

## Polish Yard Tour May 2011

### **Introduction**

Poland produces 22,000 boats annually with the average size of yachts from 6m-8m (20-30ft), according to Polboat. 95% of these boats are exported out of the country mainly to Europe. The larger companies we visited are now producing sizeable quantities of boats again and seem to be recovering well after the last few years with nearly full orderbooks. Beneteau Jeanneau build in Ostroda and Brunswick are building in Delphia, Slepsk and Balt.



### **Travel**

2 hour flight from London to Gdansk, cheap flight from Wizzair to Gdansk. Car hire approximately £300 for 4 days. Roads are driveable, although there are lots of roadworks and new roads are being constructed. Sunreef is next to Aluship in the old docks in Gdansk centre and Galeon is 30mins outside Gdansk. Olecko where Delphia are is a 5 hour drive from Gdansk to the east. On the way to Delphia you pass near Ostroda, Slepsk and Balt.

**Sunreef** [www.sunreef-yachts.com](http://www.sunreef-yachts.com) ul. Doki 1 80-958 Gdansk 0048587697777  
Sunreef is the brand name and the holding company is HTEP Polska Sp. Z o.o.

Sunreef Yachts designs and builds luxury sailing and power catamarans and Superyachts from 60 to 200 feet in the world. Custom-made yachts.

Contacts

Maria Loose Purchase Manager [maria.loose@htep.pl](mailto:maria.loose@htep.pl) 0048693920335

Thomas Serre Naval Architect [thomas@sunreef-yachts.com](mailto:thomas@sunreef-yachts.com) (French) Works in house

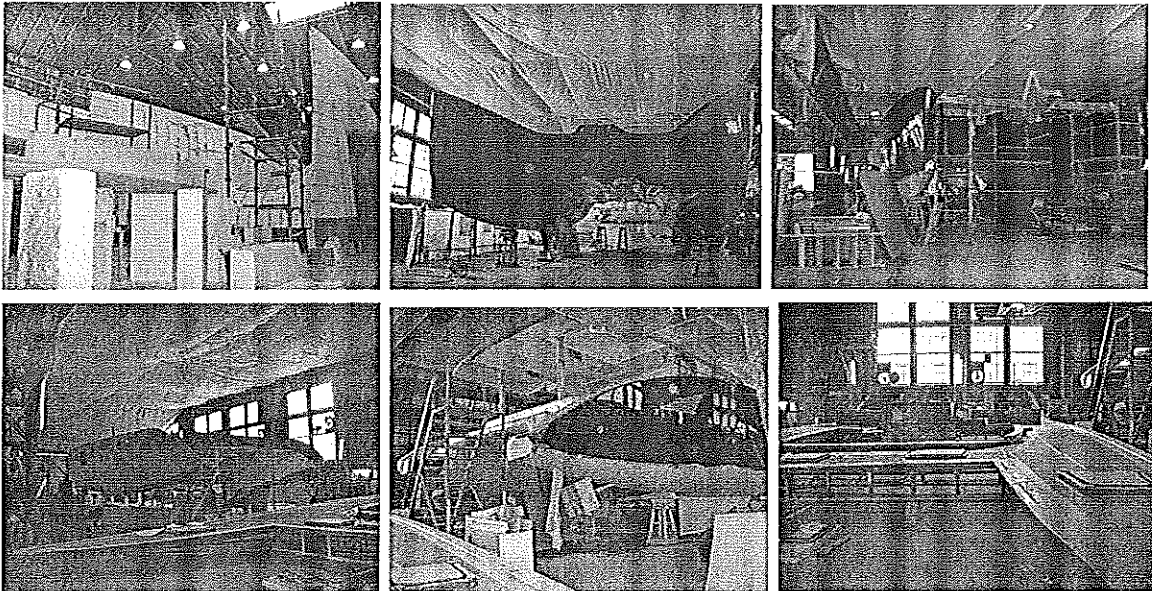
In build 7 catamarans and 1 power cat. 2 boats just launched. Up to 12 boats can be built at full capacity at one time. New contract to build a 25m double-deck sailing catamaran for a European client. It follows last year's launch of two 30m catamarans, including the yard's first double deck catamaran, *Ipharra*. Sunreef 82 - Superyacht built of composite materials.

The Sunreef 82 DD due to be launched in June 2012.

Moulds are from fared polystyrene. There is a 3 month lead time from start to finish and tough financial penalties if they run past this time. Workers work on a shift pattern from 6-2 and then the next shift if from 2-10.

Employees 300 people and has a plan to move to new facilities in two years time.

### Sunreef Pictures



**Aluship** [www.aluship.com](http://www.aluship.com) ul. Doki 1 80-958 Gdansk+48587691574

Aluship Technology provides wide range of engineering and constructions for mega yachts, shipbuilding, offshore and civil engineering market: design and engineering office, plasma cutting, production of aluminium and steel constructions, project management, worldwide service for mounting and conversion, delivery of complete 24-35m vessels like ferries, work boats, pilot boats.

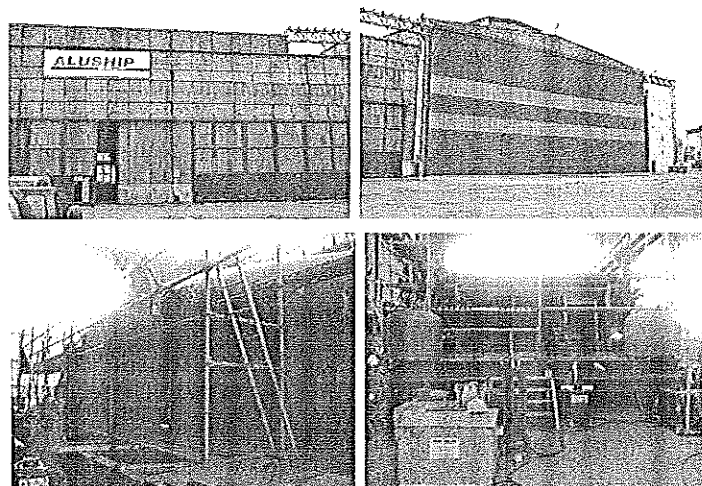
Only one boat in build with various other projects. In build their 1<sup>st</sup> complete Superyacht. 10000sqm facility and build to GL, German Lloyds standard. Have build a structure for Oceanco. They have 3 project managers.

Mr Krzysztof Krajewski Project Manager [kkrajewski@aluship.com](mailto:kkrajewski@aluship.com)

Mr Jerzy Bielecki Project Manager [jbielecki@aluship.com](mailto:jbielecki@aluship.com)

Also briefly met the chairman.

### Aluship Pictures



**Galeon** [www.galeon.pl](http://www.galeon.pl) Lunch Starogardzka 22 83-010 Straszyn

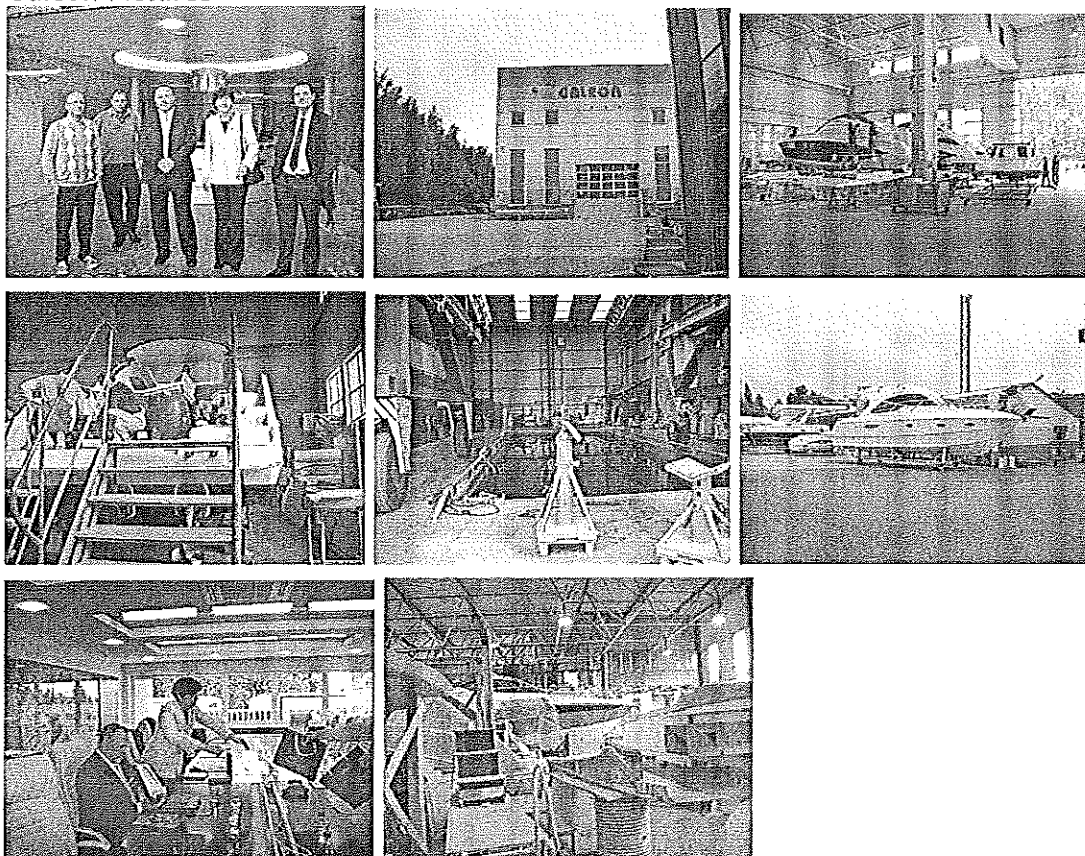
Galeon is a privately-owned production company established in 1982. Specialised in motor yachts up to 20 meters. 18000 sqm of production and assembly halls and over 700 employees. Each yacht is completely made by Galeon with GRP laminate with vacuum infusion. Galeon are the leading builder of power boats in Poland with two facilities including a new marina to build the larger models up to 100ft and where they have access to the sea. Galeon are entering the Superyacht market with a 23m boat due in 2012. Galeon's boats are designed by UK designer Tony Castro.

Mr Maciej Samet Marketing Manger [maciej.samet@galeon.pl](mailto:maciej.samet@galeon.pl)

Mr Maciej Mizgier Production Manager [mm@galeon.pl](mailto:mm@galeon.pl)

Mr Marek Grygorowicz with purchasing/design

#### Galeon Pictures



**Delphia Yachts** [www.delphiayachts.eu](http://www.delphiayachts.eu)

DELPHIA YACHTS KOT sp. j. o/Olecko; 19-400 Olecko ul. Kościuszki 63, Polska;  
tel./fax + 48875239020

Delphia Build sailing yachts and motor boats for export and the polish market from

#### Contacts

Mr. Bogdan Skorkiewicz General Manager [b.skorkiewicz@delphiayachts.pl](mailto:b.skorkiewicz@delphiayachts.pl)

Mrs. Aldona Kowalczyk Supply coordinator [a.kowalczyk@delphiayachts.pl](mailto:a.kowalczyk@delphiayachts.pl)

Mr. Paweł Jenczelewski Sales Specialist [p.jenczelewski@delphiayachts.pl](mailto:p.jenczelewski@delphiayachts.pl)

Delphia have started to manufacture power boats mainly for inland waters and mostly polish buyers which are selling well and are full on their order book until the end of the year. Delphia will begin to build a larger and smaller motor boats mainly for the polish market.

Launching a new sailing yacht 40ss which will be the biggest in sailing range. Approx 12 models and launching a few more new models.

Delphia have built two Superyacht tenders for Vitters and hope to build more.

Total build of Delphia is about 300 boats a year.

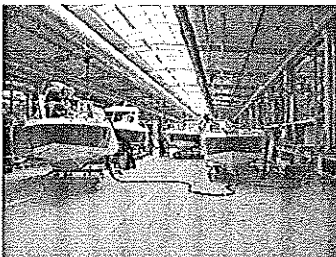
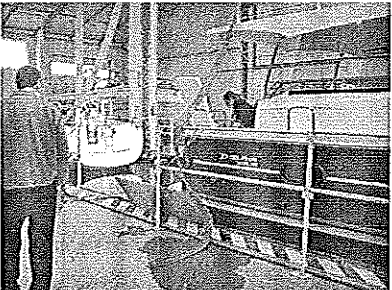
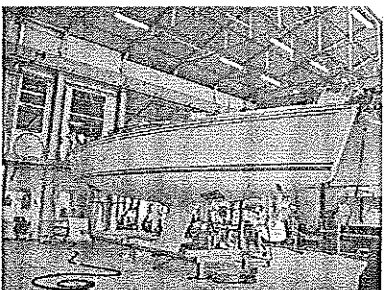
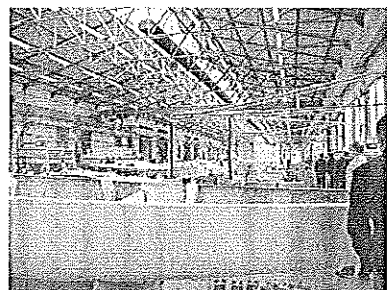
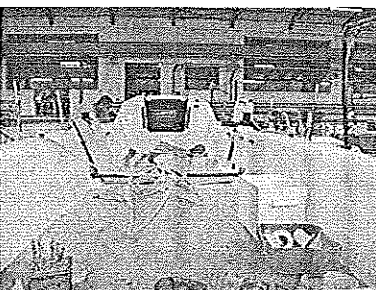
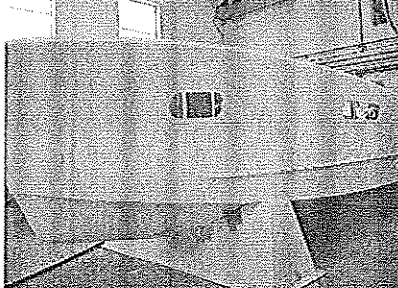
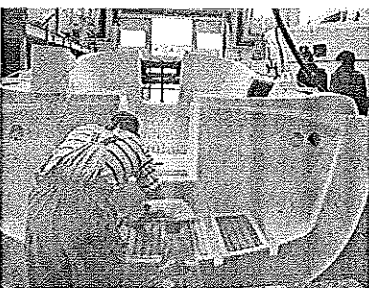
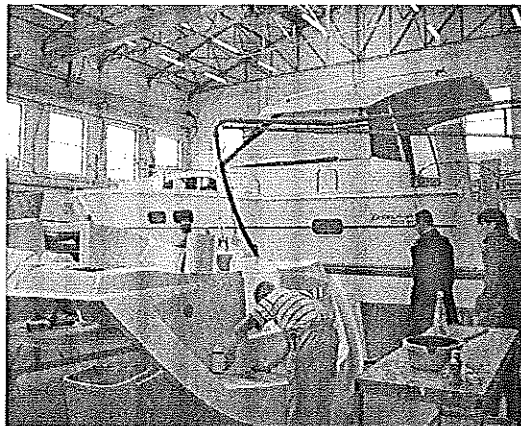
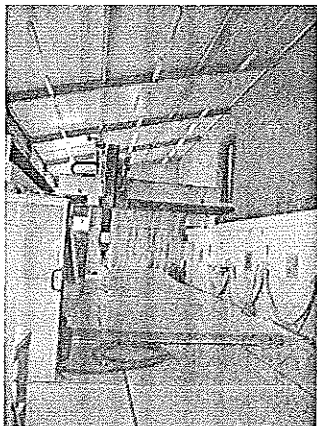
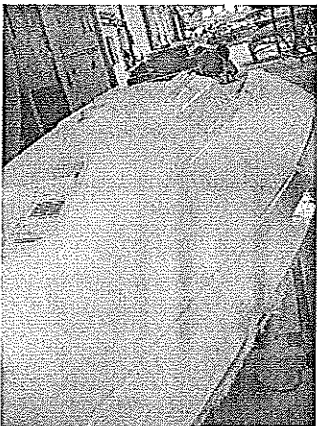
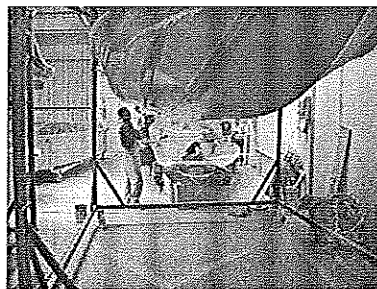
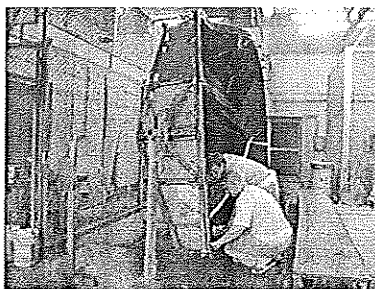
#### Other brands

Building J class boats. Building 150 boats a month for Brunswick in line manufacturing. These boats are all speced in America. Delphia are sent all the materials to build the boats including glues, GRP and all fittings.

Great facilities, very impressive. Have own moulding machine.

Staff 470 in 2011. In 2007 670. In 2010 290.

Delphia Pictures



**JABO** 80-643 Gdańsk, Przelom 1 [www.jabo.com.pl](http://www.jabo.com.pl) +48583042226

Small company that were building leisure craft until last year. Now building commercial vessels on a government contract, also building the largerst Inland commercial boat. Jabo is a yacht shipping yard established in 1994 in Gdansk. Building aluminium structures of the hulls, superstructures and masts; steel structures of the hulls; yacht fittings, railings and all other equipment made of stainless steel; aluminium and steel structures of the buoys and other vessels.

Contact

Jan Wierzchowski [j.wierzchowshi@jabo.com.pl](mailto:j.wierzchowshi@jabo.com.pl)

**Sail Service** ul. Sienna 45 80-605 Gdańsk tel. +48 58 3222 817 [www.sailservice.pl](http://www.sailservice.pl)

Distributor & sail loft

Located next to Conrad shipyard and Marine projects. Making sails for Elvstrøm. Distributes for Andersen Winches, Gori propeller, Barton, Clamcleat, Harken, Holt, Jabsco, Raymarine, Sea Sure, Spinlock, Whale.

Contacts

Mr Paweł Roslen [pawel@sailservice.pl](mailto:pawel@sailservice.pl)

Mr Tadeusz Wojtowicz [office@sailservice.pl](mailto:office@sailservice.pl)

Mr Richard Dobrzyński Technical

#### **Other yards we could not get to**

Conrad Shipyard - Pawel Polak [p.polak@conradshipyard.com](mailto:p.polak@conradshipyard.com)

YBM Janusz Zawadowicz [yachtbm@wp.pl](mailto:yachtbm@wp.pl)

Bluereef Yachts – new company

Naval Architects in Gdansk

Naven sp. Z o.o. Fryderyk Hoga - Darek Frankowski

Sinus Mr Lech Milewicz

#### **Summary**

Poland is a hub for boatbuilding particularly in production boatbuilding. The country seems to be recovering well from the crisis and all the yards a building substantial volume again. The yards visited generally displayed a clean and professional approach to Boatbuilding. Health & safety varied in the yards and was not the level that it is the UK. Very few staff were wearing masks, thought they are all provided with them. Ventilation was apparent but I am sure it was not as effective as the UK yards. Most workers did not ware overalls.

Purchasing directly from the manufacturer was a major requirement of all the shipyards visited and they see distributors as an added cost. Price is a major factor for Galeon and Delphia. If you want to supply these companies then a proposal with a cost saving and benefit is needed. Sunreef run a tight lead time on their production and need product to be delivered on time otherwise incur heavy penalties and will not use your products again. Sunreef were also looking to increase their supplier base and request credit, but I also understand their payment may take a long time.

Investment in the infrastructure of Poland was very apparent on our trip with new roads and terminals being constructed. I believe this will only help the country compete against other countries.

## **Boatbuilders**

### **AK Yacht Service**

ul. Nowogrodzka 38/28, 00-691 Warszawa, Poland

www.trend27.pl

stocznia@trend27.pl

Contact: Andrzej Kula

- Type: 8.23m inland waterways traditional motor cruiser
- Models: Trend 27
- Output: N/K

### **AVA Sp. z o.o.**

ul. Stryjska 24 , 81-506 Gdynia, Poland

Tel: +48 519 191 537 Fax: +48 519 191 537

ava@ava.gdynia.pl

www.ava.gdynia.pl

Contact:

- Type: Inflatables & RIBS up to 6m
- Models: Ava RIB
- Output: N/K

### **Balt-Yacht**

Żarnowo Pierwsze 9b, 16-300 Augustów, Poland

Tel: +48 87 643 17 00 Fax: +48 87 643 16 00

www.balt-yacht.com.pl

balt-yacht@post.pl

- Type: Inboard and outboard motor boats and sailboats from 3m to 15m (build for Brunswick EMEA)
- Models: Quicksilver, Arvor, Balt
- Output: 2,000 boats per year

### **Cobrey Boats**

ul. Bankowa 43, 05-220 Zielonka k Warszawa, Poland

Tel: + 48 22 761 66 60 Fax: + 48 22 761 66 60

www.cobrey.pl

info@cobrey.pl

- Type: Inboard sports cruisers and sport fishers up to 7.8m
- Models: Cobrey
- Output: N/K

### **Conrad S.A.**

ul. Sienna 45, 80-605 Gdansk, Poland

Tel: +48 58 320 56 00 Fax: +48 58 320 56 01

www.conradshipyard.com

conrad@conradshipyard.com

- Type: High quality steel and aluminium series production and custom sail and power yachts between 15m and 60m
- Models: One off / custom + Conrad 66, 85, Classic 50, 58, 63, 80
- Output: 4 boats per year

### **Delphia Yachts Kot sp. j. (formerly Sportlake)**

Kościuszki 6, 319-400 Olecko, Poland

Tel: +48 87 520 30 37 Fax: +48 87 520 21 77

www.delphiayachts.pl

delphiayachts@delphiayachts.pl

- Type: Motor boats and sailing yachts up to 15m (build for Brunswick EMEA)
- Models: Delphia 24 (Sport), 26, 28, 29.2, 33, 37, 40.2, 47, Cortina 480, 555 and 620, Quicksilver
- Output: 2,800 boats per year (2006 / 2007)

### **Galeon**

ul. Starogardzka 5, 83-010 Straszyn, Poland

Tel: +48 (58) 692 69 00 Fax: +48 (58) 692 69 02

[www.galeon.pl](http://www.galeon.pl)

[galleon@galeon.pl](mailto:galleon@galeon.pl)

- Type: Inboard and outboard motor boats / yachts up to 20m
- Models: Galia range (outboard), Galeon Fly / HT range
- Output: 15-20 boats per year

#### **Imexus Yachts Sp. z o.o**

ul. Piaskowa 120-150, 97-200 Tomaszow Maz., Poland

Tel: +48 44 724 45 60

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

[info@imexusyachts.com](mailto:info@imexusyachts.com)

- Type: Sailing cruisers up to 9m
- Models: Imexus 24, 27, 28
- Output: 9 to 12 boats per year

#### **Ostroda Yacht Sp. z o.o. (Jeanneau)**

ul. Spokojna 1, Ostróda 14-100, Poland

Tel.: +48 (89) 646 07 00 Fax: +48 (89) 646 14 31

[www.ostroda-yacht.com.pl](http://www.ostroda-yacht.com.pl)

[info@ostroda-yacht.com.pl](mailto:info@ostroda-yacht.com.pl)

- Type: Inboard and outboard motor boats up to 8m
- Models: Jeanneau - Cap Camarat, Leader, Merry Fisher, Runabout
- Output: 200 boats per year

#### **Parker Poland Sp. z o.o.**

Cząstków Polski 171

05-152 Czosnów, Poland

tel.: [+48 22] 785 11 11

fax: [+48 22] 785 09 99

[parker@parker.com.pl](mailto:parker@parker.com.pl)

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

- Type: RIBS up to 10m
- Models: Arrow, Baltic, Interceptor
- Output:

#### **Skipper - Yachts S.A.**

ul. Kobyłańska 30, 02-984 Warsaw, Poland

Tel: +48 (22) 651 86 4 0 Fax: +48 (22) 651 86 4 0

[www.skipperyachts.pl](http://www.skipperyachts.pl)

[skipper@skipperyachts.pl](mailto:skipper@skipperyachts.pl)

- Type: Sailboats and motor boats up to 12m (produce for Comar (Italy) and Sunwind (Switzerland))
- Models: Arion, Skippi + Comar, Sunwind models
- Output: 15 boats per year

#### **J.W. Slepsk Boatyard**

Rajgrodzka 115, 16-300 Augustow, Poland

Tel: +48. 87 6434773 Tel: +48 87 6431391

[www.slepsk.com.pl](http://www.slepsk.com.pl)

[slepsk@slepsk.com.pl](mailto:slepsk@slepsk.com.pl)

- Type: Inboard and outboard motor boats and sailboats up to 12m (build for Brunswick EMEA and Sea Ray)
- Models: Sea Ray, Commander, Fish, Pilothouse, Weekend, Arvor, Guernsey
- Output: 3,000 boats per year (2007)

#### **Sunreef Yachts**

ul. Doki 1, Hala 41A, 80-958 Gdansk, Poland

Tel: +48 58 769 77 77 Fax: +48 58 763 55 42

[www.sunreef-yachts.com](http://www.sunreef-yachts.com)

[ewa@sunreef-yachts.com](mailto:ewa@sunreef-yachts.com)

Contact: Ewa Stachurska

- Type: Luxury sailing and power catamarans up to 50m
- Models: Sunreef Classic / modern, Single and Double deck, Power 60, 70, 80

Output: 15 boats per year

**TES - Yacht**

ul. Akacjowa 21, 05-079 Okuniew, Poland  
Tel: +48 602 346 392, Fax: +48 22 783 73 77  
www.tes-yacht.pl  
info@tes-yacht.pl  
Contact: Tomasz Siwik

- Type: Swing keel sailboats up to 8m
- Models: Magnam, Master, Dreamer
- Output: 6-8 boats per year

**Yacht Service Sp. z o.o.**

ul. K. Makuszyńskiego 1, 13-300 Nowe Miasto Lubawskie, Poland  
Tel: +48 (0) 56 472 54 04 Fax: +48 (0) 56 472 54 24  
www.yacht-service.com.pl  
haber@yacht-service.com.pl

- Type: Traditional composite and wood sail and power boats up to 8m
  - Models: Haber, RB, Absolwent
- Output: 30 boats per year

## **Distributors**

### **Abakus Europe SP.J.**

ul. Harcerzy 2c, 84-300 Lebork, P.O.Box 181, Poland

Tel: +48 59 863 74 38 Fax: +48 59 863 44 74

[www.abakus-europe.pl](http://www.abakus-europe.pl)

[info@abakus-europe.pl](mailto:info@abakus-europe.pl)

Contact:

*Distributed products include: Anchorlift, Sea-fire*

### **Aura Szczecin**

Przestrzenna 13, 70-800 Szczecin, Poland

Tel: +48 91 461 39 92 Fax: +48 91 461 37 41

[aura.szczecin.pl](http://aura.szczecin.pl)

[aura@aura.szczecin.pl](mailto:aura@aura.szczecin.pl)

Contact Jan Giers, Michał Krzyżanski

*Distributed products include: Barton, Lewmar, TackTick, Plastimo, Whale*

### **Centrum Jachtingu i Sportów Wodnych Kluczyński Sails**

ul. Wybrzeże Gdynskie 2, Warszawa, 01-531, Poland

Tel: +48 22 8395353 Fax: +48 22 8395353

[www.kluczynski-sails.com.pl](http://www.kluczynski-sails.com.pl)

[salon@jachting.pl](mailto:salon@jachting.pl)

Contact:

*Distributed products include: Raymarine*

### **CSV Kompozyty**

Pomorska 58-60, 70-812 Szczecin, Poland

Tel: + 48 (0) 91 4321 974 Fax: + 48 (0) 91 885 18 04

[www.csvkompozyty.pl](http://www.csvkompozyty.pl)

[kompozyty@csv.pl](mailto:kompozyty@csv.pl)

Contact: Sławomir Gajdzinski and Lukasz Sadlowski

*Distributed products include: Scott-Bader, Wolf Angel, Spheretex, Henkel, Hexion*

### **Echosonda.pl**

ul. Poleczki 29, Warszawa, 02-822, Poland

Tel: +48 22 643 2202 Fax: +48 022 894 59 62

[www.echosonda.pl](http://www.echosonda.pl)

[echo@echosonda.pl](mailto:echo@echosonda.pl)

Contact:

*Distributed products include: Raymarine, Garmin, Furuno, Eagle, Echopilot, Hummingbird*

### **Escort Sp. z.o.o.**

Zenon Markowski, ul. Grudziądzka 3, Szczecin 70-103, Poland

Tel: +48 91 431 0400 Fax: +48 91 482 4777

[www.escort.com.pl](http://www.escort.com.pl)

[zenon.m@escort.com.pl](mailto:zenon.m@escort.com.pl)

[escort@escort.com.pl](mailto:escort@escort.com.pl)

Contact:

*Distributed products include: Plastimo, AdvanSea, NavSim, Northstar, Simrad*

### **Jacek Wojkowski**

Przedstawiciel na Polskę, ul. Górczycowa 2A/6, 81-589 Gdynia, Poland

Tel: +48 58 711 49 69 Fax: +48 58 711 49 69

[jacekwojkowski@vp.pl](mailto:jacekwojkowski@vp.pl)

*Distributed products include: SF Marina System*

### **Januszewski**

ul. Słobeczniakowa 18, PL-80-631 Gdansk, Poland

Tel: +48 58 305 00 18 Fax: +48 58 305 00 18

[www.januszewski.pl](http://www.januszewski.pl)

[info@januszewski.pl](mailto:info@januszewski.pl)

Contact: Anna Januszewska  
*Distributed products include: Rutgerson, Selden*

**IMS Griffin Ltd.**

70-656 ul Targowa 5, 70-634 Szczecin, Poland  
Tel: +48 91 46 237 12 Fax: +48 91 46 231 58  
www.griffin.pl  
szczecin@griffin.pl  
Contact: Wojtek Ekstedt  
*Distributed products include: Pains-Wessex*

**Ma-Je-R Sp. z o.o.**

ul. Czarnieckiego 53, 01-541 Warszawa, Poland  
Tel: +48 22 869 93 60 Fax: +48 22 839 90 21  
sails2@majer.com.pl  
www.majer.com.pl  
Contact:  
*Distributed products include: Spinlock, Profurl, Trem, Goyot, Wichard, OH*

**Marine Syste**

ul. Tetmajera no 3, 80-313 Gdansk, Poland  
Tel: +48 58 552 10 15 Fax: +48 58 552 10 15  
www.marinesystem.pl  
office@marinesystem.pl  
*Distributed products include: SF Marina System*

**Mazuria**

11-214 Galiny 2, Poland  
Tel: +48 8 976 12 165 Fax: +48 8 976 12 221  
www.mazuria.com  
mazuria@ol.onet.pl  
Contact: Krzysztof Zawistowski  
*Distributed products include: Lofrans, Clamcleat, Selva, Gebo, Python drive, Lombardini*

**P.W. Mercato ("AQUA-SPORT")**

10-409 Olsztyn, ul. Lubelska 50, Poland  
Tel: +48 89 532 03 02 Fax: +48 89 534 54 89  
info@aqua-sport.com.pl  
www.aqua-sport.com.pl  
*Distributed products include: Viadana, Nuova Rade, Luisi, Recambios Marinos, South Pacific, Ceredi, Hydrodrive*

**Parker Poland Sp. z o.o.**

Cząstków Polski 171, 05-152 Czosnów, Poland  
Tel: +48 22 785 11 11 Fax: +48 22 785 09 99  
parker@parker.com.pl  
www.parker.com.pl  
Contact: Philip Scott  
*Distributed products include: Quicksilver, Mercury, Cummins Mercruiser, Vetus, Uflex, Osculati, Simrad, Scanstrut*

**Rossteam Marine Consultants**

Ul. Wolności 9 , 81-324 Gdynia, Poland  
Tel: +48 058 711 44 67 Fax: +48 058 711 69 61  
www.rossteam.com.pl  
krisr@rossteam.com.pl  
Contact: Kris Rostkowski  
*Distributed products include: Tides Marine*

**Sail Service**

ul.Sienna 45, 80-605 Gdansk, Poland  
Tel: +48 58 3 222 822 Fax: +48 58 3 222 802  
www.sailservice.com.pl

office@sailservice.com.pl

*Distributed products include: Andersen Winches, Gori Propeller,*

**Skipper**

ul. Kobylanska, Warsaw 02.987, Poland

Tel: +48(22)651 69 59 Fax: +48(22)651 86 40

www.skipper-yacht.com.pl

skipper@cybersails.info.com

Contact:

*Distributed products include: Marlow Ropes, Ronstan*

**Smart sp. z o.o.**

Aleja Jana Pawła II 5, 81-345 Gdynia

Tel: +48 (58) 661 17 50 Fax: +48 (58) 660 46 82

Contact:

*Distributed products include: Zodiac, Crewsaver, Silva, Secumar*

**Taurus Sea Power**

Dzwigowa 13a 80-414, Gdansk, Poland

Tel: +48 58 344 3050 Fax: +48 58 341 6762

www.taurus.gda.pl

taurus@taurus.gda.pl

Contact:

*Distributed products include: Yanmar, Antal, SidePower, Johnson, Evinrude, Liros, Jabsco, Ski-doo, Sea-doo, Sprenger (HS), Quick Windlass*

**Tomatrik Mastervolt Poland**

ul. Kosciuszki 109, 26-120 Blizyn, Poland

Tel: +48 412541693 Fax: +48 412-54-16-93

www.mastervoltpolska.pl

info@mastervoltpolska.pl

*Distributed products include: Mastervolt*