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Viam and Viking Yachts Announce Robotic Sanding Partnership

Viam's solution enables more consistent and efficient fiberglass sanding, addressing a major manufacturing challenge across marine and other sectors



Fiberglass sanding is a vital but labor-intensive and time-consuming aspect of marine manufacturing. The process requires specific protective equipment and extensive training, posing operational challenges for manufacturers and workers. Traditional sanding robots rely on rigid, pre-programmed paths and struggle to manage the complex shapes of custom yachts. The Viam platform provides skilled judgment that allows robots to adapt in real time, ensuring consistent finishes across a range of yacht sizes and types.

"Our partnership with Viking represents a major innovation around one of the most challenging aspects of marine manufacturing," said Viam Founder and CEO [Eliot Horowitz](#). "We've taken a time-consuming, resource-intensive process and made it resoundingly more efficient and scalable."

Founded in 1964 by the Healey family, Viking has earned its reputation as one of the marine industry's most respected companies through a unique combination of experience, craftsmanship and innovation. The vertically integrated operation provides a real-world example of major marine industry trends. The shipbuilding and marine robotics sector was valued at \$1.26 billion in 2022 and is projected to grow significantly over the next decade as manufacturers make new investments and advanced technology is more readily adopted. The partnership will roll out in July and positions both companies at the forefront of an industry transformation that prioritizes worker safety and smarter production methods to achieve the highest levels of quality.

"This is about improving the way we build boats," said Pat Healey, President and CEO of Viking Yachts. "We've always embraced innovation that makes us better. If robotics can help our team work smarter, faster and more efficiently, then it's worth the investment."

Eliot Horowitz will discuss the partnership during a session at Capitol Hill Ocean Week on Wednesday, June 4, in Washington, D.C., entitled "Emerging Ocean Economies: Innovation Driving Conservation Outcomes." Co-hosted by Viking, the panel will explore how companies like Viam and Viking are using technology to enhance ocean stewardship and support the marine industry overall. The discussion will also spotlight the work of the Whale and Vessel Safety (WAVS) Taskforce, a Viking-led initiative developing real-time whale detection technology to protect marine mammals and improve boater safety.

In addition to Viking Yachts, Viam's customers in the marine space include Kongsberg Discovery, Digital Yacht, Canyon Runner, and GOST. Viam's technology is applied across sectors, including manufacturing, food and beverage, sports and entertainment. The company was launched in 2020 by Eliot Horowitz, former co-founder and CTO of publicly traded database giant MongoDB, and closed a Series C funding round earlier this year.



Viking Yachts is a global leader in sportfishing and cruising yachts, with 1 million square feet of manufacturing facilities in New Jersey.

About Viam

Viam helps companies unlock the power of AI, data and automation in the physical world. We provide a single platform for engineers of all disciplines to solve problems together and build solutions that are fast and future-proof. Viam powers solutions across robotics, food and beverage, climate tech, marine, industrial manufacturing, and more. Founded in 2020 by former MongoDB co-founder and CTO Eliot Horowitz, Viam is headquartered in New York City. viam.com

About Viking Yachts

Established in 1964 by brothers Bill and Bob Healey in New Gretna, NJ, Viking, along with its subsidiary Valhalla Boatworks, is a global leader in semi-custom luxury sportfishing and cruising yachts. Viking has delivered nearly 6,000 yachts to date, with current models ranging from 28 to 90 feet, with the vast majority of each yacht built in-house to ensure superior quality and uphold a commitment to craftsmanship, innovation and excellence.

vikingyachts.com

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