

The Superyacht

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OWNER

SAILING HOME

George Economou on his beloved Perini S/Y *Baracuda*.

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FRONT RUNNER

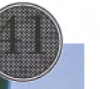
Kim Schindelbauer, explains why he picked a wildcard naval architect to work on S/Y *WinWin*.

ITALIAN JOB

Why the Amalfi Coast should be on your hotlist.



JESUS RENE DO



A WINWIN SITUATION

WORDS BY BRYONY MCCABE

For the exterior design of his 33m racer
cruiser, owner Kim Schindelhauer chose wild-
card naval architect Javier Jaudenes for what
was to be his first new-build superyacht project.



The sailing-yacht sector is arguably dominated by a small handful of recognised designers. So when Kim Schindelhauer chose little-known Majorcan naval architect Javier Jaudenes to design his next boat, it was a bold statement. “All of my friends said that I couldn’t do it and that I had to go with an established designer,” recalls Schindelhauer. “Choosing a designer is a major decision and it can go so wrong, but I had a good feeling in my gut about Javier.” *WinWin* has since sailed more than 20,000 nautical miles, won numerous awards and proved its prowess on the regatta circuit, showing his gamble has paid off.

Schindelhauer is an experienced long-distance sailor who previously owned the 29m *Scorpione dei Mari*, on which Jaudenes had raced frequently. When first putting together a team for the *WinWin* project, Schindelhauer looked at several other designers, but he saw Jaudenes as someone he knew from racing and who had the background, attitude and experience with refits to make the project a success. “To build this boat, I knew I needed team players, not superstars, and I was absolutely convinced that Javier would fit into that team completely,” he says.

“The top players in the sailing-yacht design world are very good, and that is why they are established, but as an owner you have to carefully evaluate the framework you are working in. The relationship you have with your team for a three-year period has to be very close and special – if there are any conflicts then it is going to be a big problem for the project. Therefore you have to make a decision based on who you feel comfortable with.”

With the firm brief that he wanted a focus on sailing performance, with a high comfort level and minimal maintenance, Schindelhauer enlisted a team to create the initial design concept. With Design Unlimited taking the helm on interior design, and Garth Brewer of A2B Maritime established as project manager, Jaudenes set about creating the exterior design.

Schindelhauer wanted him to concentrate on the specifications first and foremost, keeping an open mind with regards to the lines and how the boat would look.

“Being my first new-build project, it was so important for me that I didn’t feel pressure from the owner to give answers straightaway on the aesthetics and how the boat would look,” explains Jaudenes. “Kim understood that the concept would take time to develop, which enabled us to put all the ingredients together and let it evolve, and I am certain that we made the best decisions as a result. It is important that an owner doesn’t press the naval architect to make key decisions early on.” Reflecting on the careful design phase, Schindelhauer agrees that this was the right thing to do and would recommend other owners to go about a new build in a similar way. “Don’t design a boat as you build it,” he advises. “You can avoid a lot of problems if you do a proper design process first. Even final invoicing was a pleasure because I knew what was coming.”

Of further benefit to Jaudenes was that he had known and sailed with Schindelhauer for a number of years. “This meant that I knew Kim’s preferences and understood how he was living on board,” he reflects. “It made me put certain elements on the priority list even though they may not have been the optimum solution for my wishes. At the end of the design process there were 35 different hull options and 13 different exterior designs, but Kim has only seen a few of those.”

Initially, the pair talked a lot about weight and performance, and one major discussion focused particularly on *WinWin*’s propulsion system. “We had to decide very early on whether to have a retractable propulsion system,” explains Schindelhauer. “In the end, we decided that if we are building a boat with a lifespan of about 15 years, we would have to compare it with other boats being built 15 years from now. I think these kinds of yachts will all have a retractable propulsion



JESUS RENE DO

Opening page: *WinWin* at The Superyacht Cup.
Top left: Owner and designer discuss the project on board *WinWin*.
Above: Javier Jaudenes, naval architect.


“I THINK THERE IS A NEW WAVE OF OWNERS WHO APPRECIATE THE EXCITEMENT OF REAL SAILING.”
– JAVIER JAUDENES, NAVAL ARCHITECT



JESUS RENE DO

system by then because it is so integral to performance.”

For Schindelhauer, one of the main design priorities for the interior was a salon with a 360-degree view. “I wanted to sit here and see everything, so Javier came along one day with a tape measure and measured my shoulder height when I am sitting down,” he smiles. “He considered everything – he even designed the shape and size of the steering wheel for my hands. It was really amazing.”

“Because it was my first project, I used all the time available to focus on these little details to design a boat that is truly the owner’s boat,” elaborates Jaudenes. “There is not a single corner that has not been discussed.” The pair laugh as they remember laying out drawings for the winch base on Schindelhauer’s kitchen wall in order to test out the perfect position to push the buttons. 

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Above: Kim Schindelhauer at the helm of WinWin.

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During this design phase, Schindelhauer had still not chosen a yard. When it was eventually agreed that Baltic would build *WinWin*, the owner, project management and design team went to Finland to make a presentation to the whole yard about the ethos and thought process behind the yacht – demonstrating the passion from which the project emerged. “Even the accountants were listening,” remembers Schindelhauer. “It took half a day but everyone at Baltic really enjoyed it because they’d never had that kind of input on a build before.”

While the sailing-yacht new-build market is suffering from a lack of orders, the 100-130ft racer-cruiser sector is experiencing a healthy growth, and *WinWin* was at the forefront of this movement. But what is the attraction of this sector for owners? “I think that at this size you have a reasonable handling situation,” Schindelhauer answers. “It is good for racing because it is still at a size to have good sailing performance, and on the cruising side you can handle it with minimum crew.”

“Performance is the key element for these owners and it is about giving back the feeling of sailing,” agrees Jaudenes. “*WinWin* was one of the first superyachts designed this way and now there are others coming. I think there is a new wave of owners who appreciate the excitement of real sailing, the feeling of speed and handling, together with luxury and enjoyment.”

For Schindelhauer, the expectations for *WinWin* were high but he feels they have been fulfilled in every aspect: he has a boat that, from a sailing point of view, is exceptional and it is still standing out years after her launch. For Jaudenes, he has been handed a golden ticket into the sailing-yacht design world that others can only dream of. “I have to be thankful for an owner who trusted me and gave me this opportunity. It has been an amazing learning experience,” Jaudenes reflects. Truly a win-win situation. ■



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