

# The Americas Superyacht Report

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A REPORT WORTH READING



## OWNER

*“I don’t really remember how it all started because I don’t really even like boats.”*

Find out how the industry managed to entice prolific owner Bobby Genovese.

## DESIGN

*American beauty*

Does a definitive ‘US style’ still exist? And if so, does it still wield the power to draw in the clients?

## OPERATIONS

*Avoid the wrath of the US Coast Guard*

Everything you need to know about remaining compliant in US waters.

## FLEET

**US\$11,723,572**

Average price paid for a US-built brokerage yacht between 2013 and 2017.

## TECHNOLOGY

*“Any sufficiently advanced technology is indistinguishable from magic.”*

Is blockchain technology set to turn superyacht transactions on their head?

## BUYER

*“The very nature of the West Coast is unpretentious and raw. What you see is what you get here. Customers seem to be craving authenticity in a world seemingly in pursuit of sameness.”*

**Craig Norris, CEO, Victoria International Marina**



# DKT Artworks

*The Superyacht Report visits DKT Artworks to discover what goes into creating spectacular artistic features for superyacht interiors.*

BY GEORGIA BOSCAWEN

**D**KT Artworks, in the cultural epicentre of London that is Balham, or ‘B’lham’ as it is known by those like myself who live there, has brought exceptional craftsmanship to the world of design since it was established 1979 and is responsible for many of the artistic features that are part of the superyacht interiors we know and love today. Not only does DKT Artworks offer a multitude of decorative services, it also provides an invaluable support system for designers with the development of ideas and successful delivery of projects, wherever they are in the world.

Nestled among a series of industrial buildings, one wouldn’t think that inside this rather inconspicuous property is the most incredible library of materials and samples that DKT Artworks has gathered over the years. Walking through this creative space provides boundless inspiration, with all kinds of pieces on the walls from previous projects and a busy workshop that sprawls across two floors.

“Designers certainly spend longer than they anticipate here,” says founder Steve Keeling. “Normally, designers will bring fabric samples or colour references. Then they can go into the library and search by colour, through gilding, paint finishes, and they can find textures and colours that they like.” The library is packed with thousands of samples and finishes that cater for any need, therefore it’s not surprising designers often get carried away and stay longer than expected.

For those who don’t have the time to make it to the workshop, DKT has a support system for designers at a distance, which is how many do business. “If we have a brief then we can send samples to them from our extensive library,” says Keeling. “So somebody can give us a basic brief and we can send initial samples, which will usually give a good clue as to the direction to go in or give

some alternatives maybe that the designer hadn’t thought of initially. What we make sure that we do is hit the brief and give some samples either side of that brief to broaden out the picture a bit, so you can develop an idea at a distance.”

But it’s not just the library that keeps designers at DKT Artworks for hours on end; the workshop is filled with intricate murals, sculptures, surfaces and all kinds of projects destined for either life on the water or perhaps a top-tier hotel. The spaces are filled with artists working on a vast array of pieces, along with the most wonderful smell of freshly cut wood.

DKT Artworks not only offers inspiration, production and installation to designers, but also its support system is based on the team’s extensive knowledge of different materials and their usage. “If we see that a material is not going to work then we can step in and make sure that they have that technical point of view to ensure things are right,” explains Keeling. “We do like to think that we support designers in that way, especially if they are new to superyacht design where they are slightly out of their comfort zone. There are certain things in yacht design that you have to be very particular about which you don’t in residential – for example, movement and vibration – and we can support designers with this. Our remit is to help and work with the designer to make sure that they produce what they promised to the client.”

DKT Artworks has completed more than 70 marine projects since the company decided to focus on that area, as well as land-based projects, in 1999. “It was a gradual thing at first, but then the marine world just suited the way that we work,” says Keeling. “It’s such a nice industry to work in; somehow people come together from all different areas of expertise and it usually works really well.” **GB**