

# The Crew

ISSUE 73  
EARLY SUMMER 2015

CAREER • TRAINING • TECHNOLOGY • MONEY • OPERATIONS • ADVICE



# REPORT

## NEW BLOOD

Today's engineers discuss how we can attract new, skilled engineers to this industry and tackle the shortage.

## TENDER OPERATORS COURSE

We look at the pros and cons of the new PYA and RYA Superyacht Tender Operators course.

## 007

The captain of *S/Y Regina* – star of *Skyfall* – on working with both a yacht crew and a film crew.

## SUPPLY AND DEMAND

Will we have enough qualified captains to skipper the influx of superyacht deliveries over the next few years?



# MESSAGE FROM THE EDITOR

## WALKING THE DOCKS

As we enter the spring show season, we are all prepared for busy docks with fresh-faced newbies ready to give yachting a go. Lulu Trask suggests those already on board should alter the way they look at dockwalkers, and that by paying them a little bit more attention we could significantly ease the expected pressure on the industry's supply and demand of crew over the next few years.

It's that time of year – green crew everywhere you look and dockwalkers galore. As we enter the spring show season, people brand new to this industry are landing in Antibes, backpack on, optimistic and ready for a new challenge. Soon the docks will be swarming with eager eyes, big smiles and CVs – and it's safe to say there will probably be more of all these than you've seen before.

With the superyacht industry becoming ever more accessible thanks to improvements in technology, social media and the press, so many more are aware of this industry and want to have their slice of the pie. And this is not a bad thing. In issue 70, I declared that the industry will need some 14,000 new crewmembers by 2020. We can't expect all of these new entrants to come from the docks – that's exactly why, with our sister website and recruitment portal *SuperyachtJobs.com*, *The Crew Report* is working on innovative ways to introduce suitable candidates to this industry at a young age. But with so many walking the docks these coming months, it is a fantastic opportunity to start upping crew numbers.

In the past, I think captains and senior crew have viewed dockwalking as a great way of getting some dayworkers in before the boss returns to the boat or before

the boat gets ready for one of the Med shows – and there's nothing wrong with that. But this year I ask you to view those new hopefuls you see on the docks as possible candidates for a long-term career in yachting. Rather than asking yourself, "Will this person do for a few days?" why not ask, "Could this person be suited to a career in yachting?" By asking – and answering – this question, you will be offering suitable crew a foot in the door of an industry that, despite supply and demand issues, is notably difficult to get into.

Understandably, with no yachting experience on a CV, that crewmember will be more of a risk and it's easy to understand why those standing on the passerelle will choose dayworkers with previous experience on yachts. But we need to give green crew an opportunity. We shouldn't be making it difficult for people showing passion for this industry to get a few days' work on board. A number of captains agree – I met one who said that when it comes to hiring dayworkers he hires only green crew, knowing from his own experience how difficult it can be to get that first day of day work on a CV which, in turn, will make getting those next days of work an awful lot easier.

You will be offering suitable crew a foot in the door of an industry that, despite supply and demand issues, is notably difficult to get into.

This is a busy period of the year and captains won't always have the time to filter through CVs when it comes to doing two days' work on board. But we need more crew and if we engage with those on the docks – people who have turned up to one of yachting's hotspots with a passion for the job, even at this very early stage – we will ease the pressure of scrambling to find anyone and everyone to work on board over the next few years. ■

TO COMMENT ON THIS ARTICLE, EMAIL [LULU@THESUPERYACHTGROUP.COM](mailto:LULU@THESUPERYACHTGROUP.COM) WITH SUBJECT: TCR 73 INTRODUCTION