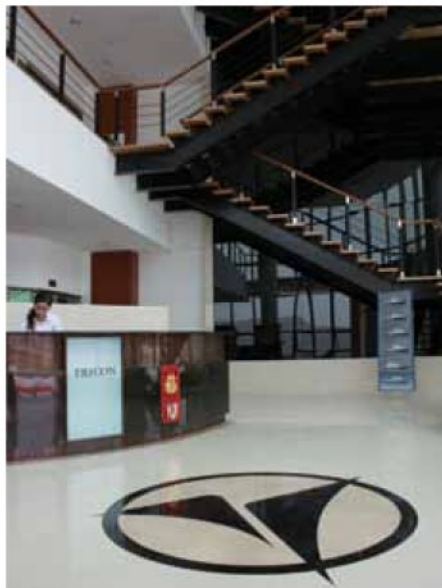
India RS915  
 Indonesia RP36,600 (inc tax)  
 Australia A\$10  
 New Zealand NZ\$10  
 Japan ¥855  
 S Korea W7,320  
 Taiwan, China NT\$245  
 U.S.A. US\$11

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*The Nisi will be ready in Summer 2010, and may be on tour in Hong Kong.*



*From top: Tricon's front entrance; reception area; building bays.*

## TRICON

Christos Livadas, the CEO and founder of Zhuhai-based Tricon Marine, has a pretty clear idea about what he wants. After having worked on several projects in Taiwan and south China, including Pama Yachts, Livadas decided to start building yachts based on his own ideas of what would match the market. He also wanted to do it better. A tour of the Tricon facility in the Pingsha Yacht Building park reveals a very high degree of attention to detail – higher than most yards in fact.

Tricon's yard, just next door to IAG, consists of six building bays, with the capacity to build up to four 35-metre yachts and two 45-metre yachts at once. The company launched its Argos 92 late last year, and then it was dispatched directly to Fort Lauderdale to be sold. The Argos series is part of what Livadas calls sport explorer yachts, capable of speeds up to 27 knots, yet with a 3000 nautical-mile range if needed. Most notably, the Argos 92 features a giant aft sundeck that can be converted or used in almost anyway that an owner or charter guests wants. This is one of the key aspects to the design of the yacht that Livadas is most proud of. So much so that he points to a recent publicity event held by Argos in Florida, in which a party for 30 NFL cheerleaders had a field day onboard the yacht.

Tricon currently has two more yachts in build, part of what will become a "lifestyle portfolio" according to Livadas. One is a semi-planing 74-footer called the Nisi series, boasting a plumb bow and handsome lines. The Nisi will be the first pleasure yacht to be classed for commercial use in China, says Livadas. A little further down the road, Tricon also plans to introduce a full displacement, pure expedition series that will be built to light ice class and manage 5000 nautical miles. Livadas has done a lot of cruising himself, and is well aware of the importance of sound engineering.

The yard itself has been very carefully organised, and is probably one of the neatest in Asia. A series of task lists helps to organise workers and their activities, right down to the time taken and materials used. These are monitored tightly, with QC checks routinely done, and all data entered into a database. In fact, Tricon is now working with the Microsoft Dynamics Software group in Shanghai to help develop their QC and data management. Like most China-based firms, foreign staff do the majority of the QC and supervision of construction.

It is this commitment to exacting management and supervision standards that gives Livadas the confidence that Tricon's second launch – the Nisi – will go ahead on time in the summer of 2010. Should the July target date be met, it will mean a total construction time on a 70+ footer, Tricon's second launch, is ten months. This is down from two years for the Argos 92, and a huge improvement.

Livadas mentions that the Nisi yachts may take a celebratory tour around Hong Kong in the late summer/early fall, once she is launched from her Zhuhai base. At this point, the discussion turns to Tricon's prospects in the Asia market. Livadas' original focus was to be on the US and then the European market. But after some discussion, the notion of selling his brand of yachts into Asia seems to make more and more sense.

[www.triconmarine.com](http://www.triconmarine.com)