

PRESS RELEASE

NEW HORIZONS FOR THE FRANCK ROY SHIPYARD

FRANCK ROY SHIPYARD
18 NOVEMBER 2019

Romuald Tuffery, a 24-year-old Vendée entrepreneur, has just acquired the Franck Roy Shipyard. Previously located in Marsilly near La Rochelle, the shipyard manufacturing exceptional sailing boats has moved to Les Achards in Vendée.

Franck Roy created his shipyard 20 years ago and it has now become emblematic. Since then, more than 200 boats have been born, all unique. His trademark? Traditionally designed vessels, magnificent imported woods, finishes worthy of the most beautiful luxury items, but above all, the desire to build the boat of each customer's dreams, combining performance and look, whatever their aspirations and size.

A few months ago, Franck Roy decided to bow out after these 20 years' passionate work. He wanted to sell his business to a buyer who would preserve its spirit as a "small traditional shipyard".

**a DATE
FOR YOUR DIARIES**

**7 TO 15 DECEMBER 2019
NAUTIC BOAT SHOW**

The Franck Roy Shipyard will be exhibiting at the Nautic Boat Show from 7 to 15 December 2019 at Porte de Versailles in Paris. He will exhibit a Monotype d'Arcachon, a Joli Morgann and a Solenn Day 27.

**7-15
DEC 2019
PARIS**
Porte de Versailles

Nautic



THE MEETING

Romuald Tuffery, founder and director of West-Info, fell in love with his models, when they were exhibited at the 2018 Nautic boat show in Paris. Several hours spent discussing the company's history and the planned sale with Franck Roy didn't leave the young entrepreneur unmoved. A few weeks later, he visited the shipyard and immediately saw development potential within his grasp. Very quickly, he got involved and drew up his takeover proposal. The plan: process modernisation, relocation to the Vendée region and international sales, but, above all, preserving the know-how and DNA that define the Franck Roy Shipyard. The sale was completed on 4 November 2019.



ABOUT THE FRANCK ROY SHIPYARD

The Franck Roy Shipyard has a strong identity originating first and foremost from its founder's passion, but also from the spirit of its architects, such as Alain Mortain, Yannis Mavrikios and Jean-Yves Manac'h. They strive to design exceptional models for the greatest enjoyment of passionate customers. Every day the challenge leads to creating truly unique bespoke pieces, continually pushing back the boundaries of creativity and aesthetics. The shipyard offers a wide range from small dinghies to comfortable habitable 42-footers. Most of the hulls are made of polyester, but the finishes are made of wood and the accommodation meticulously tidy. The catalogue includes many classes, some inspired by updated older models: the Nantucket Cat Boat, Monotype d'Arcachon, Loup, Morgann and Joli Morgann, Balkis and the Solenn range.

THE YARD MOVES TO VENDÉE

A few days ago, the Franck Roy Shipyard left Marsilly (Charente-Maritime) for Les Achards (Vendée), a few kilometres from Les-Sables-d'Olonne. Romuald Tuffery tells us: "I wanted to bring the two companies together to make their management easier. Some of the existing employees live in the area, which confirmed my decision. In addition, Les-Sables-d'Olonne and more generally Vendée are very dynamic in the nautical sector and several suppliers are located in Les Achards. We are moving into premises previously occupied by joinery, the charm of the wooded facade and the building's large floor area make it an ideal place to house the business". The relocation entails slight internal restructuring: hiring apprentices familiar with the shipyard and the return of a former workshop manager. Employees who have not followed the company are already making new plans.



HANDING DOWN TRADITION FOCUS OF THE PROJECT

The founder will remain very involved in ongoing projects to ensure the best handover and to keep track of those for which he was the main customer contact. Franck Roy approaches the handover calmly: "The team already works independently in the workshop, and with Antoine at the helm I am confident. We have been working with Romuald on the current projects for several months, I will disappear gradually until the boats are delivered. All the same, I am remaining as a consultant if they need me; in particular, I'll be there to outline the future of the range".

ABOUT ROMUALD TUFFERY

Romuald Tuffery was trained in Electronic & Digital Systems (specialised in Embedded Industrial Electronics) and created West Info in 2013 when he was only 18 years old. Self-employed for 2 years then reclassified as private limited company (SAS) when the business volume increased, the company continued to grow until it reached 22 employees in 2019 and turnover of more than €1.2m. West Info specialises in providing IT services throughout Europe. They provide installation, maintenance and supervision services for IT systems and networks. Backed by his experience with customers of demanding luxury brands, Romuald confidently understands taking up the torch.



After his meeting with Franck Roy, Romuald became interested in Vendée shipyards and offshore racing. Furthermore, he decided to follow Benjamin Dutreux in his quest for the 2020 Vendée Globe on his 60' IMOCA Water Family yacht. In addition to traditional sponsorship, the company is supplying and developing embedded IT solutions suitable for offshore racing conditions. By this means, Romuald wishes to be involved in all aspects of the nautical sector, in which he is very interested.

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