

A CUSTOM DESIGNED HATTERAS 65' MOTORYACHT

Altisa VI





A Measure of SUCCESS

Stanley and Frannie Hanin got the boat of their dreams: A 26-knot Hatteras 65 motoryacht *and* a Susan Puleo interior.

Not everyone measures their yachting aspirations in 100-foot increments, eight-digit prices, or mile-a-minute performance. Case in point: Stanley and Frannie Hanin, proud owners of *Altisa VI*, their brand-new Hatteras 65 motoryacht.

It is the last day of 1988, and the Hanins are seated comfortably — lounging is a better term — in their bright, exquisitely designed salon enjoying the company of friends and relatives in the tranquil mooring basin at the Ocean Reef Club in Key Largo, Florida.

Just beyond them, bobbing gently on the outer slips, are docked faster, larger, and far more expensive yachts.

"You know," says Stanley Hanin, gazing out the window and waving toward the megayachts lined up along the deep-water slips, "if I was given any of those yachts with the condition I couldn't sell it, I wouldn't trade any of them for my boat." Hanin, who often ends his comments with a pun or a joke, issues these words with straight-faced sincerity. Frannie Hanin nods silently in agreement. ➤



The wheel of the original Altisa.

By changing the location of the afterdeck door, Susan Puleo created a cozy seating area in the salon.



The fact is, *Altisa VI* is a very special yacht, and not just because she belongs to the Hanins, for whom she represents friendship, love, good fortune and a fair measure of material success. *Altisa VI* stands above most of her sisterships and counterparts for the considerable innovative thought, attention, planning and engineering that went into her creation.

Among other things, *Altisa VI* is, at 26 knots, the fastest 65-foot Hatteras motoryacht ever built. And her Susan Puleo interior is not just elegant, but it incorporates some snazzy and intelligent changes to the basic Hatteras layout—many of which seem destined to become *de rigeur* in future sisterships.

To properly understand *Altisa VI*, it's necessary to trace the Hanins' background in boating, especially the yachting roots of Stanley Hanin. The first *Altisa* was a used 28-foot Hultz skiff owned by Stanley's father, Clem. Back in the mid-1950s the Hanin family hailed from Philadelphia (he and Frannie now hail from Orlando, Florida), and *Altisa* was kept at Atlantic City to give Clem Hanin access to the North Jersey fishing grounds. Unlike the son, Clem Hanin was a bit of a rogue as a yachtsman.

"My Dad loved the water, and he loved to fish. But you can't say that he ever kept his boats in great condition," Hanin said. "If it was a choice between working on the boat and fishing, he went fishing. He got towed in so many times by the Coast Guard that they got to

know him by his first name. To this day I don't know if he staged his bum engine so he only had to pay for fuel one way."

Stanley Hanin's first boat was a wood 43-foot Matthews, which was 15 years old when he bought it. He jokes that he returned to boating, "because I was sick of losing bets on the golf course" and because he saw boating as a chance to bring his family closer together. "If my father had exposed me to flying, I probably would have bought an airplane." Unlike his father, though, he was determined to immerse himself in the finer aspects of boating and seamanship. To this day he and Frannie run their boat without aid of captain or crew. His first act as a hands-on boatowner proved a strong bit of negative reinforcement. He changed the oil in the Matthews' old engines—using high-detergent oil. "They never ran the same after that," he laments. He sold the *Altisa II* after only three months and in 1970 bought a 50-foot, two-year-old Hatteras. "That was when I really fell in love with boating," Hanin says.

In 1973, Hanin sold *Altisa III* "as a preparation to going broke." The next seven years were lean, boatless years for Hanin. He was divorced, he moved to Florida, he started and lost a motorcycle business, and started a tire company.

But even without a boat, Stanley was able to hone his skills and spend a fair amount of time on the water. He started running ads in such places at the *Wall Street Journal* offering to



Note the lowered windscreen on the customized flybridge

Altisa's bridge is well equipped with the latest electronics including a full-blown fuel monitoring system.



move people's boats for expenses only. This proved to be a nice way to get low-cost vacations on the water with Frannie. They even delivered one boat up the Mississippi River, an experience they said they likely never would have had on any of their own boats since they are kept on the East Coast.

The tire business proved a much more successful venture than the motorcycle company, and in 1980 Stanley and his new bride, Frannie, were ready to reclaim a bit of fiberglass waterfront. Throughout those lean years, Hanin said, his goal was to buy the boat he had to sell when things turned sour on him. It became for him the abiding symbol of his return to fiscal security. *Altisa IV* was a 1977-vintage 58-foot Hatteras yachtfish, which was followed in three years by *Altisa V*, a 61-foot Hatteras motoryacht, which they bought new. "We had five *super* years on that boat," Stanley said. "We really loved her," Frannie added, "but we really wanted something faster."

In 1986, Frannie and Stanley were laid up in Coinjock, North Carolina, waiting out a storm. They decided to spend a day visiting the Hatteras factory in New Bern. There, they met with then-sales manager Don Farlow. They explained the kind of boat they wanted, a

65-foot motoryacht with 24-knot cruising speed. "He told us, 'We don't have such a boat,' " Stanley said.

Frannie said the conversation was a bit of a blow. "Being a Hatteras owner," Stanley added, "I wanted to stay with them. I was very happy with the quality of their people, their service and the quality of the boats they build."

About a month later, the Hanins visited the Hatteras booth at the Ft. Lauderdale Boat Show. "They were waiting for us," Frannie said. "By then, they had decided they could build the boat." Stanley said, "I think they did some research and found there are a lot of people out there like us, people who like to run their own boats and would enjoy more speed out of them. I think they probably decided they might start losing some customers if they didn't offer options."

Ken Kranz, marketing director at Hatteras, said the company took a conservative view of the project at the start in

order to make "darn sure" the package would provide the Hanins with what they wanted. "We needed to determine whether the boat could take the additional power from a performance and handling point of view. And that took some research," Kranz said.



Altisa VI is the fourth Hatteras Stanley Hanin has owned.

Altisa's flybridge was widened for more comfortable entertaining. The mast raises and lowers hydraulically.



But the yacht also represented to Hatteras additional proof that they are capable of bending to a client's wishes. This is a significant point for Hatteras in view of its ongoing plans to start producing large, semi-custom motoryachts. A 92-foot yacht will debut this October, and a 112-foot, three-deck Hatteras megayacht is scheduled to drop in the water in the fall of 1990, about six months after the second 92.

"For those clients who are interested in additional speed," Kranz said, "we have the engineering capability and flexibility within our production systems to provide higher-horsepower engines in our current line of hulls."

The Hanins ordered *Altisa VI* through Hutch Hutchings at Allied Marine in Miami. Shortly afterwards, they inter-

viewed Susan Puleo and the *Altisa VI* team suddenly was complete. "We hit it off immediately," Frannie said. "We discovered we could read each other very well. We really had no tears doing this boat. In fact, we ended up having a lot of fun. Never once did I feel I was pushed into anything. Susan was always saying, 'What do YOU want, Frannie? What do YOU like?'"

Stanley quipped, "I gave my wife an unlimited budget on this boat, and she exceeded it." In a more serious vein, he said he was against hiring an interior designer and space planner. "It's not my style to pay somebody to advise me."

In retrospect, he looks upon the Puleo collaboration with awe. "Now, not only would I do it again, I wouldn't do it without Susan. There isn't one element of this boat that she

Changes in Altisa VI's master stateroom include larger side ports (hidden behind the remote-control, electrically-operated curtains) and lower side counters.

did not influence," says Hanin, who likes to describe Puleo as an "architectural designing engineer."

Puleo's contributions to *Altisa VI* include two major changes to the salon. She switched the position of the aft deck door with the large salon picture window, which created a large and comfortable seating area between the companionway steps and the after end of the salon. She also lowered the picture window, adding light and airiness to the salon, and making it easier for guests to see out of the window while seated.

Puleo trebled the number of lights on the boat, and re-designed the air conditioning ductwork in the master stateroom to allow the counters to be lowered. At the same time, she specified larger side ports. Together, these changes add considerable brightness and cheeriness to the stateroom. Other changes specified by the Hanins included raised pilot-house seating with remote autopilot control so the helmsman can steer while seated, custom navigation station and extensive electronics — including a full fuel monitoring system — which were installed at the Spencer yard in West Palm Beach. On the flybridge, the windscreen was lowered and the entire flybridge area widened.

Dick Moore of Marquipt in Pompano Beach drew a custom mast, which can be raised or lowered hydraulically. Hanin added the final touch in the flybridge, toning down bright standard lighting by painting the 24-volt mast lights himself with heat resistant paint after discovering that 24-volt lights aren't available in colors.

The galley includes a Jenn-Air stove and Avonite counter tops, and another Puleo touch—raised galley bench seating that permits diners to see out the windows while seated.

Altisa VI's speed was increased primarily by installing a pair of Detroit Diesel 12V-92TAs in place of the standard 12V-71TA power plant usually provided.

The hull laminate was reinforced around the engine bed to accommodate the larger engines, Hanin said. In addition, struts and shafts had to be beefed up. In order to dampen noise and vibration, an underwater muffler system was installed that kicks in at 1500 rpm and increases in volume as engine speed is increased. In addition, Bruce Angel, chief engineer at the High Point factory, installed in the Hanin boat a special hull vibration dampener that was developed to com-



bat the unpredictable problem of cavitation, which exists on all high-powered boats.

Hatteras doesn't like to talk about the details of the system developed over the last eight years, which essentially funnels air between the hull and props when the hull is up on plane. Special credit, Hanin said, must go to Ben Snead at Hatteras, the man who replaced Farlow as sales manager. As project coordinator, Snead went the extra mile. "I don't think the

job would have gotten done without him," Hanin said.

Of course, not all these changes were instituted without a bit of on-the-spot factory improvisation. When the hull was first dropped in the water, for example, a number of thru-hull fittings were found to be under water and had to be raised. By the end of the project, *Altisa VI* had more change orders than any other similar-size yacht Hatteras had ever built.

Still, the attitude at the factory remained supportive and friendly. The Hanins spent a great deal of time last summer watching the boat come together and being on hand to answer questions and give direction when necessary. "I must have read five books at the factory," Frannie said. "But you know, the people working on the boat became our friends."

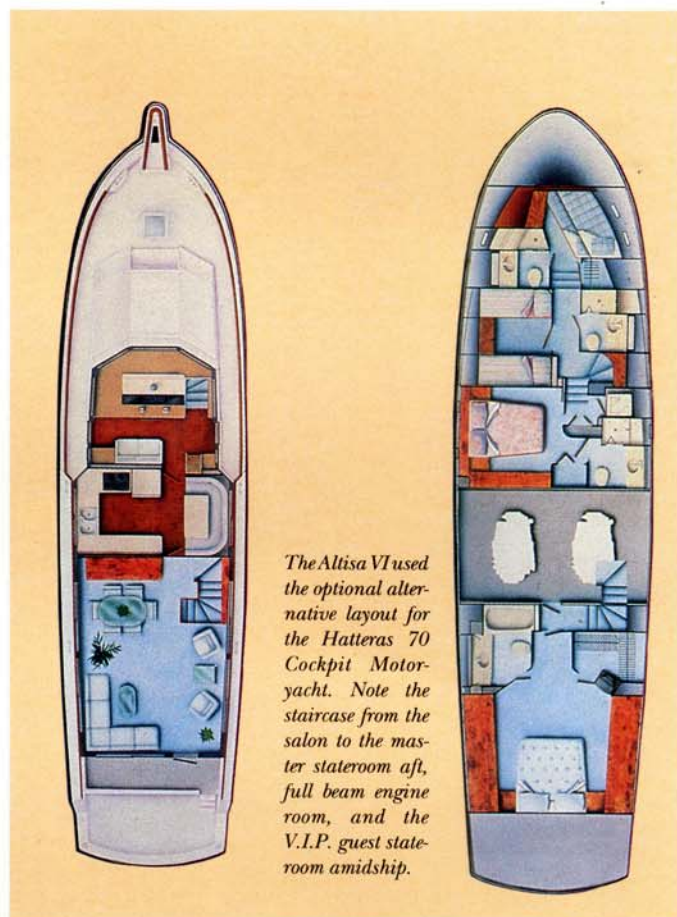
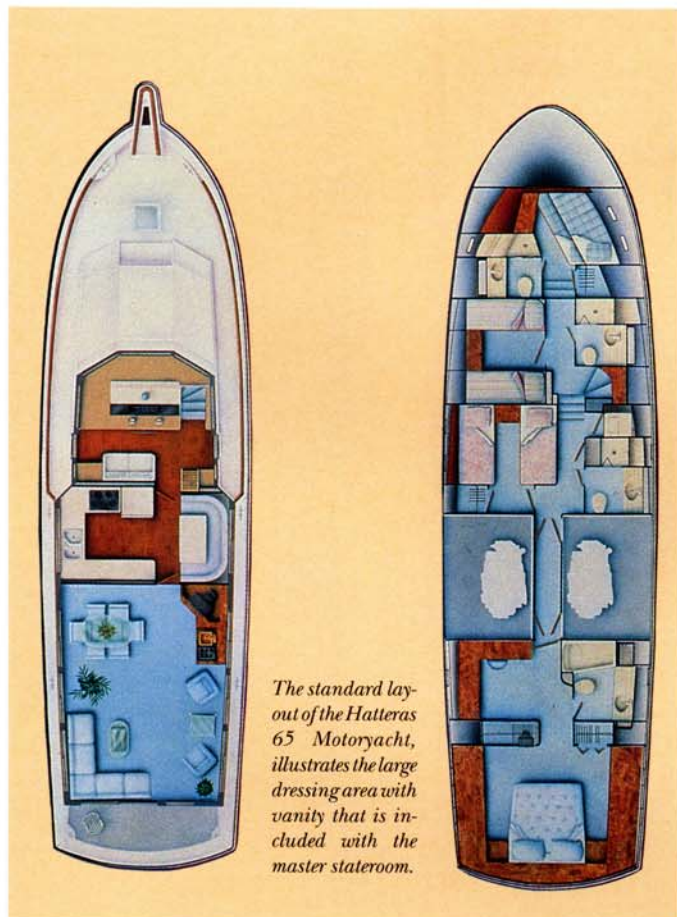
Stanley said, "As an owner-operator, there were a number of things I told Hatteras I had to have. I can honestly say that there wasn't anything—within reason—that I wanted that they wouldn't do." Other Hanin touches include a unique oil reservoir system that allows him to add or change engine oil easily, and such things as re-engineered air conditioning strainers that are easier to change. Even bilge hatches were customized to be hidden and yet accessible under the carpet.

"I've been buying Hatteras' for years," Hanin said. "Obviously, I like their quality. But I know that for any boat I buy, it will take six months to a year to work out all the bugs. The main reason I've been happy with Hatteras over the years is a guy named Ray Myers who handles all the company's warranty work. Myers has eight famous words: 'Get it done and send me the bill.' Ray backs up everything they do. He makes everyone else at Hatteras look good."

With all his special requests, why didn't Hanin build a custom yacht? "You know, I think it would have been less expensive to have built her in a custom yard. What Hatteras offered was comfort and peace of mind. That's worth everything to me," Hanin said. □

HATTERAS 65'

Altisa VI



S P E C I F I C A T I O N S

Length Overall:	65'10"
Beam:	18'2"
Draft:	5'8"
Freeboard — Forward:	8'9"
Freeboard — Aft:	6'3"
Headroom Most Areas:	6'7"
Freshwater Capacity:	351 Gals
Fuel Capacity:	1,171 Gals
Weight Displacement:	94,300 Lbs
Height Above Waterline to Top of Flying Bridge Windshield:	19'3"
Height Above Waterline to Top of Arch:	21'3"
Standard: Twin D.D. 12V-71TA Diesel Engines 770 SHP	
Altisa VI Engines: Twin Detroit Diesel 12V-92TAs	



Hatteras

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