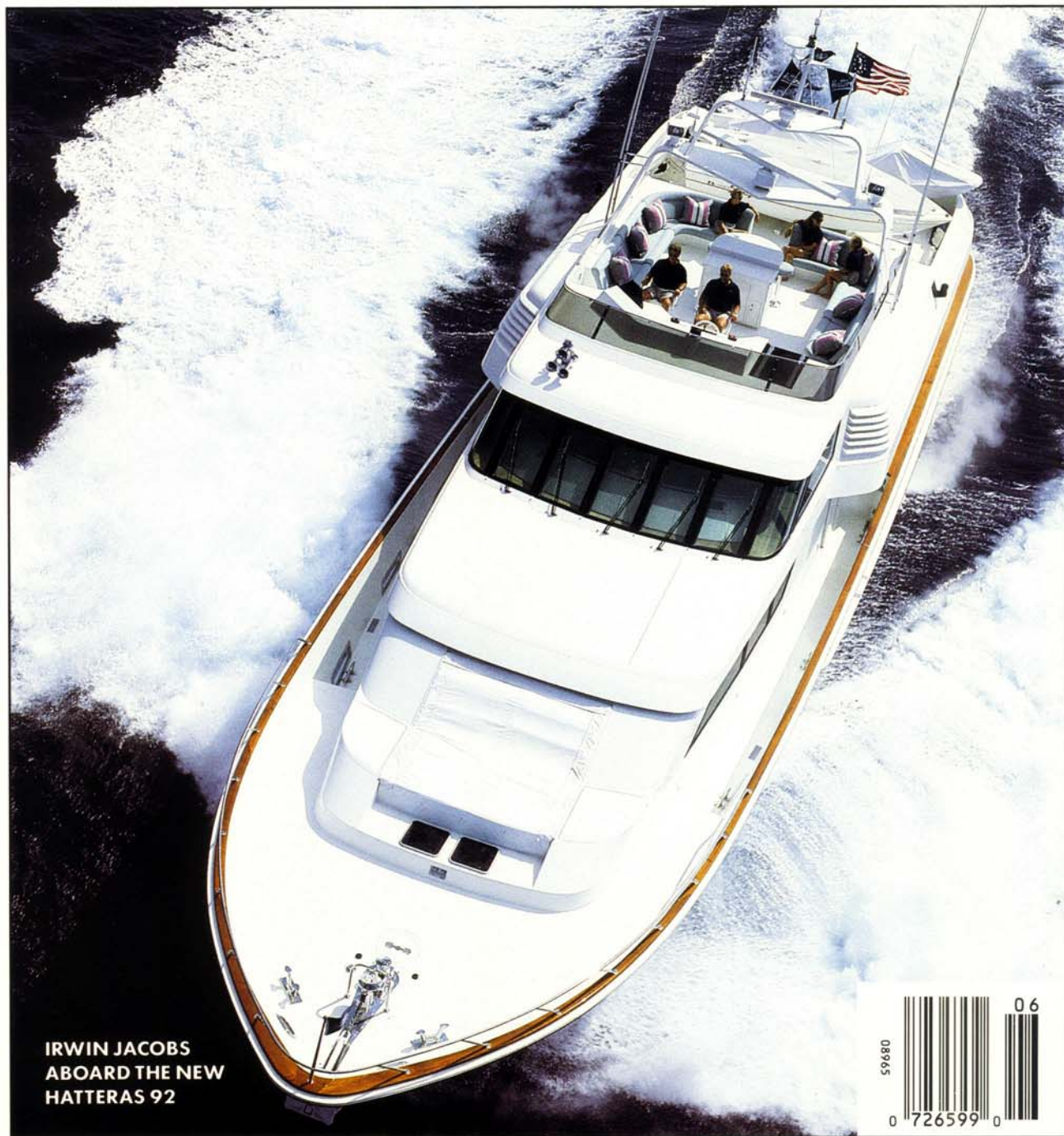


Yachting

HATTERAS LADY



IRWIN JACOBS
ABOARD THE NEW
HATTERAS 92





HATTERAS LADY

CAN ONE OF AMERICA'S PREMIER
PRODUCTION BUILDERS MAKE IT IN THE CUSTOM
MARKET? HATTERAS SHOWS IT CAN.

BY JAY COYLE



Built of fiberglass
and designed by Jack
Hargrave, the 92'
Hatteras Lady speeds
along near Key West.

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The elegance of *Hatteras Lady* is apparent in the salon, designed by Susan Puleo.

We have all stood witness to the incredible growth of large, custom-built luxury motoryachts in the past several years. We have also read the articles about these creatures and seen the pictures; while impressed with the results, we often wondered how long it would last.

I don't have an answer but I have a good idea that this whole thing is more than a passing fancy when Hatteras Yachts raises the stakes in the competition. Granted, Hatteras is no newcomer to the construction of large motoryachts. They have been building a 77-footer for nearly 10 years. What's new is their entry into the custom yacht market.

It was last fall when Hatteras unveiled the first entry in the Custom Yacht Series, as they have chosen to call it. Ninety-two feet long, built of fiberglass and named *Hatteras Lady*, she is the smallest of the series, which will span all the way up to 120'.

Almost immediately after her launching in New Bern, North Carolina, *Hatteras Lady* embarked on a grueling, non-stop schedule to be showcased to clients and, as needed, have the bugs shaken out.

An undertaking of this magnitude requires millions of decisions and there is no yacht that is perfect when she hits the water. Hatteras smartly set aside *Hatteras Lady* as a demonstration model.

So, since her launching, *Hatteras Lady* has plied the many miles between North Carolina, Miami, Key West and the Bahamas, a sort of extended shakedown cruise during which she's been fine-tuned by the folks at Hatteras. (Interestingly, many of those miles have included Irwin Jacobs.

He is chairman of Genmar, Hatteras's parent company, and has taken a personal interest in the whole project.)

While the rest of the world clamored to board her immediately upon her launching, we waited a bit, hoping to see the Jack Hargrave-designed *Hatteras Lady* when she was finished and dialed in.

And that we did one day in early April, wanting to view firsthand how a top-notch production boatbuilder can enter the competitive world of custom motoryachts. We also were intrigued by Hatteras's innovative approach: building a series of custom motoryachts out of fiberglass from the same mold, 23'10" wide.

Our first stop was Pier 66 in Ft. Lauderdale, Florida's epicenter of the luxury-yacht world. Aboard the yacht to greet us was captain Chuck Jordan and Phil Fowler, Hatteras's vice president of sales and marketing.

Jordan used a combination of bowthruster and the main engines to clear the dock at Pier 66. *Hatteras Lady's* mass (she weighs 260,000 lb.) and relatively full keel held the wind and current at bay. The 2,235-shp Detroit Diesel 16V-149 TIs provided plenty of low-end muscle, and for a boat her size and weight she was quite agile.

It was beyond the breakwater, however, that *Hatteras Lady's* moderate deadrise hull was at home. As Jordan lowered the trimtabs and advanced the throttles to 1,900 rpm, *Hatteras Lady* responded with a respectable 20-knot cruise in the three- to four-foot seas.

Her fine entry provided a soft ride, and her full-length chine ledge controlled the spray efficiently. Increasing the throttles to 2,100 rpm resulted in a 24-knot top speed, as in-

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dictated by *Hatteras Lady's* instrumentation. Helm response was immediate, and her turning radius was tight, without noticeable roll inboard or outboard when the wheel was put hard-over.

According to Jordan, who has logged more than 200 hours on *Hatteras Lady* since her launching, a reasonably comfortable 20-knot cruising speed can be maintained in seas up to six feet. In higher seas, Jordan retracts the 18"x84" trim tabs, and reduces throttle. "On our maiden voyage from New Bern to South Florida we caught the remnants of Hurricane Hugo," Jordan says. "*Hatteras Lady's* performance in the 15' seas, and 40-knot winds, was quite impressive," says Jordan.

I left *Hatteras Lady* that day in Ft. Lauderdale impressed by what Hatteras had done; still curious about how a company with such an enviable reputation in the production field—from sport-fishermen to motoryachts—could so quickly and efficiently switch gears.

Since its start in 1959 with the construction of the 41' *Knit Wits*, Hatteras has practically ruled the waters of production boatbuilding. I can still remember admiring the striking lines of a black-hulled 41' convertible yacht fisherman at Fishers Island, N.Y., in the early 1960s, while at the same time trying to understand how a boat could be built out of glass. Although fiberglass had proved a wonderful material for fishing rods and even small boats, a yacht this size was a novelty in those days. Now, 30 years later, fiberglass is still somewhat of a novelty, at least to people outside of Hatteras, many of whom think of aluminum when it comes to building large motoryachts. (In fact, Hatteras has been building the 77 since the early 1980s with fiberglass and with much success.)

A one-day visit to New Bern, N.C. held the answer. With more than 95 acres of land, and approximately a million square feet of production space, Hatteras's New Bern plant is the largest yacht-building facility in the world, according to Hatteras. It is here that all Hatterases, 54' and up are built.

Nearly 1,100 employees are responsible for each of the 50 boats that are under construction at any one time. The process begins in the lamination building, where the hulls, superstructures, and the variety of sub-moldings that make up the boats are fabricated. Once completed, the compo-

nents are moved to the production building, where they are assembled on one of five production lines.

Surrounding the production line, a machine shop, electrical shop, joinery shop, and parts department supply the variety of components for each boat individually, or in a kit form, so that the worker need only assemble or install the component.

This is obviously production building on a large scale. While I was being shown the facility by Bryant Phillips, Hatteras's director of marketing, he showed me a 107' motoryacht under construction and explained that the Custom Yacht Series is a hybrid of sorts. "Although the full scope of Hatteras's off-line resources (electrical shop, joiner shop, etc.) are employed, the actual construction of each custom yacht is in the hands of just 20 craftsmen. The craftsmen we select for the custom project have already proven themselves in our production line, and they take great pride in having been chosen for the project."

This philosophy of focusing creative energy is also applied to the design-management team. Although Hatteras has design and engineering offices both at their High Point and New Bern plants, Ward Setzer, the Custom Yacht Series manager, heads a small team of designers from an office overlooking the shop floor.

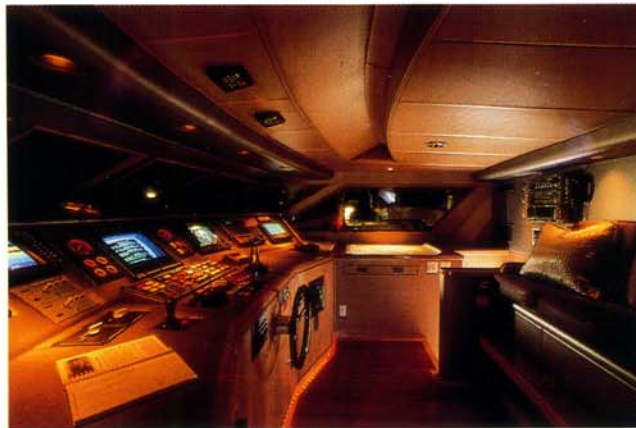
One of the greatest adjustments Hatteras has made to accommodate the Custom Yacht Series is philosophical. According to Ben Snead, Hatteras's New Bern sales manager, client needs and satisfaction come before production schedules. "We encourage client input from the design stage to the launching. Although we set a delivery date, we

understand the need for flexibility," says Snead. He adds that the 92-footer takes approximately 14 months to complete.

Perhaps the most graphic example of Hatteras's client-first approach, is their new 7,434-square-foot sales office. In addition to offices for the staff, the folks at Hatteras provide private offices for the owners or captains to use during construction, a practice used by many of the other top custom builders.

Sitting in the comfortable conference room, Snead explains that Hatteras's Custom Yacht Series is a natural evolution for the company.

"Not many years ago there were few choices to be made when ordering a Hatteras yacht.



The flying bridge, top, has the elegance expected in a large motoryacht, while the raised pilothouse, bottom, is all business with computerized engine monitoring system and redundant instruments.

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Today, even on our production models it is possible to move bulkheads, and even modify styling," says Snead. Snead adds that Hatteras's approach to custom yacht building is really not that unconventional. "Although our Custom Yacht Series is based on existing hull tooling, there is little that can't be changed."

A good example is the 107' under construction—it is not included in the Custom Series brochure, which features only 92', 102', 112' and 120' yachts.

All the boats of this series are built in one 120' mold, according to Dudley Dawson, Hatteras's chief naval architect. A dam is used to adjust length and, as is the case on the 107's reversed transom, to effect styling.



The dining salon offers elegant seating for eight.

Modifications to the superstructure are also possible. "If new tooling is required, our CAD/CAM system can design and cut the pieces to build the tooling," Dawson says.

Once layout and styling are pinned down, the customer can use either his own designer or Hatteras's in-house interior design studio, Yacht Fashions. (A generous interior decor allowance is included in the base price.)

Owners can choose from a wide selection of finishes and materials, according to Dawn Moffitt, manager of Yacht Fashions, who was busy working on the interior of the 107 when we visited. "The fact that we are a large consumer, and that we are located in the heart of the furniture and fabric world, allows us to purchase a large variety of high-quality materials at reasonable prices," says Moffitt. (Yacht Fashions was not yet set up when *Hatteras Lady* was being built, so Hatteras employed Susan Puleo to design the interior.)

From the waterline up *Hatteras Lady* follows popular trends in American yacht styling. Her superstructure's soft corners and rounding are easily made in a mold, and present an attractive alternative to the harder features of many aluminum designs.

Her raised pilothouse layout allows a low, sleek profile, and effectively divides the maindeck into two living spaces. (The raised pilothouse is all business with a computerized engine monitoring system and redundant instrumentation.)

Aft, a 20'x24' full-width salon includes a large bar and entertainment center. A full bulkhead with double sliding glass doors opens to a 9'x20' teak-soled afterdeck. Forward of the salon, past the day head and the entry foyers port and starboard, is a comfortable dining area, with a table for eight, and a wraparound buffet to port. A galley, forward, is separated from the dining area by a bulkhead.

A staircase from the galley leads to the forward accommodations. Here, two staterooms with separate heads and a lounge area are provided for the crew. A third guest stateroom is located here as well. Stairs in the salon to port, aft, provide access to the two guest staterooms just abaft the engine room.

The owner's cabin is located forward of the engine room, and is accessed from a staircase just abaft the pilothouse. A king-size berth faces aft, and a settee is just to port. This stateroom also features an entertainment center, large head with tub/whirlpool, as well as a bidet. To starboard, a walk-in closet is almost as large as the head.

Hatteras has been generous with exterior living spaces as well, for in addition to the large seating area abaft the bridge control station, *Hatteras Lady* has a 8'x8' sun pad on the bow. Hatteras's design team created *Hatteras Lady's* floor plan, and designer Susan Puleo was responsible for her interior decor and some of the architectural details.

"Hatteras was familiar with my design work on other large yachts, and asked if I could help them create a design that would express luxury and comfort, and have world-class finish," Puleo says. The result of this team effort is impressive, especially considering that all the finish work was done in-house by Hatteras.

From the Paradiso Marble in the entry foyers, to the marble and hand-dyed wall coverings in owner's and guest baths, *Hatteras Lady* is first class.

This philosophy makes sense considering Hatteras's goal of producing a serious oceangoing motoryacht. "Our intention with *Hatteras Lady* was not to create an Intracoastal cocktail cruiser," says Phillips of the marketing department. "This boat is designed for serious cruising, and transoceanic passages are well within the capability of the design." With the optional 1,200-gal. fuel capacity, the 92 has a range of almost 3,000 nautical miles at 7.5 knots.

Her bottom is a solid compilation of mat and woven roving averaging 1 1/4" thick. The hull sides are cored with a combination of both Divinycell and Balsa, and the total thickness is approximately 2 1/2".

Two fiberglass hat-section stringers are positioned on each side of the centerline, and they run full length bow to stern. Divinycell-cored structural bulkheads—2" and 3" thick—are glassed to the hull. Both the bulkheads and the 2" interior soles are Divinycell cored and vacuum bagged.

Fiberglass tanks on the centerline and outboard are built independently of the hull, and are U.L. certified. The main engines sit atop aluminum foundations that are in turn welded to an aluminum channel fastened to the stringers.

As is the case with all Hatterases, *Hatteras Lady* has two coats of Imron paint applied over her gel-coated hull and superstructure. Painting is done in Hatteras's 20,000-sq.-ft. climate-controlled paint building. An air filtration system in this building exchanges 60,000 cubic feet of air per minute, allowing a virtually flawless finish application. Blisterguard, a blister-resistant gelcoat, is used on the bottom.

Hatteras offers classification under ABS (American Bureau of Shipping) rules. They are also willing to build to almost any classification society rule. This year they will deliver three sportfishermen built to NKK (Japanese) rules.

Access to *Hatteras Lady's* engine room is via a watertight door in the passageway leading to the after staterooms. With her optional DDC 16V-149 TI's (2,235 shp each),

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Hatteras Lady's engineroom, although rather full, is well laid out, and access to the engines and machinery is good.

Twin Disk/Nico gears, with a 2:1 reduction, turn the 4 ½"-diameter Aquamet 22 shafts. Hatteras craftsmen machine the shafts and fabricate the prop nuts in-house. 50"x42" five-bladed wheels are fitted to *Hatteras Lady*, and as is the case with all Hatterases, the wheels are fine tuned and balanced in Hatteras's propeller shop.

are used for main engine start-up, and a third bank is devoted to ship's service. Two battery chargers are also included. *Hatteras Lady's* main electrical panel is located in the engineroom, and additional distribution panels are in the locker below the pilothouse. Dual-pump power steering is fitted, as are stabilizers, and a bowthruster.

Without doubt, *Hatteras Lady* is a serious contender in the luxury yacht market. Her seakindly hull form and her



The *Hatteras Lady's* owner's cabin offers privacy in sophisticated surroundings.

It is interesting that although *Hatteras Lady's* wheels were built by Michigan, they were designed by Hatteras. Custom-made intermediate and main "I" struts support the shafts, and they are cast manganese bronze, as are the spade-type rudders. Johnson Air Seal stuffing boxes are included. By inflating sealing rings built into stuffing boxes, repacking may be accomplished in the water.

Hatteras Lady's 4,360 gal. of fuel are managed from a fuel manifold in the engineroom. Main engines and generators draw and return fuel to one of two tanks located on centerline. Additional fuel is carried in four other tanks, and transferred by a pump when required.

Fuel is filtered both at the transfer pump and at the engine, reducing the chance of contaminated fuel reaching the active fuel supply. Both mechanical fuel gauges are in the pilothouse, and sight gauges are on the tanks.

Freshwater capacity is 540 gal., carried in a single tank, and the optional 600-gpd watermaker is recommended. Copper and polybutylene are used for freshwater piping.

Power aboard *Hatteras Lady* is supplied by two Northern Lights 50-kw. generators located in the engineroom. Each provides 120/240 v.a.c. Hatteras also offers optional 50-cycle service for European clients. Two banks of 24-v batteries

conservative structure make her an able and solid offshore performer. Base price for the 92-footer is approximately \$3 million. It is important to note that the base includes an extensive list of features. Prominent among these features are a 15-ton Aqua Air chilled-water air-conditioning system, Microphor toilets, Halon system, central vacuum system, and a 4,000-lb. Lewmar anchor windlass attached to a 297-lb. Pool anchor.

As for the future, the Custom Series will continue to evolve, according to Phil Fowler, Hatteras's vice president of sales and marketing. In addition to the 107' under construction, a 120-footer has been started.

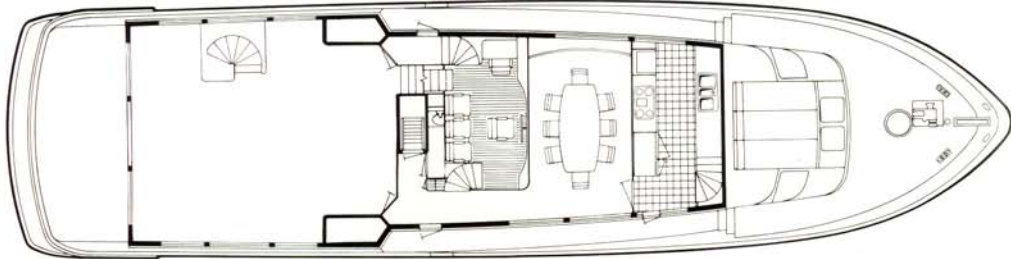
Although Fowler says Hatteras's customers are typically attracted to Hatteras's sound approach to design and engineering, he points out that this does not preclude Hatteras from being progressive and open minded.

"Hatteras's goal has always been to satisfy our customers," Fowler says. "This of course applies to the Custom Series. We will not, however, sacrifice our standards." Indeed, this philosophy has served Hatteras well since day one, after 30 years of service.

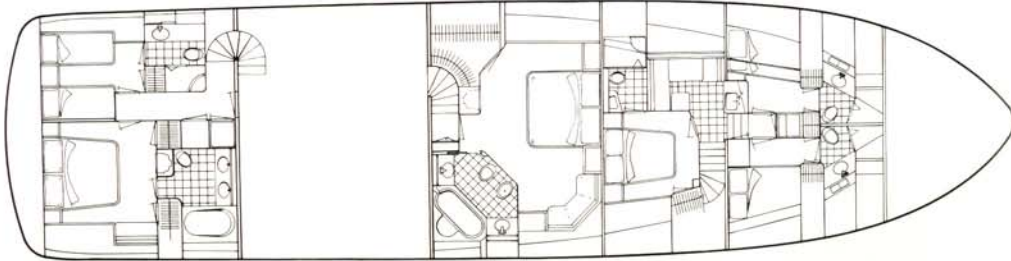
And the end is not in sight. □



FULL BEAM SALON



UPPER DECK



LOWER DECK

Specifications

LOA 92'1"
LWL 77'4"
Beam 23'10"
Sheer beam 23'10"
Chine beam 19'0"
Displacement 116 tons
Freeboard fwd 11'7"
Freeboard aft 9'5"
Wt/hp 260,000 lb./4270 shp
 (w/optional DD 16V-149s)

Cockpit dimensions N/A
Bridge clearance (waterline to top of mast) 28'6"
Headroom (salon) 6'7"
Headroom (master stateroom) 6'7"
Fuel 4,360 gal.
Water 540 gal.
Standard power 16V-92TA DD engines
1,345 shp each

Hatteras

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