

# Good As New



X-Yachts' pre-owned department turns out second-hand X-Yachts of all generations in sparkling condition, we take a look at the work involved...

Over the past few years X-Yachts has developed a unique department dedicated to refurbishing pre-owned models at the company's Haderslev boatyard in Denmark. Each boat is fully overhauled and updated by skilled craftsmen, resulting in every yacht departing the yard in an 'as new' condition that is of a standard far higher than any of her contemporaries.

"We go right through the boat, from one end to the other, tearing everything apart and checking and replacing all the systems, from the gas installation to the instruments," explains service manager Niels Ebbesen. "Buyers can see there's a huge difference between these boats and those offered through brokers and private sales. For us, it's a good way of introducing new owners to X-Yachts. Around 80 per cent of our new boats are bought by people who already own an X-Yacht, whereas 80 per cent of the pre-owned boats go to owners who are new to us."

All yachts undergo a thorough inspection on arrival, with each item assessed for usability and wear and tear. The checklist is divided into the following key sections: hull, deck and rudder, woodwork, engine, electrical systems, plumbing, deck hardware, instruments, and mast and rigging. At the end of this process a decision can be made as to which items are suitable for servicing or refurbishment and which must be replaced. X-Yachts recognises that it is more cost effective to replace many fittings and systems than to spend excess time fixing them; this is also more reassuring for the new owner.

## KNOWLEDGE AND SKILL

An important advantage of carrying out this work at the X-Yachts yard is the depth of knowledge among the work force about all of the company's previous models. This means work



can often be carried out surprisingly quickly, given the extent of each refit. The time for each boat varies depending on its age and condition – a three or four-year-old yacht may need only 50 hours, whereas one that's 10 years old may require 250, especially if the teak deck is replaced. As would be expected from a company of X-Yachts' calibre, the work is carried out to a very

high standard by top boat builders, electricians and marine engineers. Any dings in the hull and deck are repaired and the gelcoat then cleaned and made good with a perfect colour match. It's then painstakingly polished to the standard of a new yacht, followed by an application of protective wax to ensure a long-lasting lustrous shine. Below the waterline the gelcoat is ground away

to expose any latent problems, after which the boat is given a full bottom treatment. This aspect of the work enables X-Yachts to offer a 5-year osmosis warranty with each pre-owned yacht.

## ATTENTION TO DETAIL

Below decks all joinery is re-varnished, with hatches, locks, drawers and upholstery replaced as necessary. Similarly, port lights, hatches and washboards are revived or replaced. When teak decks are replaced, the latest adhesives and vacuum technology are used, while deck hardware is examined in close detail, and serviced or replaced as necessary.

Clearly this meticulous attention to detail attracts a premium on the price of a pre-owned boat, however, the end result a boat that is effectively in as new condition. "If you compare

a boat that has gone through our system with a privately owned boat, it will be around 20 per cent more expensive for a smaller or mid-size boat up to around 38ft, dropping to around 10 per cent for large boats," says Ebbesen.

All systems undergo the same commissioning process as for new X-Yachts, are signed off in the same way, and are backed up with a two-year warranty. Similarly at the end of the process there is a full handover to the new owner. Given the fine craftsmanship and attention to detail that goes into each of these vessels, it's perhaps not surprising that many of the boats attract buyers before the work programme starts. In any case, new owners can choose the systems and final specification, exactly as for a new vessel, but at a significantly reduced overall price.

