



ALEN 68 CHASE BOAT

Malaz said he still fundamentally builds boats for the Aegean sea he grew up sailing on as a boy. “We have very windy summers out here, with 3m swells pretty much every day,” he said. “You need a very well-built, stable and fast boat to really enjoy cruising in those conditions. That’s what Numarine is. People who own one understand the reliability, the after-sales service and the build quality, which we are always improving.”

One of the current darlings of the media, **Alen Yacht**’s new 20m chase boat designed by Foster + Partners has lavished this boutique Turkish yard with reams of coverage in luxury lifestyle media, from *Wallpaper\** to *Robb Report* and *Wired* magazine. On the day of my visit, one of the company’s slightly smaller, but no less stylish 15m boat was nearing completion, and a tour of it confirmed that the proof is in the finishing. Not only was the Awlgrip paint finish impeccable, the interior joinery and cabinetry was also slick, smooth and amazingly inviting.

Sir Norman’s design team was introduced to Alen Yacht by the owner of the Perini Navi *Panthalassa*, who had owned three Alens previously and loved their design, reliability and price. He wanted Alen to build a new chase boat, TT *Panthalassa*, that complemented *Panthalassa*’s interiors, which were by Foster + Partners. The result is the striking Alen 68, which has the amazing visual property of looking like a different boat from the front, side and rear.

“The response to the 68 has been nothing short of explosive,” reported Seçil Hatunoğlu, who manages Alen’s formidable marketing and PR effort. “Since she appeared at Cannes and Monaco, and in all of the magazines, we’ve been getting a lot of enquiries.” ■

## THE TURKISH SUPERYACHT FEDERATION

Throughout our trip to Turkey, to the shipyards and in conversation with those who work with the superyacht industry, the topic of a national association – or the current lack thereof in the country – came up. In Tuzla, Sedat Ergun, president and owner of Dunya Yachts, agreed that a Turkish builders’ association, at least, should be formed to drive awareness of the best quality. “Regardless of size, we should have a group that represents Turkish quality, because otherwise, we are all trying to take each other down by saying our yard is better than our neighbour.”

Without such an association, Ergun’s claim rings true: the competition between yards is evident as we experienced. It feels naïve for a sophisticated industry to cling to schoolyard politics in a challenging time – but there are positive signs. In Antalya, Guillaume Roché, Emre Sandan and Gokhan Celik all reported that they were talking about forming a cooperative company to purchase, install and operate a 2,000-tonne synchrolift in the port – enlightened thinking that will surely only benefit the local yards. The interiors companies Ekinoks Interiors and Ulutaş would also be logical members of the group.

It would make for good business and the seeds of the association are already there. Indeed, Sandan said that Sarp’s policy is to offer whatever help they can to their neighbouring yards in terms of being able to briefly cover a shortage in materials or workers. The awareness and understanding of the power of the combined marketing force is there every time the yards attend the boat shows and witness the Holland Yachting Group, Deutsche Yachten, Superyacht UK or the US Superyacht Association. There are precedents: the Turkish Shipbuilders’ Association, the Turkish Ship Yacht Exporters’ Association and the Kayik Group, which upholds the traditions of Turkish wooden yacht producers.

Turkish yards all insist they are focused on changing the world’s perception of what Turkish quality means. Surely, the next step is this obvious one. ■



TO COMMENT ON THIS ARTICLE,  
EMAIL: [ISSUE159@SUPERYACHTREPORT.COM](mailto:ISSUE159@SUPERYACHTREPORT.COM)  
WITH SUBJECT: THE LAND OF THE CRESCENT MOON  
FOR TURKEY’S FULL ORDERBOOK, PLEASE VISIT  
[WWW.THESUPERYACHTREPORT.COM/EXTRAS](http://WWW.THESUPERYACHTREPORT.COM/EXTRAS)