

The Crew

ISSUE 77
SPRING 2016

CAREER • TRAINING • TECHNOLOGY • MONEY • OPERATIONS • ADVICE



REPORT

YOU'RE FIRED

How do you instill confidence in prospective employers when you've been let go?

BETTER WITH AGE

What options are there for starting yachting in later life? We speak to two chief stews who began yachting after 50.

THE BIG LIST

Our survey results show your top recruitment agencies and training providers.

SALTY SEA DOGS

Is it easy having animals on board? Captains share their experiences of cruising with four-legged friends.



WE DON'T MAKE YACHTS.
WE MAKE YACHTS FUN.



FUNAIR[®]

INFO@FUNAIR.COM

LUXURY *Yacht* GROUP



The best crew
have discovered Luxury



GLOBAL REPRESENTATIVES

FORT LAUDERDALE: +1 954 525 9959 | ANNAPOLIS: +1 443 808 0717 | SAN DIEGO: +1 858 224 2789
AUCKLAND: +64 (0)9 282 4530 | ANTIBES: +33 (0)489 120 970
MALLORCA: +34 (871) 151211 | UNITED KINGDOM: +44 (0)238 000 9959

Contact us at crew@luxyachts.com | www.luxyachts.com



A Training Provider that undertakes Training Needs Analysis and Plans for Crew and who will formulate a package of courses and modules for the Student that meets their individual needs.

Oral Preparation for Deck and Engineer Orals a speciality, with a high pass rate on first attempt!

- OOW <3000gt Modules
- Master <500gt 5 day Modules
- MCA Celestial Navigation Revision Course
- Y4 & Y3/2 Chief Engineer Modules
- Master <200gt, <500gt, <3000gt, OOW and Engineering Oral Preparation Courses
- STCW Basic Safety and H.E.L.M. Courses
- MCA 30 hour Approved Engine Certificate
- MCA EDH Course
- Ship Security Officers Courses
- MCA Yacht Rating Certificate
- RYA Shorebased Courses including Ocean
- All RYA 1 Day courses
- PYA GUEST Interior Training
- Mini ISM and Technical Superintendent Service
- Ships stores service specialising in charts, hydrographic publications, technical books, deck and engine room log books, life-saving equipment, fire-fighting equipment, flags

JPMA NEED MORE INSTRUCTORS!

Essential requirement for Engineers is at least an STCW OOW(E) or Y4 (Yachts) CoC and for Deck is at least STCW OOW (Unlimited) or Master <200gt (code vessels) or OOW <3000gt (Yachts) CoC. Please email your CV to apply.



Marine House, 86a Market Street,
Hoyle, Wirral, Merseyside,
CH47 3BD United Kingdom.

Tel: +44 (0) 151-632 4000

Tel: +33 (0) 970 449 543

Skype: johnpercivalmarineassociates

E-mail: purser@hss.ac.uk

Web: www.sailorsworld.co.uk

Win a GoPro Hero camera
in our 'Safety Selfie'
competition!

The Crew REPORT

CAREERS • TRAINING • TECHNOLOGY • MONEY • OPERATIONS • ADVICE

EDITORIAL

Editor: Lulu Trask

lulu@thesuperyachtgroup.com

Group production editor: Rebecca Dark

rebecca@thesuperyachtgroup.com

Production manager: Felicity Salmon

felicity@thesuperyachtgroup.com

Designer: Darren Rapley

darren@thesuperyachtgroup.com

COMMERCIAL

Chairman: Martin H. Redmayne

martin@thesuperyachtgroup.com

Commercial director: Roland Archdall

roland@thesuperyachtgroup.com

Group account director: Andy Howell

andy@thesuperyachtgroup.com

Account director: Phoebe Jackson

phoebe@thesuperyachtgroup.com

Account manager – Italy: Luciano Aglioni

luciano@thesuperyachtgroup.com

Account manager: Sean Brown

sean@thesuperyachtgroup.com

Account manager: Charles Finney

charles@thesuperyachtgroup.com

Account manager: Mark Henthorne

mark@thesuperyachtgroup.com

Account manager: Suzie Hine

suzie@thesuperyachtgroup.com

Account manager: Nick Shrimpton

nick@thesuperyachtgroup.com

Account manager: Jonny Sutton

jonny@thesuperyachtgroup.com

Production controller: Gemma Cassidy

gemma@thesuperyachtgroup.com

Sales Assistant: Lorna Moss

lorna@thesuperyachtgroup.com

To receive your copy contact the following: info@thecrewreport.com

Tel: +44 (0)207 924 4004

Fax: +44 (0)207 924 1004

The Superyacht Group, Lansdowne House,
3-7 Northcote Road, London SW11 1NG, UK.

www.TheCrewReport.com

Cover image: Francois Brand, deckhand (photo competition winner)



FOLLOW THE CREW
REPORT ON TWITTER
@THECREWREPORT



LIKE THE CREW
REPORT ON FACEBOOK
THECREWREPORT.COM



JOIN THE CREW
REPORT GROUP
ON LINKEDIN

RECEIVE THE CREW REPORT'S E-NEWSLETTER -
VISIT WWW.THECREWREPORT.COM



Keep updated about the latest jobs
in the industry and apply on the
go with our Superyacht Jobs app
from iTunes

The Crew Report is published by TRP Magazines Ltd and is a supplement to The Superyacht Report. Copyright TRP Magazines Ltd 2016. All Rights Reserved. TRP Magazines is a division of The Redmayne Publishing Company. The entire contents are protected by copyright Great Britain and by the Universal Copyright Convention. Material may be reproduced with prior arrangement and with due acknowledgement to TRP Magazines Ltd. Great care has been taken throughout the magazine to be accurate, but the publisher cannot accept any responsibility for any errors or omissions which may occur.

The Crew Report (ISSN: 2054-3271) is published five times a year by TRP Magazines Ltd and distributed in the USA by Mail Right International, 1637 Stelton Road B4, Piscataway, NJ 08854. Periodicals Postage Paid at Piscataway NJ and additional mailing offices POSTMASTER: Send address changes to The Crew Report C/o 1637 Stelton Road, B-4, Piscataway NJ 08854.

The Crew Report is printed by accredited FSC printers on Essential Silk, which is certified in accordance with the Forest Stewardship Council (FSC).



Join the best trained crew

We train crew for

ANY SIZE

vessel



150GT



300GT



500GT



3,000GT



9,000GT



(but we don't train crew for subs...)

Deck and engineering yacht certification (3,000GT); unlimited certification; interior and hospitality (PYA); STCW safety courses; bridge and engine room simulation; scaled model ship handling; professional development programmes; on board training and consultancy.

Find out more:

www.warsashsuperyachtacademy.com



Part of Southampton
Solent University

CONTENTS

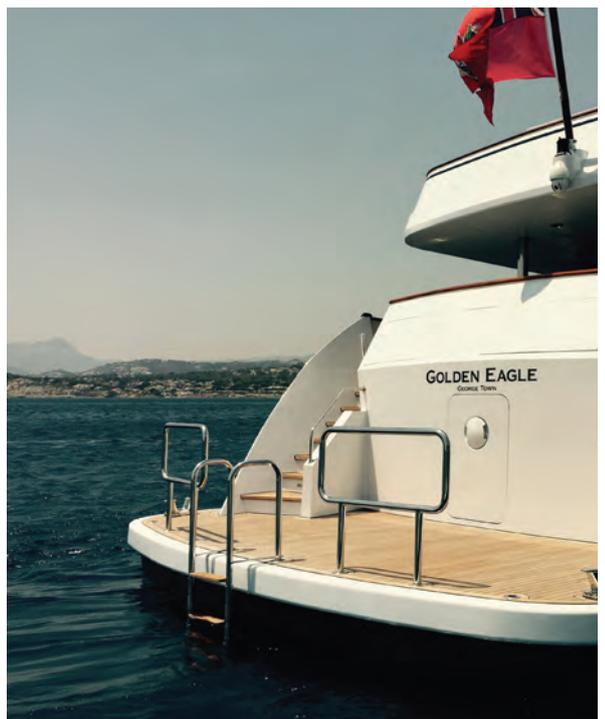
REGULARS

- 6. Contributors
- 8. Message from the editor
- 10. Letters to the editor
- 69. Directory
- 76. The Crew Mess



CAPTAINS

- 12. *Captain's column: The mortgage millennials*
Do we need to offer new financial incentives to new crew?
- 14. *Captain's column: The first-time captain*
Are we preparing first-timers for the paperwork-heavy task ahead of them?
- 16. *Captains' comments: The old days of yachting*
Five captains take a walk down memory lane and recall the best parts of their job.



NUTS AND BOLTS

- 52. *Love me tender*
A look at where crew maintenance fits into the design of today's tenders.
- 62. *A golden oldie*
Golden Eagle's two-week-turned-eight-month refit, in the captain's own words.



BURNING ISSUES

- 34. *"Where are the quality employers?"*
Is there an irony in calling for quality crew if those employing them aren't quality employers?
- 44. *Another year bolder*
We speak to the chief stew who, at 51 years old, decided to enter the world of yachting for the very first time.
- 58. *The great divide*
Are crew benefiting from better conditions on charter yachts than private yachts?



TRAINING
AND
RECRUITMENT

- 28. *Golden Ticket Trilogy Part III: Training and recruitment*
The top training and recruitment providers, rated by you.
- 50. *It's not my fault!*
How to convince future employers of your credibility after having been fired.



WHAT ELSE?

- 22. *Salty sea dogs*
Four-legged friend or pestilent pet? A look at the logistics of having animals on board.
- 38. *In safe hands*
A summary of the latest and most advanced safety products on the market.



Fiona's Atelier

Interior & Outdoor Furnishings for Yachts
OWNER SUPPLIES - INTERIOR PURCHASING
DECK FURNISHINGS - NEW BUILDS - CREW WEAR



CONTRIBUTORS

CAPTAIN SIMON JOHNSON

Simon has been working on superyachts for the past 20 years, most recently on M/Y *St David* and M/Y *Lady Lau*. Simon is passionate about the traditions of yachting, and when he's not on the water you'll find him in the skies in his classic planes.



WILL MATHIESON

Newly elected to the International Superyacht Society Board of Directors, and editor of *SuperyachtNews.com* and *The Superyacht Report*, Will is always on the pulse of the latest industry news and opinion.



CAPTAIN DAVID CLARKE

David has spent 15 years as a captain of superyachts up to 73m. More recently, he established the Superyacht Operating Systems Free Document library and paperless ISM management system app Total Superyacht Checklist.



BRYONY MCCABE

Based in Palma, Bryony is The Superyacht Group's Mediterranean editor. A sailing fan, you can usually find her on the high seas or at a superyacht regatta.



CAPTAIN MIKE CONQUEST

Mike's in his sixth year as captain of Picchiotti's 46m *Golden Eagle*, based in Porto Montenegro. Last year the yacht finished an eight-month refit, so Mike's now happily back sailing between the Med and Caribbean.



ANDREW JOHANSSON

Editor of *SuperyachtDesign*, Andrew is the group's longest-standing journalist and resident Swede. He also happens to be an expert on all things design, while his tenders and toys knowledge is pretty impressive too.



LAURENCE LEWIS

Founder of YPI Crew, Laurence Lewis has been on the recruitment scene for 20 years. Laurence regularly advises crew on the latest recruitment trends in *The Crew Report* as well as sharing her advice via videos on the YPI Crew YouTube channel.



superyacht
Tenders & Toys®

all your **tenders**, all your **toys**



NEW BUILD PACKAGES | DELIVERY | AFTER-SALES | BROKERAGE | SLIDES | JETSKIS | SEABOBS | FLYBOARDS | & LOTS MORE

Contact | UK: +44 2380 01 63 63 | FR: +33 489 733 347 | US: +1 954 302 9066
email: info@superyachtendersandtoys.com | www.superyachtendersandtoys.com



OUR AREA OF EXPERTISE



www.helidecks.co.uk

MEESA EGYPT

YOUR SUEZ CANAL YACHT AGENT



The right people in Egypt

- Suez Canal Yacht Agent
- Port and Marina Agent (Sharm Elsheikh - Hurghada - Alexandria - Marsa Alam)
- Bunkering
- Crew change

www.meesaegypt.com
info@meesaegypt.com
Tel: +20 122 345 1258



Capt. Yasser Gamal
Your contact person for Suez Canal transit

Efficient. Connected.
Working together.

We understand the mechanics of team building.



VPI
CREW // Your partner in recruitment

Stay connected.
Please visit our Antibes office.



上

世

了

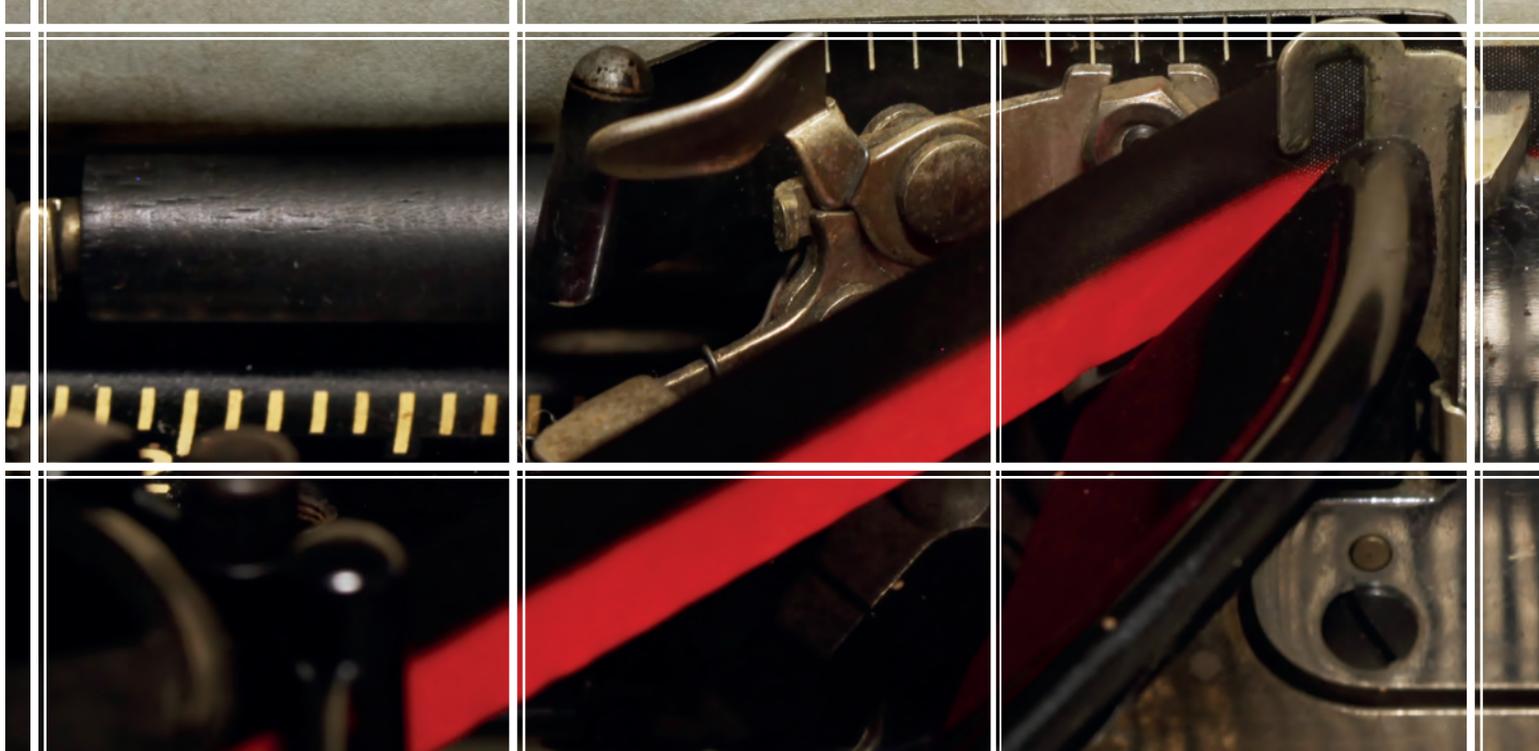
了

世

致

致

to the editor



MORE MENTORING

If large-yacht captains were more forthcoming with information and involved the crew more, rather than withholding information as a form of power play, we wouldn't make comments about there being no mentoring in our industry. I was fortunate enough, when coming up the ranks, to be given opportunities to drive, fill in as relief captain and take on a role with more responsibility. As a result, I freely advocate that my chief officer and second officer/bosun should be given the opportunities to manoeuvre the vessel, take on some of the navigation responsibilities, help plan training drills and briefings and undertake passages in elevated positions.

We have a terrible record for crew retention in our industry. If more boats developed an atmosphere that fostered mentoring, learning and skills training, and improved leadership, we would be able to start reducing the turnover rate of junior crew. **One of the issues I see as a contributing factor to the poor retention of junior crew is the quality of people we are promoting to department heads.** Many are very good at the work and have the skills for the job, but they have no organisational or leadership skills. While the industry has tried to address this with the HELM courses, my experience suggests HELM does not teach leadership qualities, but rather concentrates on the laws and regulations.

I was warned by several of the old-school captains I worked for that the majority of the captain's role was managing crew. Why is it that our required training devotes little or no time to learning how to do that?

Captain Andrew Johnstone

IT'S TIME TO GET YACHT-SPECIFIC

I've been at the blunt end of training fees, having had only two of my many (I think something like 20) STCW short courses paid for by the vessel. I still can't blame the training providers for the number of courses and their structure. They are a business and need to make some money but, at the same time, they do have relatively good competition in these areas, so prices don't sky rocket.

I think **the main problem is the content that is forced upon the training providers by bodies such as the MCA.** I realise that certain standards need to be met, but when the work involved varies so much across the marine industry, trying to fill five days with everything that needs to be covered, and then trying to make it more yacht-specific, can sometimes be a challenge.

I'm thinking of the now-mandatory EDH. I had to do this just before my OOW. Yes, I learnt some fun facts about cargo loading, but I have to ask myself: did I feel like I got £750 worth of knowledge? The answer is definitely no.

I think the solution for a lot of these issues could simply be to come up with yacht-specific short courses. If you are going to make the end qualification limited to yachts, then why not also make some of the courses limited to yachts? Then you could take out some of the merchant syllabus that has no place in yachting and insert some useful skills, such as paint, varnish and teak treatment or fibreglassing skills.

Thomas Pratt, first officer

IS THIS A SUSTAINABLE INDUSTRY?

I believe the industry only has itself to blame for the lack of competence on the dock. Let's face it, a junior deckhand/stew will get, on average, €2,500 per month, probably only having a seasonal job for the first three seasons, and are asked to have their STCW, PB2, silver service, hygiene, security awareness and so on. These are all courses which cost between €1,000 and €2,000 for five days.

Salaries are going down on average, and have been for the past 10 years. Let's not forget that these young people have often had to 'invest' in outrageously expensive crew houses and fed themselves in very expensive areas, not to mention the cost of travel.

How is the system sustainable? The training schools are wondering how we can have more qualified crew. Really? No, **they are wondering what other courses they can sell us.** If the price of courses came down, the number of qualified crew would go up.

Anonymous captain

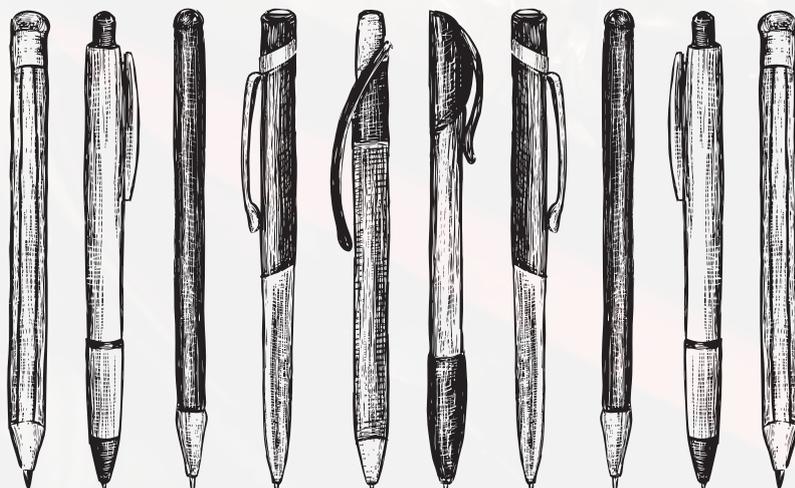
PLAYING CATCH-UP

The one thing that really sticks out in my mind is the difference in training and professionalism between the yachting world and the commercial mariner world. Yachting needs to grow up, and training is one step on this journey.

Another thing I see is that **owners do not appreciate or require training** – often there is no training budget. On the other hand, if I were to pursue any other profession it would be my own responsibility to pay for that education. The plus side is that my employer would value my training and education, and it would be a prerequisite for employment.

Unfortunately, most captains and owners do not value the training, so I understand why yachties question why anyone would bother with the trouble and expense. However, I think training is imperative to reach a level of professionalism. It is a concept that's time has come. If students are disappointed, they need to let us know what we could do differently to make it a better experience for them.

**Alene Keenan,
The Yacht Stew Guru ■**



HAVE YOUR SAY AND EMAIL
LULU@THESUPERYACHTGROUP.COM



**C
A
P
T
A
I
N
S
N
O
W
T
O
D
A
Y
M
O
R
T
G
A
G
E
M
I
L
L
E
N
N
I
A
L
S**

THE MORTGAGE MILLENNIALS

WORDS: CAPTAIN SIMON JOHNSON

Captain Simon Johnson considers the different requirements of the crew coming into the industry today, and how captains can please and keep them on board.

In order to keep crew, it is important to know how they have evolved to being who they are today. Centuries ago, crew recruitment was a swift process of being press-ganged – undesirable loners were snatched from the streets. Seafaring was a hard life and it involved many months away from family and friends (although, is it any different today?).

Some 30-something years ago, crew were backpackers gone posh. The select few saw this industry developing and honed their skills so that they were transferable. Then, just before the millennium, banks finally recognised that yachting was a salaried career of long-standing, and for the first time availed mortgages to yacht crew. Before then, you were considered of ‘no fixed abode’ and, without a substantial deposit, could not buy property. This may have been the first time that crew could start to build a meaningful career supporting their families ashore. This was great news.

With this, the adrenaline-driven passionate crew who hung in there because of the sheer love of what they did started to think about things a lot more, and they began investing in any course that came their way. The MCA was invented, and modules and orals peppered the new industry. Entrants started to realise that degrees and languages cut it too, and now, for the most part, we have a highly intelligent, skilled set of long-term, meaningful, dedicated career-minded professional crew.

Maybe some of the captains are older, but this is where we are today, so our approach must be new. This is the new philosophy. To keep crew is to understand that they are intelligent, ambitious and eager to learn. Behind them is a wish to be tied to mortgages and families; ahead of them they have investments and retirement. Crew are career-orientated at long last!

Crew want to build their careers to the highest level their brawn and brains can attain. They want to accumulate

This is the new philosophy. To keep crew is to understand that they are intelligent, ambitious and eager to learn. Behind them is a wish to be tied to mortgages and families; ahead of them they have investments and retirement.

knowledge, and they want to accumulate funds for a long future with mortgages and payment due dates. Owners want to keep crew turnover down as it costs so much for them. So the win-win must be training and pay scales, promotion and time off. These are the gently tweaked adjustments that can be made.

I see absolutely no reason why an owner can't buy into the idea of an automatic three per cent, say, above inflation, annual pay increase. We don't want good crew having to leave because their year-on-year salary is actually decreasing in real terms. Another way to reward crew is with a yearly bonus. This could take any form – it could be extra paid leave, or a 13th month, or both. Lastly, pick the best crew for their further training. Of course, owners get nervous that they spend their money on these courses and then when the crew are qualified, they leave, so I am saying to the crew, up your game and be more loyal.

Crew also have to be given real responsibility. For example, your first

officer is in charge of ISM and deck. It is their duty and you have to assume their intelligence and that they want to please – if they don't, then you have the wrong person.

I like my team to have a laugh. This settles in the new entrant from the bewildering set of expectations they feel they are under. I say to them, "When out of uniform don't talk about the boat. When around the mess table, talk absolute garbage!" ■

TO COMMENT ON THIS ARTICLE, EMAIL LULU@THESUPERYACHTGROUP.COM WITH SUBJECT: TCR 77 THE MORTGAGE MILLENNIALS

Just a
Reminder



YOU MIGHT NEED TO REFRESH YOUR STCW

STCW basic and advanced Firefighting & Sea Survival certificates over 5 years old must be refreshed before 31st December 2016.

Bluewater is an accredited MCA, RYA and SQA yacht training centre, offering courses in Antibes, Palma and Ft. Lauderdale.

Training can also be offered onboard for the entire crew.

Contact us today for career advice and course schedules.



Antibes: +33 493 34 47 73
Palma: +34 971 67 71 54
training@bluewateryachting.com
www.bluewateryachting.com

bluewater
ANTIBES • DAVOS • HONG KONG • MIAMI • MOSCOW • PALMA



**C
A
P
T
A
I
N
S
N
'M
S
N**

THE FIRST- TIME CAPTAIN

WORDS: CAPTAIN DAVID CLARKE

As more regulations are placed upon the superyacht industry, those crewmembers who joined when regulations were minimal will find themselves burdened with the task of dealing with all sorts of compliance when they reach the top of the ladder. Captain David Clarke questions whether the industry is preparing today's first-time captains for the paper-heavy task ahead of them.

What I am hearing from forums and industry peers is that the greatest complaint of crewmembers and captains concerns the amount of compliance regulations that have been placed upon them over the past 10 years. It started with ISM and ISPS; now it continues with MLC. They're easy acronyms to say, but when placed in a practical application on board a vessel, the paperwork that these regulations generate is tremendous and relentless every month.

Let's face it, the industry has been expanding at a rate that's great for everyone except for the owners of 40m superyachts. Because today, most 40m owners have a captain on board who is a first-time captain, as most of the five, 10 and 20-year captains are on the 60m, 80m and 100m boats. There are either not enough experienced captains in the industry to take up the 40m positions or a 40m captain is an older guy who has done his 80m big-boat time and has semi-retired: he's done the big show and now just wants a simple 40m gig in the south of France, where the boat goes out a couple of months a year and he's got his house at the back of Antibes. Of course, he's fully entitled to do this after so many years in the industry.

In some cases, the owner will say, "I don't want a big-boat captain because big-boat captains are set in their ways." This is particularly important to first-time owners with 40m boats: they want someone who's flexible, and that's what a first-time captain is – someone who's going to be flexible enough to do what the owner wants.

But the problem is that first-time captains don't always have the toolkit. They don't have all the operating documents and, unfortunately, in some cases they don't have the driving ability. And it's not their fault. I think it's down to us as an industry to help these guys succeed. From an industry point of view we have to understand who these people are. Today's first-time captains come from a very practical background. They've

As an industry we're failing these young captains. We expect them to go into that position as a first-time 40m captain and we expect them to succeed – and when they don't we judge them harshly.

been a deckhand, they might come from a family of mariners, they grew up surfing, fishing and sailing; they got a deckhand's job on a ferry or sailing yacht and not only did they fall in love with the ocean, they also found out they get paid for it. They then start to progress up the ranks, becoming very practical people: bosuns, first mates, chief officers. It's all very practical; they're cleaning, washing, driving tenders and navigating around the world using triangles and circles.

Then all of a sudden, after 10 years at sea, they get their first command. Twenty-nine-year-olds in command of a 40m yacht who have little administration and management skills, and sometimes even limited computer skills. So how does this practical person succeed in their first administrative and managerial job? Where do they obtain the ability and skill level needed to produce operating documents from scratch or even type at 40 words a minute? Under a good captain, a chief officer will undoubtedly get this experience, but there are all too many examples of chief officers not getting the opportunity from the mentor at the top of the ladder.

As an industry, we're failing these young captains. We expect them to go into that position as a first-time 40m captain and we expect them to succeed – when they don't we judge them harshly.

We as an industry should want to help the young captains succeed, not just expect them to and then be disappointed when they don't. Because if they succeed, their 40m owner will more than likely then buy a 60m because they've had a great experience on the 40m. If the owner has a great experience it means they had a captain who could administer and manage their boat. It also means they didn't go through five captains in two years and tell their buddies at the golf club, "This yachting industry's a joke, don't buy a motoryacht, no one knows what they're doing."

This is what happens if we don't help the young guys succeed; we fail the industry because these young captains are the future of our industry. ■

TO COMMENT ON THIS ARTICLE, EMAIL
LULU@THESUPERYACHTGROUP.COM
WITH SUBJECT: TCR 77 FIRST-TIME CAPTAIN

THE ONE AND ONLY SUPERYACHT APP FOR CREW



YACHTNEEDS

ESSENTIAL CONTACTS, INFORMATION
AND LOCAL JET-SKI RULES
FOR CAPTAINS, CHEFS, ENGINEERS,
INTERIOR CREW, DECK CREW AND GUESTS

DOWNLOAD YACHTNEEDS FOR FREE.
THE ONLY APP THAT GEO-LOCALISES
THOUSANDS OF YACHTING SERVICES
IN ONE PLACE.



THE ONLY APP THAT CONNECTS YACHTIES WITH YACHTIES



YACHTCHAT

YACHTCHAT IS A FREE APP
MADE BY CREW, FOR CREW

DOWNLOAD YACHTCHAT FOR FREE
AND BE PART OF THE LEADING
SOCIAL AND DAYWORKING APP
IN THE YACHTING INDUSTRY



Info Call: +377 640 611 013 or email info@yachtneeds.net
www.yachtneeds.net



CAPTAINS' COMMENTS

We so often hear about 'the good old days of yachting', so *The Crew Report* took a trip down memory lane with today's superyacht captains to find out what they'd bring back.

Q If you could bring one thing back from the old days of yachting, what would it be?

Imagine if we could turn off social media for a while and do a transatlantic crossing, where for two weeks you speak and interact only with your crewmates, and you wait to see what's at the other end instead of it being plastered all over Facebook before you even get there.

**CAPTAIN ROSS HAERLE,
M/Y *EVENT***

I have a pretty simple answer for this: anticipation of the unknown. What does that mean? It's quite simple. Fifteen years ago, I heard on the grapevine about this amazing possibility of landing a job on a yacht that was sailing to the Caribbean. It was a sense of the unknown, a chance to discover a new world (at least to my rather centralised views of the one I lived in at that time).

It was a time of reading magazines, dropping off CVs, talking to people already employed in the industry over a coffee or beer and, heaven forbid, leaving a phone number for that moment when the phone would ring and you were being asked for an interview.

Don't get me wrong, I love my job, I love the industry, I love the amazing technological advances and the incredible people who are joining this industry every day. But imagine if we could turn off social media for a while and do a transatlantic crossing, where for two weeks you speak and interact only with your crewmates, and you wait to see what's at the other end instead of it being plastered all over Facebook before you even get there.

That's what I would bring back from the old days of yachting. But not for too long; I love being able to speak to my wife and kid on Facetime! »



**CAPTAIN JIM MCCARTHY,
M/Y AL ÁSMAKH**

There is not a lot of the past that has not been improved upon or is still currently in use. A lot of newbies and some seasoned pros in the industry seem to have the attitude of 'leave the relics of the past in the past. We have GPS, ECDIS and ARPA, we don't need to know how it was'.

The art of navigation is becoming lost, which is perhaps why the celestial exam now plays a major part in the Master's licence. Therefore, my choice would be to bring back the Radio Direction Finder (RDF).

I last used this relic in 1987, racing one very stormy night around Mizen Head (south-western point of Ireland). The RDF was an exotic machine (at least to me) equipped with a compass that locked when you released a trigger. There was also a set of headphones to hear a series of beeps sent out from various stations at different wavelengths. You tuned in to the correct frequency and had to try to find the beep with the strongest tone, then release the trigger, and that would give you a bearing on the compass. This, of course, was always made more difficult as you normally used it only in fog, bad weather or a combination of both. So on a small racing yacht, on a wild night, my job was to take a series of bearings in a short time, calling out the bearings to someone who noted them. We would take the average and then move on to the next station and do the same. The bearings were transferred to the chart to get our position.

It gave you a rough position; the accuracy depended on the person taking the bearings and dead reckoning. It was seat-of-the-pants navigation but it honed your navigational skills, which are largely lost in today's technologically advanced world.

It was seat-of-the-pants navigation but it honed your navigational skills, which are largely lost in today's technologically advanced world.



My office looks out over the ocean, and when I get a moment to glance out, rather than stare at my computer screen, I can remember the old days of yachting. Back then going to sea meant you were in control of your day.

**CAPTAIN MARK HOPKING,
M/Y HAMPSHIRE II**

'Gone sailing' – the phrase said it all from 'I'm at peace with the world' to 'you can't get hold of me and I have no desire to contact anyone else'. It gave no indication of when you might return to land, as clearly you could return only when the winds allowed. The peace this brought was immeasurable.

Today, yachts have constant internet, worldwide phone coverage and are run much like a business, with accountants, lawyers and tax consultants as well as crew. Today, you can cross the Pacific with your smartphone pinging in your pocket with a question from the bookkeeper asking about a bank transaction you made in Tahiti last month. Sitting in their office, the bookkeeper can reasonably expect an answer within a few minutes of sending the email. After all, why should they

care where the boat might be? Equally, as a yacht navigates among icebergs in Antarctica, a crewmember can post a selfie on Facebook for friends back home to comment on.

For me, I love going to sea. It is, after all, what brought me into the industry. I love the motion, the routine and watching the ever-changing ocean, knowing tomorrow will be different only because the waves are different. I guess I'm fortunate, though. My office looks out over the ocean, and when I get a moment to glance out rather than stare at my computer screen, I can remember the old days of yachting. Back then, going to sea meant you were in control of your day, having to deal only with matters that arose on board, and everything else could wait till we reached port. I can but dream of how things were and how refreshing it would be to disconnect like this once in a while. »

ATPI Yacht Logistics



Your Travel Specialists

ATPI Yacht Logistics combines the expertise of Rinck Travel and Griffin Yacht Logistics, which have been trusted names for years in providing travel services for commercial yacht crew.

- Competitive marine airfares
- Air, hotel and visa assistance
- Car, train and transfer reservations
- VIP service
- 24/7 support
- Offices in Antibes, London and Miami

LONDON

T +44 (0)207 814 9966

ANTIBES

T +33 (0)4 97 23 44 30

www.atpi.com/yachting
yachtlogistics@atpi.com

CAPTAIN MAURIZIO CAPITANI, M/Y JOHANNA

Since I started working in this industry, everything has completely changed. While many things are much better, others have lost the fascination they once had.

Everything was easier. It was easier to get a space in a marina, the size of the boats was different, and after dropping anchor in a bay you could enjoy the silence and relax. However, now you're always working and under stress – a yacht is considered a floating five-star hotel with platinum service.

Last, but not least, is the bureaucracy: paperwork, cash declaration, IOPP, MARPOL, MLC and so on. My personal opinion is that yachting is not a pleasure anymore. All sense of enjoying a beautiful bay, a barbecue on the beach and the contact with nature and the environment has been lost. Sometimes, I think to myself there is the possibility that it could go back to that for a while, but ...

CAPTAIN LUCA TRIGGIANI

'The spirit of fraternity'. Over the past 15 years, the increased risk of acts of piracy and terrorism has driven the whole maritime cluster to ISPS. Those regulations caused large charter vessels to get 'bound' into port security areas, away from their smaller fascinating sisters on the next quay, generating a physical fracture between the old ways of pleasure yachts and these modern, large pieces of floating technology called 'gigayachts'.

I also miss the spirit of fraternity among crewmembers from different nationalities, origins and cultures, something you can slightly feel if you dockwalk down the pier after a local regatta, as well as the dried and salted face after hours of tacking; nose burnt by the sun, chapped lips and everyone sharing the same aim – a fresh beer at the closest bar.

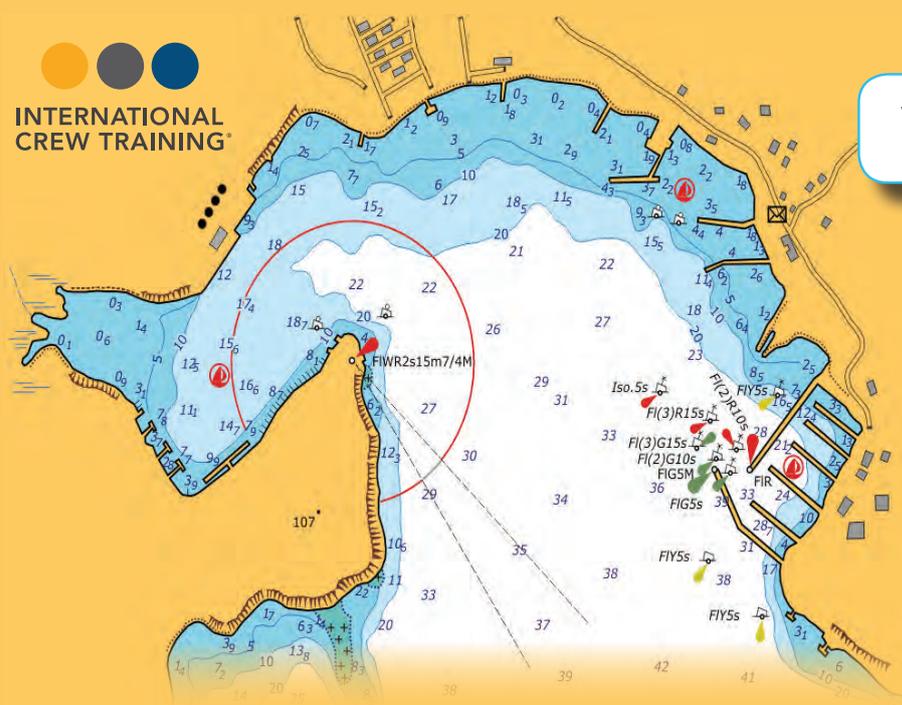
Nowadays, more and more yacht owners tend to underestimate the importance of creating a good group, to leave their asset in safe and professional hands, forgetting that the cohesion and togetherness among crewmembers would be an added value to the yacht's working environment.

As Manila 2010 underlined, the human element is essential and should never be neglected. ■

TO COMMENT ON THIS ARTICLE, EMAIL
LULU@THESUPERYACHTGROUP.COM
WITH SUBJECT: TCR 77 CAPTAINS' COMMENTS



INTERNATIONAL
CREW TRAINING



YOUR CAREER ON COURSE®

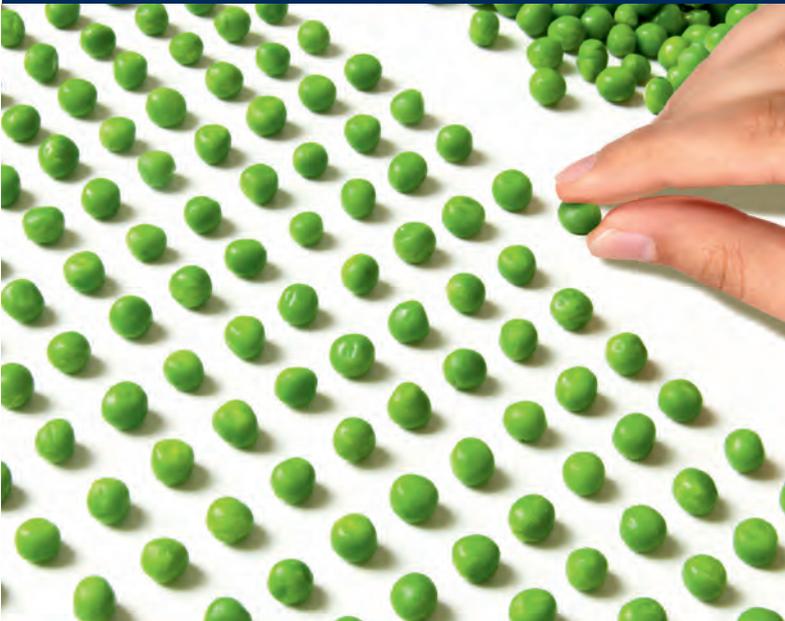
- STCW Basic & Refreshner
- Interior Operations
- Engineering - AEC/Skills Test/ Y4 and Y3
- RYA Yachtmaster
- MCA Officer of the Watch
- MCA Chief Mate
- MCA Master 500gt/3000gt

INTERNATIONAL
CREW TRAINING®

www.yachtmaster.com

750 W. Sunrise Boulevard • Fort Lauderdale, FL 33311
954-779-7764 • info@yachtmaster.com • www.yachtmaster.com

LUNAUTICA: Your Shore Side Support Company



Yes, for our clients we can be painstakingly meticulous.



NICE + 33 492 004 220
nice@lunautica.com

Please check out the diversity of our services,
supplies and skills on: www.lunautica.com

LA CIOTAT +33 616 910 899
laciotat@lunautica.com

HAMBURG + 49 40 8224 1894
hamburg@lunautica.com

VALENCIA +34 963 257 398
valencia@lunautica.com

BREMEN +49 421 6900 8444
bremen@lunautica.com

Our expert team plans, supports and guides
once-in-a-lifetime experiences in the world's
most remote regions.



Where can we take you?

www.eyos-expeditions.com
info@eyos-expeditions.com





SALTY SEA DOGS

WORDS: LULU TRASK

When an owner decides they want to take their dog on board for the season, captains can find themselves inundated with questions ranging from import regulations to medical vaccinations, not to mention interior crew biting their nails thinking about the mess the dog will make to those just-cleaned carpets. But it's not all bad, and it's certainly a morale-booster for the crew. With advice from Superyacht Veterinary Service and stories from captains who have done round-the-world trips with canine companions, we take a look at what it's really like to have pets on board superyachts.

Meet Victor. Victor is a miniature Teddy Bear Poodle, and might just be the luckiest dog in the world. He lives on board Delta Marine's 66m *Invictus* and, according to the superyacht's captain, is the ultimate sea dog. "Victor loves the yacht. He's a true boat dog," admits Captain Mauro Barletta. "He's never been seasick and he actually sleeps better when the boat is moving."

Victor is one of many dogs that either live on board permanently or spend significant time on board with their owners. Take *The Big Blue's* Labrador Retriever Levi and *Madame Kate's* eponymously named Bichon Frises Kate and Princess. Having pets – most commonly dogs – on board is a viable option for today's owners. Yet while it's the owners who make the decision, it's the crew, and largely the captains, who are left to consider the logistics.

THE REGULATIONS

"Regulations differ from country to country, but most captains' questions concern import and export regulations and the associated vet treatments," explains Siobhan Brade, director at Superyacht Veterinary Service (SVS), which offers logistical support to captains dealing with animals on board. "Without the relevant support, captains are faced with what appears to be a complex timeline of treatments, vaccinations and veterinary health inspections depending on the cruising schedule," says Brade, who adds that if import and export rules are not followed, incorrect paperwork can result in a pet being denied entry into a country for up to a year.

A core set of vaccinations is normally required for entry into most countries, while certain territories also require additional vaccinations, blood tests and parasite treatments. Not meeting those regulations not only means the animal might not be able to enter the country, but also means there may well be significant financial penalties.

THE COSTS

The actual costs of import permits and veterinary inspections are minimal, particularly in the context of superyacht ownership. Where the costs come into play is through mistakes in documentation, highlighting the importance of being confident all paperwork is correct – just take a look at what happened to Johnny Depp.

"The financial penalties for mistakes in a pet's documentation can be high, and could come either in the form of collateral costs, for example as a result of a change in cruising schedule or route, the use of aircraft to transport an animal out of the country, or costs in the form of fines for breaking import rules," reveals Brade.

DOG OVERBOARD!

Aside from the legal requirements surrounding taking an animal on board, there are non-mandatory facets that should still be considered. It is worth getting advice on optional treatments and vaccinations that will keep the animal safe from disease and give the owners peace of mind.

Considerations could go so far as the actual design of the superyacht. Amels' 60m *Madame Kate* is a good example. The superyacht, with its signage being a clear testament to the value the owners have placed on having their animals on board, has had some slight modifications from the 199 platform we see on *Event*. Designer Tim Heywood added rails to the lower part of the deck-edge rails and around the stair openings, while the yacht's sensors have been set not to open the doors when the dogs approach. "Because the dogs are small we need to ensure there isn't space for them to fall," explains the yacht's captain, Daniel Sola, who was with the owners during the build. "We also have to protect the dogs from the technical areas such as in the bow or the places where the crew are working so we have included mini-gates to block off the areas."

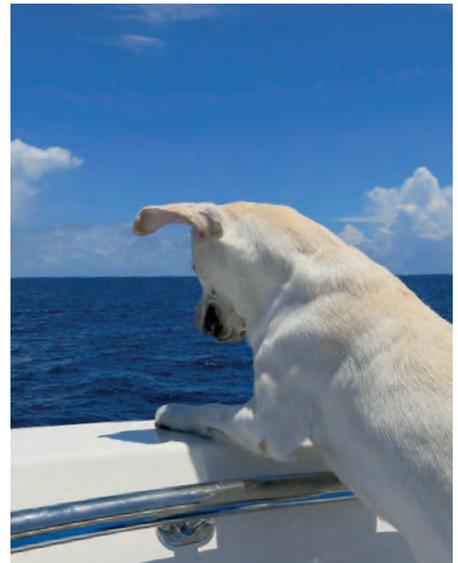
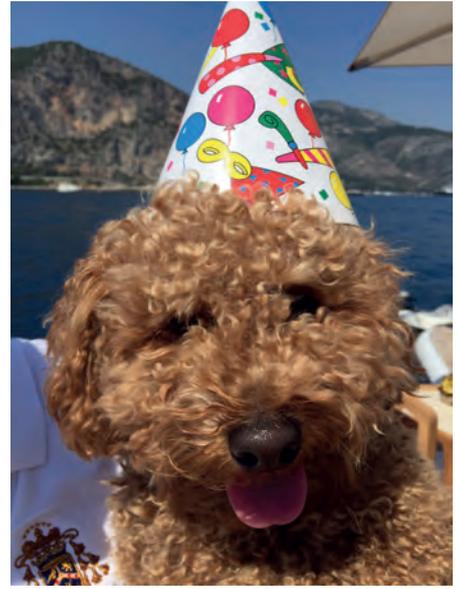
Animal life-jackets should be purchased and a plan should be made for rough weather, while it's advised crew undertake animal first-aid training and are briefed on plans for pet emergencies. Quite simply, to cover all bases, Brade advises, "It is important to inform owners and crew of potential risks and what can be put in place to prevent them."

TAILS VERSUS TEAK

When one thinks of superyachts, one thinks of luxury, money and more money. When one thinks of pets, one normally thinks of mess, sometimes dirt and often shedding. The two don't offer the perfect fit, so there are practical considerations regarding the care of the vessel itself.

The dog is looking up at you, with those big eyes. Sweet. Wait, I know that look ... yes, the dog needs the toilet, and you're on board a multi-million-pound superyacht. There must be a designated place for the dog to go to the toilet and the material (real grass or AstroTurf) must be considered, as well as the consequences of having an accident on the boat; will it stain the deck or carpet and does the crew have the appropriate cleaning products?

Will the chef be preparing the dog's food? This is often the case (In the words of one superyacht captain, "The dog ate better than we did.") and, if so, are any dog-safe recipes needed? If you're using commercial food, will this be readily available when travelling to remote locations?



Previous page: Cover star, Victor
Left: From top to bottom, Victor, Levi
 and Kate and Princess

“The crew loved Levi. He was an important member of the team who always brought up morale and gave lots of licks when wanted. The girls even loved him after he shed shortly after the cleaning was done.”
 – Captain Gareth Sheppard

DOGS GET SEASICK: FACT OR FICTION?

Fact. Not all dogs get seasick – Victor, once again, is a case in point of a dog perfectly suited to life at sea, as are Princess and Kate, who spend 120 days of the year on board *Madame Kate*. But Levi, the four-year-old Labrador Retriever, has, unfortunately, had a different experience. “Levi was part of the family. They just couldn’t leave him behind while they spent a year cruising the Pacific. They thought he would be miserable not being with the family,” explains Captain Gareth Sheppard, the then-captain of *The Big Blue*. Levi spent approximately six months on board, during which he became arguably one of the most well travelled pets. Levi completed 16,000nm from Florida to Panama, Marquesas Islands, French Polynesia, Samoa and New Zealand, from where he was deported back to the United States due to a complication with his rabies vaccinations not being within the required time frame.

But going back to the United States might not have been the worst result for Levi. “We made several rough crossings, all of which Levi was on board for while the family travelled by plane. Not only did he miss the family, as they had feared, but he could not handle the motion,” explains Captain Sheppard. “He would not eat, he could barely walk as the floors were hardwood and he would slide around, and then there were stairs he needed to negotiate which didn’t always work out too well. Towards the end, he would not go down the interior stairs at all, and when underway and rough, the crew would carry him to his toilet. And, to top it off, it was often difficult to get him ashore at the destination.”

It is for these reasons that Brade offers one crucial piece of advice. “Ultimately, it should be considered whether a dog or cat is suited to life on board,” she says. “The answer is almost always yes, but the welfare of the animal should always come first.”

Of course, the nature of the cruise will come into play, something Captain

Sheppard believes is a deciding factor in having an animal on board. “I think dogs are fine on board yachts that are doing short cruises where the pet can come and go with the owners,” he suggests. “But making it a responsibility of the crew to care for the owners’ pet when they are gone is putting more than enough risk of failure on a crew. Having a pet complete long passages where they are barely able to move, cannot run and are away from their owners is not fair on the pet.” It is for this reason the Kate and Princess only set paws on board *Madame Kate* during appropriate voyages. “We don’t sail with the guests [and dogs] on board when the winds are too bad, so we’ve never had a problem. But because they’re on board for long periods they get used to it,” Captain Sola explains.

HAPPY CREW, HAPPY BOAT

But when the animal is happy, the chances are the crew will be happy too. Studies have shown the significant impact animals – dogs in particular – have on a person’s happiness. Research has proved that canine companions lower blood pressure and decompress in high-stress environments – a UK university even introduced a ‘puppy room’ to combat exam anxiety. So when we consider the additional pressure and stress placed on superyacht crew, in the context of the niche demands of this industry, and providing the owner is happy, having an animal on board actually makes sense.

“Having a dog on board can have a huge impact on crew morale. Of almost all of the boats I know with a dog on board, all the crew absolutely love them as if they’re their own dogs, with arguments, albeit lighthearted, about whose cabin the dog sleeps in at night,” recalls Brade. “Recently, a captain told me how a member of his crew was very ill at sea, and the dog scratched at her door for hours until he was allowed in, then stayed by her side until she was better. The captain said the crewmember couldn’t even describe how much of a difference the dog being there made to her.” »



*Investing should be like
watching grass grow.*

*If you want excitement,
take \$1,000 and go to Las Vegas.*

horizons Specialised Financial Advice for Yacht Crew



Top: Siobhan Brade of Superyacht Veterinary Service

Bottom: The superyacht named after the owner's dog

It is this effect that Victor has on his crew. "Having a dog on board really does affect the crew in a positive way. The crew just love having him on board," explains *Invictus's* captain, Mauro Barletta. "He brings a calming factor to the yacht and is a neutraliser on a stressful day. He helps the crew relax and feel slightly normal in this crazy life that we live by offering the crew the chance to do something simple such as taking him for a walk."

Even Levi, who was certainly a challenge for the crew of *The Big Blue*, made a great impression on his crew. "The crew loved Levi," recalls Captain Sheppard. "He was an important member of the team who always brought up morale and gave lots of licks when wanted. The girls even loved him after he shed shortly after the cleaning was done."

"Making it a responsibility of the crew to care for the owners' pet when they are gone is putting more than enough risk of failure on a crew." – Captain Gareth Sheppard

A MAN WITH A PLAN

Despite all the benefits for animal lovers of having their pets on board, it is complicated, and this is where the help of dedicated logistics support really plays its part. "It's about long-term planning of the movement of the animal," says Captain Andy Smith, who regularly hosts the owner's small dog on board and uses the support of Superyacht Veterinary Service. "From Brade's experience as a vet, there are things that can be amended, because rules become outdated and she can push for people to modernise these rules. And if that facilitates more people to modernise their rules, then all the better."

During Captain Smith's most recent voyage with the dog on board, every single aspect of the trip was planned 12 months in advance. "It was all to make sure the dog's paperwork was up-to-date and it could travel. If the dog couldn't go, we didn't go," he recalls.

IT'S ALL ABOUT THE OWNER

If an owner wants to travel with his or her pet on board but they don't take them, due to complications with regulatory paperwork or perhaps simply lack of research, we as an industry are not giving these owners the best experience possible. And for Brade, a true dog lover, this is what it's all about. "If you can have your pet with you, why would you choose to leave them at home? They bring so many positives with them. They provide a sense of comfort and familiarity that is so often lost with constant travel. Pets can turn something ordinary, such as a walk or a meal, into something unforgettable just by being there, so imagine what they can do for an owner's overall experience on board a superyacht. Every single activity will be enhanced by the fact that their pet is there with them." ■

TO COMMENT ON THIS ARTICLE, EMAIL LULU@THESUPERYACHTGROUP.COM WITH SUBJECT: TCR 77 SALTY SEA DOGS



ALL SERVICES

Your Agent in the Med

*Looking Forward to seeing you
this coming season*



ALL SERVICES

Via Del Castillo, 17 - Portosole - Sanremo (IM) - ITALY
www.as1980.com - Email: as@as1980.com - Tel +39 0184 533.533

Superyacht
**GOLDEN
TICKET**

Trilogy

ANALYSIS: FELIX SOWERBUTTS
WORDS: LULU TRASK

Good training and recruitment are integral to the smooth running of any yacht. But how many of you actually have your training paid for? And how many of you would choose the same training company and recruitment company as those favoured by the yacht and its manager? We bring you the third and final set of analysis from our Superyacht Golden Ticket crew survey of more than 1,000 superyacht crew, and take a look at your own and your yacht's go-to companies for training and recruitment.

❧ PART 3: ❧
Training and recruitment



Superyacht
GOLDEN
TICKET



Superyacht
GOLDEN
TICKET

On average, you spend more than €400 a month on training during the off season. Over the entire off-season that equates to around €3,500 a year, so your choice of training provider, particularly for junior crew who will be on lower salaries and require more training, is an important one. There is a plethora of considerations that go into this, from location and facilities to cost and value for money, the latter two of which are particularly important for the 48 per cent of you who don't have any training paid for by the yacht.

There are a few factors that will indicate that your yacht is more likely to pay for your training: if you're on a vessel between 30m and 70m and over 100m, and where owners are on board for between one and five months of the year. And while it's often presumed that when an owner pays for more training, crew are happier to accept a lower salary, our results reveal that owners who are good to their crew and pay for their training also tend to pay them higher salaries. The average salary for a crewmember on a yacht, where all crew have their training paid for, is just over €8,100 per month, compared with €5,500 for those on yachts where no crew training is covered.

So do these salaries give you value for money when it comes to spending

on training? You're divided on this one, with just over half (deckhands in particular) believing that training does indeed give you value for money.

More than half of you (55 per cent) don't need to take annual leave for training, which is good news, and this is even more likely when working on a yacht less than 60m. However, it's more probable that you'll have to take annual leave for training when on a yacht between 60m and 69m, and above 90m. Head chefs don't fair too badly; 71 per cent don't have to take annual leave to do their training, compared with just 35 per cent of bosuns, this being most likely down to wintering and seasonality.

But where do you want to do your training? And is it at the same place where the yacht sends you? It turns out that regardless of whether it's your choice or the yacht's choice, there are three schools that make the top three in each scenario: Maritime Professional Training (MPT), Warsash Superyacht Academy and Bluewater. Bluewater comes up on top for the yacht's choice, and is also the yacht's favourite for interior and deck training specifically. The only area where another training school is the top of the list when it comes to the yacht's choice is the engine department, where Warsash Superyacht Academy is first choice. »

Owners who are good to their crew and pay for their training also tend to pay them higher salaries.



Q Yacht Crew || *Hop onboard!*

Independence, trust and development, That's Q!

We encourage our crew to develop themselves and strive after their ambitions, establishing a long-term career with Q.

Are you looking for a challenging job onboard a yacht? We are always looking for motivated people! Contact us for more information.

crew@q-yachtmanagement.com, or visit www.q-yachtmanagement.com



“From the British Virgin Islands to Barbados, we’re here to help with everything from advance itinerary planning to last minute specialist concierge requests.”

Lucille Frye
Managing Partner,
BWA St. Maarten

BWA Yachting is your shore support team. Our global offices stretch throughout the Caribbean, Americas and Mediterranean meaning we’re always on hand to provide a seamless experience, wherever you’re cruising.

Our smartphone app puts our expert local knowledge at your fingertips. Visit bwa-app.com to download.

www.bwayachting.com



TRAINING PROVIDERS

You personally *The yacht*

1

Warsash Superyacht Academy Bluewater

2

Bluewater

Warsash Superyacht Academy

3

Maritime Professional Training (MPT)

Maritime Professional Training (MPT)

4

International Crew Training (ICT)

International Crew Training (ICT)

5

UKSA

Maritime Training Academy

**Options from Bluewater, Interior Yacht Services (IYS), International Crew Training (ICT), JPMA/Hoylake Sailing School, Maritime Professional Training (MPT), Maritime Training Academy, Professional Yachtmaster Training (PYT), The Crew Academy, UKSA and Warsash Superyacht Academy. Twenty-two per cent of crew chose 'other' for their choices, and 16 per cent of crew chose 'other' for the yacht's choices.*

Your yacht is more likely to pay for your training if you're on a vessel between 30m and 70m and over 100m, and where owners are on board for between one and five months of the year.

But what if the yacht had no say in where you did your training and it was totally up to you? Out of a list of 10 training schools that we chose based upon previous research, you would choose Warsash (also the captains' favourite), followed by Bluewater and MPT – the top three reign once more. Warsash also happens to be the top choice for engineers; Bluewater comes in second while third is a tie between JPMA/Hoylake Sailing School and MPT. For interior crew, Bluewater comes up trumps, with International Crew Training (ICT) coming in second and MPT third. For deck crew, Warsash comes top again, with Bluewater and MPT joint second.

When we look at the top three training schools (MPT, Warsash and Bluewater) by seniority, senior crew (captains, first officers, pursers, chief stews, chief engineers and chefs) tend to slightly favour MPT over Bluewater and Warsash, while junior crew place significantly more value on Warsash. »

RECRUITMENT AGENCIES

You personally

The yacht

1

YPI Crew

Bluewater

2

The Crew Network

YPI Crew

3

Bluewater

The Crew Network

4

Dovaston Crew

Dovaston Crew

5

Viking Recruitment

Hill Robinson Crew

**Options from Bluewater, Dohle Yacht Crew, Dovaston Crew, Hill Robinson Crew, Nautic Crew, The Crew Network, Viking Recruitment, wilsonhalligan, Y.Crew and YPI Crew. Seven per cent of crew chose 'other' for their choices, and five per cent of crew chose 'other' for the yacht's choices.*

55 per cent of crew feel training offers them value for money.





45 per cent of crew must take annual leave when undertaking training.

But for some, it's not about leaving the yacht to do your training. Seventy-two per cent of you like the idea of e-learning. In fact, online courses are more appealing to those on smaller superyachts (particularly below 50m) and those of you aged between 30 and 40 and, interestingly, its popularity is spread fairly evenly across departments and seniority within those departments.

The top three, out of 10 options based on previous research, for both your own personal choice and that of the yacht, are YPI Crew, Bluewater and The Crew Network – the latter two switching between second and third depending on whether it's down to you or the yacht. YPI Crew got your vote overall, as well as for the deck and engineering departments specifically (Bluewater also did well with deck, and Viking Recruitment with engineers; Luxury Yacht Group did well overall with lots of mentions in the 'other' category). YPI Crew was first choice for both senior and junior crew, with Bluewater and The Crew Network also rating highly on all rungs of the career ladder, the latter topping the list for interior crew. And for the yachts, irrespective of department, Bluewater was the recruitment favourite. ■

TO COMMENT ON THIS ARTICLE, EMAIL
LULU@THESUPERYACHTGROUP.COM
WITH SUBJECT: TCR 77 GOLDEN TICKET





“WHERE ARE THE QUALITY EMPLOYERS?”



Following a column on *TheCrewReport.com* written by Captain Guy Booth, one engineer contacted us with his answer to Captain Booth’s question: where are all the quality crew? Here, this same engineer elaborates and asks whether the superyacht industry’s employers are justified in bemoaning this so-called lack of quality crew.



The following paragraphs aren't aimed at Guy Booth, the author of the article I'm referring to (he genuinely seems like the type of person most crew would like to work for). But the answer to the question, 'Where are all the quality crew?' I think is unfortunately another question: 'Where are all the quality employers?'

It used to be the case that yachting paid fantastic salaries compared to shore-based industries. I left a career as a professional engineer in the oil and gas industry because the salaries in yachting were amazing and the career looked far more exciting. However, due to the regulations mentioned by Captain Booth in his article, it now takes quite a lot of investment on our part to become qualified enough to progress in the industry. In a lot of cases, this is at our own expense. I had a degree in marine engineering when I joined the superyacht industry and now have a second engineer's Commercial Unlimited CoC, yet my salary hasn't changed in five years, despite this substantial investment. (Hopefully there's a promotion on the horizon, which would address this.)

These past five years, if spent in my old position, would have yielded far greater results with a far smaller investment on my part. The incentive for quality people who used to be willing to take the leap into yachting and leave their life behind is now considerably less than it was. The incentive for quality people who are already in the industry to stay and develop their skills is equally affected.

It's becoming increasingly hard to find great crew because we're not doing enough to attract them in the first place.

Yachting salaries have stagnated somewhat in the past five years and really haven't been in line with inflation since 2010. I'm not going to make the case that the salaries are ridiculously low, but in terms of incentives I'd probably have chosen to stay in my old job based on the terms I'd be offered today compared to back then. All things considered, I'm not better off now financially and see my friends and family far less than if I had stayed put. I'm not trying to imply I'm some sort of victim; I'm making the case that once your honeymoon period in yachting is over, the allure of it isn't what it used to be.

All things considered, I'm not sure the pay packets are as generous as people make out. If I were working ashore I'd be earning a similar salary and would be 'in the system'; I'd take home a slightly smaller amount but my employer would be making some of my pension contributions for me, as would the government, and I'd be able to claim social welfare if I had to stop working in the event of an injury or illness. »



I have a friend who's an industrial electrician and he makes just as much as I do, sometimes more. He's in the system, I'm not. So as generous as the salaries can appear to be, when the bigger picture is looked at we're not always that well off. Try breaking a leg and needing six months off work to test this theory; I know people to whom this has happened.

If the salaries were bumped up to the relative levels they used to be at, a lot of stereotypical yachties would undoubtedly blow the extra cash, but the 'quality crew' you seek would save the extra money and use it to look after themselves in the future. Don't we like to think that people who work hard and do well at their jobs should be rewarded accordingly?

Pensions, social welfare and inflation might seem like boring topics but these are things that need to be thought about. They're happening in the background, whether you have your eye on them or not, and they're moving forward silently and steadily. People need to know they're being looked after, especially as they get older and become senior crew. Quality people will make choices based on these sorts of practicalities.

The opportunity yachting offers to save some decent money is now a lot more in line with what talented people can make at home. A good sales person would have a lot of the personal characteristics that Captain Booth mentions in his article: personality, charm, confidence, the ability to deal with bad customers and so on. And for those living in expensive countries such as the UK, the exchange rate alone means that a British stewardess earning €2,500 per month earns £500 less a month now than in 2010, while the cost of property and living in general in the UK has skyrocketed. It's no wonder we have a huge influx of South Africans every summer; that's one of the last countries where a deckhand/stewardess salary will buy a great life these days.

The next issue for me is longevity. If a boat has a quality crewmember who is good at their job and wants to stick around then reward them for that. It doesn't have to be with money: give them more time off, take them for dinner or just say 'thank you' or 'good job'. As it stands, a lot of quality people don't get the recognition they deserve and inevitably leave boats when they might not have done had they felt like they really belonged there. If you're incentivising

A lot of yachts these days (not all of them, but an increasing number) just want to hire the person with the licence their flag state says they need, as cheaply as possible, and don't really want to invest anything in that person or in keeping them.

people to stay long term, then make it based on some sort of review system – sit down with them once a year and talk about everything. Reward them based on what they excelled at and give constructive criticism about things they need to work on. Don't just give an annual incremental increase or bonus because they stuck around, otherwise you'll end up holding on to crew who aren't particularly good for a very long time.

The next issue is leadership, or lack of. I've sailed with some great leaders who naturally excel in that role, and some appalling ones. Given that the yachting crew hierarchy on board is exactly that – a hierarchy – for the love of God, send all of the senior engineering officers, bridge officers and senior interior crew on some sort of leadership course. Human Element, Leadership and Management (HELM) training won't cut it here, but the fact that HELM is now in existence just shows that the commercial world is acutely aware of the human element and how it affects the operation of their ships. Given that social skills are often far more important in yachting, doesn't it logically follow that employers should be investing heavily in developing those skills? A lot of yachts these days (not all of them, but an increasing number) just want to hire the person with the licence their flag state says they need, as cheaply as possible, and don't really want to invest anything in that person or in keeping them.

Comparisons are drawn with the commercial sector and very often with the cruise-ship sector when we're being told how lucky we are, salary-wise and otherwise. However, the people who work in these industries, assuming there are no visa issues, are free to move towards our industry if they so wish. So it begs the question: why aren't employers hiring directly just from those industries and saving even more money? The answer, I think, is because the level of talent they're looking for doesn't exist in those industries en masse. Sure, there are talented people and those people who want to move do find their way into yachting (fair play) but there's no huge migration of people by any means. Why?

So as generous as the salaries can appear to be, when the bigger picture is looked at we're not always that well off.

Let's compare a deckhand on a superyacht with an able seaman (AB) on a commercial ship. I've sailed on a commercial ship and I can assure you I didn't meet many ABs who were well-rounded enough to take a billionaire's 15-year-old daughter for a ride on a jetski while keeping her safe and making her feel comfortable. As an industry, we're aiming to attract the upper echelon of talented people; people who work hard, are socially rounded, can adapt and cater to the changing needs of often extremely fussy owners/guests and, in a lot of cases, we expect them to be in good shape and look good too. At the same time, we're offering terms that aren't that amazing anymore and simultaneously comparing them to people in industries that are only similar because they both involve 'ships'.

I'll conclude by saying that, for me personally, if I could find a boat that's a decent build (not falling apart), with a solid chief engineer and captain, a decent salary, an incentive to stick around and the possibility of supporting me in my quest to further my qualifications, I'd commit for the extreme long term. Why would I ever leave? I love yachting and am fully committed to staying in it, but I (rightfully) expect to be treated in a way that reflects the investment I and all other professional crew have made in order to progress in this industry.

I think it's becoming increasingly hard to find great crew because we're not doing enough to attract them in the first place. The prevalence of adverts for jobs proclaiming that a position would 'suit someone new to yachting' or would be 'great experience' while offering a low salary is a testament to the fact that a lot of people just don't want to pay for quality crew anymore – for better or worse. ■

TO COMMENT ON THIS ARTICLE, EMAIL
LULU@THESUPERYACHTGROUP.COM
WITH SUBJECT: TCR 77 QUALITY EMPLOYERS

Identify
Yourself
WITH
uniform
SUCCESS.



1366 SE 17th Street
Fort Lauderdale
Florida 33316 USA
+1 954.613.0600
www.idwear.com



IN SAFE



HANDS

Safety is of paramount importance at sea, and just as important is being prepared for an emergency. Part of this preparation requires having the right equipment on board, but with so many developments in technology it is hard to keep abreast of the latest products to use and why. We take a look at some of the latest and advanced safety products on the market.

WORDS: BRYONY MCCABE

The majority of superyachts typically sail under the International Convention for the Safety of Life at Sea (SOLAS), which has one objective: to specify the minimum standards for the equipment on board ships, compatible with their safety. In terms of the equipment, the convention looks at fire-fighting measures, life-saving appliances and arrangements, radio communications and safety of navigation.

In addition, the large commercial yacht code (LY3) was published by the Maritime and Coastguard Agency (MCA) to help make SOLAS more applicable to superyachts. While different yachts fall into different categories, the LY3 applies to yachts that are over 24m in length, are in commercial use and don't carry more than 12 passengers.

But while these regulations set out the minimum standards of safety equipment, many superyachts choose to carry products of the highest quality and additional equipment that is not required by regulations, but complement the minimum standards. As such, superyachts must keep up to date with the latest developments in safety product technology and, in order to help, we provide a snapshot into the sectors that have experienced the most interesting evolution.

NAVIGATION AND COMMUNICATIONS

This sector has seen the development of a number of key safety and communication technologies that are now being adopted by the superyacht industry. The increased accuracy of GPS, radar and sonar has improved navigation technology on board and improvements in satellite communications has meant superyachts can be fully connected to the outside world at all times.

In terms of the SOLAS regulations, the carriage of voyage data recorders (VDRs) and automatic ship identification systems (AIS) is mandatory. "Further advances in

AIS technology mean a yacht's position can be tracked remotely and its location displayed at all times," explains Nigel Craine, Garmin's European marine OEM sales manager. "On board the yacht, the position of its tenders can be constantly monitored locally from the bridge for improved safety and communication."

Craine also observes that many superyachts are now using glass bridge technologies where all aspects of the boat are available on single or multiple screens on the bridge. "This enables the captain to access all on-board information at a single point and to control most elements directly

from the bridge," he adds. "Most engine functions are automatically displayed on the glass bridge and we are seeing this technology now being adopted by smaller boats as well."

Linked with the glass bridge, digital switching enables the crew to remotely control all on-board systems such as lighting, air conditioning and tank levels from the helm. Individual running 'mode' can be programmed to make it easier and simpler to control multiple systems into pre-set modes as determined by the crew with the current conditions displayed clearly on the bridge. »



GARMIN'S GLASS BRIDGE TECHNOLOGY

“The harness technology has been built on the technology from mountaineering harnesses.” – Øyvind Vedvik, category manager, Helly Hansen

CLOTHING

The SOLAS chapter that stipulates requirements for life-saving appliances and arrangements includes requirements for life jackets according to type of ship. The International Life-Saving Appliance (LSA) Code gives specific technical requirements for LSAs and is mandatory under Regulation 34, which states that all life-saving appliances and arrangements shall comply with the applicable requirements of the LSA Code.

Øyvind Vedvik, category manager at Helly Hansen, believes that the most relevant development in the clothing sector has been in auto-inflatable lifejackets. “A lot is happening in the marketplace,” he says, adding that the main focus is on the primary safety step of actually wearing a lifejacket during day-to-day operations – a precaution that has been put under the spotlight due to recent high-profile incidents in the superyacht industry.

In light of this, comfort has been at the forefront of many of the latest designs of auto-inflatable lifejackets. Particular to Helly Hansen, the company has implemented a Sailsafe technology that ensures better freedom of movement and distribution of weight. It also has a patented chest-harness design with three of its models incorporating a new deck-harness function – essential for seafarers as it provides an anchor point to the boat if washed overboard.

“The harness technology has been built on the technology from mountaineering harnesses,” explains Vedvik. “The principle and design is a free-floating harness in the back and chest. We are careful to advise users to use a safety line with a soft attachment point on the harness – webbing, for example. Sailors often use karabinas, which are not good. You don’t want hardware potentially hitting you in the face if you are dragged upwards.”

The latest edition of these lifejackets has been a women’s-specific vest – the W Sterna Inflatable. “Women are much more prone to tissue damage, so this has a harness designed to fit women and distribute the impact force from the harness to reduce injury risk if a deck harness engages in fall arrest situations,” says Vedvik. “It is interesting why it hasn’t been on the market before.”



HELLY HANSEN'S W STERNA INFLATABLE



THE MANOVERBOARD MK9
COMPACT LIFEBOUY MARKER

FLARES AND PYROTECHNICS

Largely driven by SOLAS requirements, pyrotechnic marine distress signals are needed on board superyachts as a minimum and have been used on board vessels for more than 100 years.

“The chemistry used to make flares and pyrotechnics hasn’t really changed; what has changed – through pressure from SOLAS – is that these products have become more robust and waterproof,” explains Keith Bradford, product and customer service manager at Drew Marine Signal & Safety.

While the idea and product are not new, the latest models have been developed in the past year and the benefits for superyachts, where space is paramount, is the smaller design.

Their latest product on the market within this category is the compact, combined Light & Smoke manoverboard Lifebuoy Marker.

It is deployed, either automatically or manually, to mark the position of a person in the water

and features a self-activated LED lighting system that exceeds SOLAS requirements for two candela light output and two hours’ duration, as well as providing 15 minutes of dense orange smoke. While the idea and product are not new, the latest models have been developed in the past year and the benefits for superyachts, where space is paramount, is the smaller design.

While developers are constantly looking at ways to manufacture these products more efficiently, Bradford explains that there has been no recent drive for change from legislation, aside from the obvious advantages of making pyrotechnics less hazardous. “This has also led to new supposed handflare substitutes like laser lights or LED lights,” he explains. “But these methods have not been approved by the regulatory bodies and there is still a long way to go before anyone comes up with non-hazardous products that equal the distress signaling capability and effectiveness of what a pyrotechnic flare does by day and night.” »

LIFE-SAVING EQUIPMENT

All passenger ships and all cargo ships of 300gt and upwards on international voyages are required to carry equipment designed to improve the chances of rescue following an accident, including satellite emergency position indicating radio beacons (EPIRBs) and search and rescue transponders (SARTs) for the location of the ship or survival craft.

Ocean Signal recently launched the smallest AIS man overboard (MOB) device with an integrated Digital Selective Calling (DCS) transmitter, the rescueME MOB1. It was subsequently nominated for a DAME award at the 2015 Marine Equipment Trade Show (METS), which is reflective of the product's innovative qualities.

While this type of device is not entirely new, the MOB1 is around 30 per cent smaller than competing products, an important factor in terms of its practicality. Any personal safety item that is cumbersome or restrictive to the wearer is less likely to be used, so making the MOB1 as small and easy to wear is beneficial for yacht crew.

The MOB1 is available preinstalled on lifejackets, however it can also be purchased separately and be manually installed on a number of lifejackets with welded-in bladders. Activation of the MOB1 automatically occurs upon lifejacket inflation with the first signal to be sent within 15 seconds. It also comes with a high-intensity strobe light to attract as much attention to the wearer as possible.

During a man overboard scenario, the MOB1 utilises two different forms of communication to increase chances of rescue. "It is widely accepted that the greatest chance of rescue in a MOB situation comes from your own vessel," explains David Sheekey, product and approvals manager at Ocean Signal. "Upon activation the MOB1 will transmit an alert to all AIS receivers and AIS enabled plotters within or up to a five-mile radius. An integrated GPS ensures a precise location, accurate to within a few metres, is sent to your yacht and other yachts in the vicinity."

The second form of communication, which is subject to differing international regulations, is the ability to trigger the DSC alarm of nearby vessels. "This is a standard method for delivering pre-determined digital messages via medium, high and very high frequencies in maritime distress situations," Sheekey adds. "This system can be used to contact your vessel only, or it can be used to contact many at a time. How this system is allowed to be used is subject to international regulation." ■

TO COMMENT ON THIS ARTICLE, EMAIL
LULU@THESUPERYACHTGROUP.COM WITH
SUBJECT: TCR 77 IN SAFE HANDS

Any personal safety item that is cumbersome or restrictive to the wearer is less likely to be used, so making the MOB1 as small and easy to wear is beneficial for yacht crew.



OCEAN SIGNAL'S RESCUEME MOB1

EVOLUTION

YACHT AGENTS

ONE STEP AHEAD IN YACHT SERVICES

GENUINE YACHT SUPPORT

IN SPAIN



CONCIERGE

PROVISIONING

DECK & ENGINEERING

INTERIOR

SPARES

CUSTOMS

LOGISTICS

When in Spain get the warmest welcome from our passionate team to deal 24/7 with any of your yacht's needs. We will handle all requests with dedication and treat you as part of the EvoFamily.

evolutionagents.com

Barcelona · Palma de Mallorca · Ibiza · Tarragona · Cartagena

 info@evolutionagents.com

 (+34) 971 400 200

Socialise with us





ANOTHER YEAR BOLDER

WORDS: LULU TRASK



When businesswoman Margaret Banks caught a glimpse of life as a stewardess on *Below Deck*, she decided it might be time for a career change. Aged 51, and with the majority of interior crew on board superyachts aged between 25 and 29, it was sink or swim – and swim she did. We speak to the now-chief stewardess about keeping above water, her experience as the youngest of the interior team on M/Y *Sorcha* and the benefits of a mature workforce.

Seventy-five per cent of interior crew are younger than 35*. When we narrow the demographic to solely junior stews, this figure jumps to 84 per cent. So two years ago, when Margaret Banks joined the superyacht industry as a junior stewardess at 51 years old, she was in quite a minority.

“I’d seen the first season of *Below Deck* and I saw Adrienne Gang, and I thought, ‘I like her, I want to do what she’s doing’. So I started researching. I read Julie Perry’s book [*The Insiders’ Guide To Becoming A Yacht Stewardess*] and I contacted Alene Keenan at Yacht Stew Solutions, and a year later I was in Fort Lauderdale and that was it. It’s been the most fabulous thing ever.” In fact, Banks has since trained with Keenan, a gift to herself to celebrate her one-year anniversary in yachting, and worked with Gang on board. “She even taught me easy appetisers and salads to make if the chef is unavailable – she’s always there when I need advice or a good laugh.”

Instead of enrolling in a long list of training courses to meet the industry’s exacting standards, Banks began as a self-taught stew. “Taking courses in this industry is very expensive, so I decided not to. Instead, I learnt a lot on YouTube and read every article written by Alene Keenan.” Despite a lack of formal superyacht training, Banks had a wealth of experience to offer her employers – something the industry at large has complained about when it comes to the typical entry-level stew – having begun her career as a first-class international flight attendant as well as having served in the US Navy and, prior to yachting, spending 14 years in finance.

In an industry so openly superficial when it comes to its on-board employees, many might approach their first steps with a sense of trepidation, perhaps with a sense of entitlement or even resentment (after all, just three per cent of junior crew are aged 50 and above), but Banks did the opposite. Determination paid off and she got herself a job. »

“For people coming into the industry at my age, they will have researched it fully and come in with expectations that are more in line than with those of many others.”

*All data from our Superyacht Golden Ticket survey.

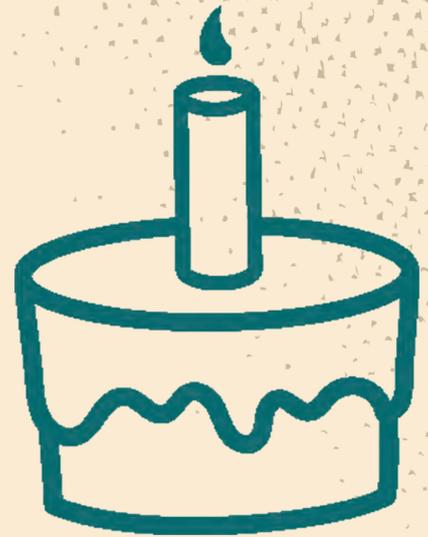
If Banks's first yachting steps weren't different enough, one of her first jobs on-board adds a whole new chapter to her story – on board 44.5m motoryacht *Sorcha* she was the youngest of the interior team. The maturity of the crew was something that affected the quality and tone of the working environment. "Things were much easier because there were no egos," Banks admits. "Nobody was there because they wanted to travel or had these glamorous dreams. We knew the job, we all enjoyed the job and enjoyed providing a great service to the family. You reach a point in life where that becomes very important, especially if you've already been successful and achieved your goals. You calm down a bit and you really want to take care of people. It's not all about you anymore. It's a different phase in life. You know it's going to be hard work, you know it's not going to be all fun and laughs and you know you're going to see places out of the porthole. For people coming into the industry at my age, they will have researched it fully and come in with expectations that are more in line than with those of many others."

There is a superyacht-sized elephant in the room, however, and to ignore it is to ignore an inherent facet of yachting: a 51-year-old does not look like a 22-year-old, it's as simple as that. But Banks believes that even in the few years she's been in the industry, things are changing. "I've talked to so many captains who remember the days of hiring girls based on their bra size. It was like, 'If you can't fit into this uniform you can't work for us'. Now these guys want someone with real management experience."

Banks now works freelance, splitting her time between superyachts and working in recruitment as the executive assistant to the president of Neptune Group Yachting. Working in recruitment, she does understand the problems faced when it comes

to chief stews who are older than the 30- to 34-year-old age bracket of the majority of interior crew. It's for this reason that Banks, despite assisting with recruitment, advises those slightly older stews to forget the agencies and step up the networking. "I have captains continuing to offer me great jobs every week, but if I walked into my own agency I don't know if they'd know what to do with me. I was wary when I started, and the agencies didn't know what to do with someone my age, they had no idea. So I tell older stews to keep networking for their jobs and forget most agencies."

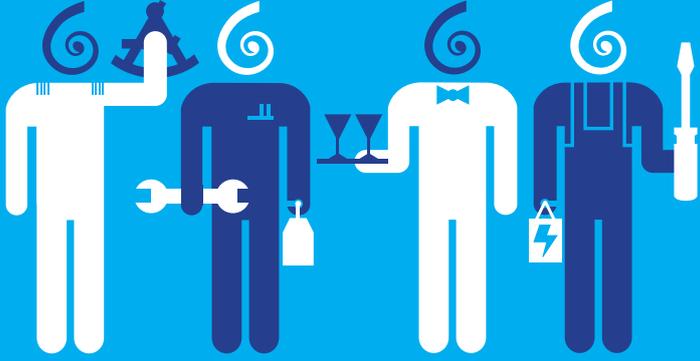
In the same way the 'typical' (if we can use such a word in today's ever-expanding industry) approach to recruitment somewhat strays for those more mature stews, the actual type of employment can differ hugely, too. Banks works freelance and receives regular job offers for charters or family trips, lasting on average about two weeks, which she can choose to accept or decline depending on her own schedule. This flexibility is pivotal to her decision to stay in yachting. "Freelance was a great option that I never really knew about," she tells me. "Coming in, I thought everybody just got on a boat permanently and that's the way you have to go. I wanted flexibility and to be able to have some control over the jobs I took, over my schedule and where I lived; I wanted to be able to go to Europe for a month and stay with family. So I researched the freelance option and it was just perfect. It gave me the opportunity to build my experience and move up into higher-level positions while not having to be in the same place and on the same boat. Once I'd put my CV out there, I started getting calls and as a result I've never really had to go through an agency. I've had lots of captains, as well as owners and owners' wives, call me directly. I stay busy all the time, and could work every day if I wanted to." »



"Taking courses in this industry is very expensive, so I decided not to. Instead I learnt a lot on YouTube."

Join the Viking crew

Bringing together the best industry talent, since 1988.



We have excellent career opportunities with some of the most prestigious names in the cruise and superyacht market.

Services include:

- Recruitment
- Global Employment & Payroll
- Crew Management
- Officer Training (Cadetships)
- Marine Travel
- Filipino Seafarers / POEA Registered

For a full list of career opportunities visit us at vikingrecruitment.com or give us a call.



INTRODUCING THE...

MARITIME SKILLS ACADEMY

in association with **Viking Recruitment Ltd** is a MCA accredited centre that offers STCW courses in safety, leadership and other essential maritime skills.

STCW courses we are currently running include:

- 5-Part Basic Safety Training
- Advanced Fire Fighting
- Proficiency in Survival Craft & Rescue Boat
- Refreshers/Updating Training in - FP&FF, PST, AFF & PSCRB
- Crisis Management & Human Behaviour
- Security Training (SA, DSD & SSO)
- GMDSS & Radio Courses
- HELM (Management Level)
- Bespoke Fire Training
- RYA Powerboat (Level 2)
- PYA GUEST Interior Service Training
- Bespoke Floristry Courses
- Health & Safety Fire Courses

For a full list of course availability visit us at maritimeskillsacademy.com or give us a call.



 www.vikingrecruitment.com
+44 (0)300 303 8191
info@vikingrecruitment.com



 www.maritimeskillsacademy.com
+44 (0)300 303 8393
shortcourses@vikingrecruitment.com



 **PROSTOCK MARINE**
ADVANCED MARINE PRODUCTS
954.457.5000
www.ProStockMarine.com

- Welded Seams
- Many Sizes & Colors In-Stock
- Made from ProStock Custom Materials
- Over 10 Years Experience
- Custom Orders
- Quick Turn-Around



EXTREME FENDERS



“

I researched the freelance option and it was just perfect. It gave me the opportunity to build my experience and move up into higher-level positions while not having to be in the same place and on the same boat.

”



And it's not just Banks. The chief stew has started to connect with other stews in her age range, all of whom, she tells me, have had similar experiences.

We could be looking at a much-awaited future of a better-balanced workforce. And in this industry, where word of mouth is so powerful – it's what has helped Banks progress, after all – it looks like she herself is getting the word out and representing a more mature pool of employees. “Finding that there was a place for women my age, with my background, was such a pleasant surprise,” she recalls fondly. “There's a trend towards this becoming a real career for women over 40, where maybe their kids are off at college and they're looking for a change in life and something new. Yachting is now a viable career for women of many ages. I've got friends who are in my age range and have been following this career of mine, and they're actually interested in coming and doing what I'm doing.” ■

TO COMMENT ON THIS ARTICLE, EMAIL LULU@THESUPERYACHTGROUP.COM WITH SUBJECT: TCR 77 ANOTHER YEAR BOLDER

MEET ALISON JAMES

THE 58-YEAR-OLD STEW

Alison James was 57 when she bought a book last year about working on board superyachts – her previous experience only being as a volunteer a few years earlier on small yachts in the Caribbean. Holding down two jobs in Colorado, renting out her condo and living in her van for six months, she started saving for training courses.



“I decided to enter yachting firstly to be in a warm place, secondly for the money – no living expenses means I can save for my daughter’s college and pay off my mortgage – and thirdly for the travel.”

So she headed to Fort Lauderdale to take the five-day interior course and her STCW at International Crew Training.

Her first ‘big-boat’ job was a delivery up the East Coast. “I was flown to North Carolina and the captain and I drove the boat up to the Chesapeake around Cape Hatteras. It was amazing being in charge of the 28m yacht while the captain was sleeping, and I already had some helm experience from the Caribbean.”

For James, the experiences have been mixed. “There are personality differences, which are magnified on board. I’ve noticed there are a fair few bossy, neurotic and stressed-out people in the business. But I have also met some wonderful, lovely, kind people, and Margaret [Banks] is one of them.”

Now 58 and working as a cook/stew on a smaller yacht, James is aware that good and bad comes with choosing this career later in life. “I do feel my age is an issue. Customers pay astounding amounts of money and they want to look at cute, young people who also have boundless energy.”

But there are definitely some positives. “As luck would have it, I’m the perfect candidate for this ‘mum-and-dad’ private boat. The owners and the captain are all older than me – I’m the spring chicken now! And I don’t get moody because I’m past the menopause. I’m not a party animal constantly searching for a boyfriend. I have realistic expectations out of life.”

So what does the future hold for James? “More of the same. But working on yachts is exhausting, so I’m not sure I can handle it far into the future.” ■

Objectprint



3D Printing

Need quick replacement for custom parts or need a new item made to order?

We provide professional 3D printing services and can produce your parts in many engineering plastics such as ABS, PLA or Nylon or metals such as Stainless Steel, Aluminium or Titanium.

We also provide 3D scanning and design services to re-produce existing parts or create your own custom parts.

We also produce yacht models, prototypes, composite moulds, 3D printed carbon fibre re-enforced parts and much more. Give it a try, we look forward hearing from you!



IT'S NOT MY FAULT!

WORDS: LAURENCE LEWIS

In a high-turnover industry, getting fired is, unfortunately, not uncommon. So how should captains, particularly those who have been employed for some time, deal with suddenly finding themselves out of a job? How open should you be in your next interview and how should your potential employer view your dismissal? Laurence Lewis advises captains on how to get back on the employment ladder.

Despite the MLC and Seafarer Employment Agreements, the yachting industry, more so than any other, it seems, sees a high turnover of employees. Some of the best and brightest captains and crew in our industry have been fired, with some entering unemployment more than once. How does one recover? How does one look for a job after being fired? And how do these ultra-high-net-worth (UHNW) employers view your dismissal?

Of course, the initial reason for getting fired has a bearing on the situation: sexual harassment, embezzlement or other severe reasons will be hard to overcome, and make the person unsuitable for yachting. Common reasons, such as personality clash, disagreement, lack of skills or under-performance, relationship fatigue, laziness and first-season partying are much easier to address.

Some yacht owners will never employ a captain who has been fired from a previous yacht, while others – the great majority – will simply want to understand and be reassured that things will be different next time around. Like anything in recruitment, it's subjective. Many people

are being dismissed through little or no fault of their own. These things occasionally happen and yacht owners, yacht managers and employers, in general, understand that. If you can explain that what took place was under a unique set of circumstances, or that you have learnt from your mistakes, or that you have taken steps to change things (if things needed to be changed), the dismissal becomes less important in the selection and decision-making process.

What you say is likely to be initially received with scepticism; however, taking ownership of the situation is noteworthy and if you present things in a professional manner and articulate how you would do things differently next time, the problem can become a non-issue. The key here is to avoid coming across as negative, hesitant, defensive or vague. If you are vague and your explanations make no sense, it is likely you will not be considered for the job. You are the one with the problem, so bring a solution. If an owner has to second-guess you, you have no chance of getting the job. Most people have had a bad experience in their career. It's not a showstopper, so don't beat yourself up over it.

In some cases, there is an understanding between the employer and the employee that you have left by mutual agreement. This is fine if you are coherent and make sense when you share this with a potential employer. An example of an explanation that makes no sense to an owner is if you had left a 50m two-season yacht and said you were 'looking for a new challenge', to then interview for a captain position on a 50m two-season yacht. Where is the challenge there? It's not really clear. That owner might well be mentally quoting Benjamin Franklin by then: "When in doubt, don't". In cases such as this, the 'looking for a new challenge' excuse clearly does not work.

Be prepared for the question: "Your last job seems great; why did you leave?". Keep the explanation concise. The more you talk, the greater the likelihood that you'll say something you will regret. Your answer needs to flow and you need to deliver it with ease and confidence, so practise. Give enough information; don't lie and don't go into too much detail.

Some yacht owners will never employ a captain who has been fired from a previous yacht, while others – the great majority – will simply want to understand and be reassured that things will be different next time around.

Try to pre-empt the reference question. For example, "Unfortunately, even though I worked for five years for yacht owner X, the reference you will get may not be as good as you'll expect. We did not see eye-to-eye on Y and Z, which, as I said, prompted us going our separate ways. I, however, have impeccable references from A and B and, of course, from the employer before."

This point is important. By taking the lead on the reference conversation, you take ownership and show confidence, which will come across well. On the other hand, if, out of the blue, your potential employer receives a bad reference when he expected a good one, thinking you left the job by choice, the likelihood is your application will not be successful. By that time, you are too much of a risk.

There are cases when the blame is clearly yours. Again, be straightforward and convey that you have learnt from the experience and taken steps to change things. Don't dwell on it, but sound genuine.

Putting yourself in the shoes of your potential future employer and taking his or her perspective can help you overcome the circumstances and come out on top. Remember, we learn from failure, not from success. ■

TO COMMENT ON THIS ARTICLE, EMAIL
LULU@THESUPERYACHTGROUP.COM WITH
SUBJECT: TCR 77 IT'S NOT MY FAULT



Your 5-Star Yacht Agents

ITALY | SARDINIA | SICILY

Shore support

Gourmet provisioning

Itinerary planning

Specialist concierge

Fast accounting service

Charter support



 www.ey4u.com

 agency@ey4u.com

 +39 344 388 36 39



LOVE ME TENDER

WORDS: ANDREW JOHANSSON

When the price tags for a tender range from several hundred thousand to six figures, these compulsory luxury items demand intelligent design and naval architecture, robust engineering and a dedicated crew to maintain and service them.





“It is important that crew don’t let motors sit, as impellers dry and stick to the inner housing. The result will be that they tear off an impeller leg next time they start the engine.” – Gunnar Vikingur, managing director, Vikal International

The market offers a plethora of options when looking for a suitable tender. From wooden boats, such as Spirit Yachts’ P40C and Art of Kinetik’s Mazokist, to fully custom aluminium builds, such as those delivered by Silver Yachts together with 77m *Silver Fast*, and composite boats such as *Atlante’s* laminated carbon tenders built by I.C. Yacht. Regardless of the chosen build material, they all demand the same high level of attention to detail in their design, build and care to ensure reliability and longevity. However, these requirements are not always met; just as the level of maintenance varies from one yacht to the next, so does the quality of the design and build of a tender.

“There seems to be a cut-off between how tenders are used and how they are maintained in relation to the size of yacht they are on,” says designer Guy Whitehouse who, together with Superyacht Tenders & Toys, has released 8m, 9.5m and 11m tender designs that were developed to improve specific aspects in relation to storage, access for maintenance and reliability. “Thirty to 40m yachts often have one tender that is used for everything and, in a lot of cases, there isn’t a dedicated resource to take care of the tender. As a result, they may not be as well looked-after as those on bigger boats.”

The designer goes on to point out that 50-60m-plus vessels generally have better resources and crew capacity to maintain a tender. However, even with a dedicated maintenance schedule, or in some instances a dedicated crewmember to ensure upkeep of the boat, there are occasions when care falls short.

“The most obvious example I can give is SOLAS rescue boats because we’ve delivered so many of them and they’re all identical,” explains Richard Watson, CEO at Pascoe International. “The boats that have been well cared for often have the most running hours and the crews are happily using them after six or seven years of service, while other examples appear neglected and unloved after far fewer hours of use. It is a real mix as to how people look after their boats.”

Aside from the financial and reliability implications of this neglect, a poorly cared-for boat can reflect negatively on the builder. Differences in the level of maintenance and upkeep is something Gunnar Vikingur, managing director of Vikal International, has faced on more than one occasion. On board a limo-tender built by the Perth-based yard, and with a potential client, Vikingur requested that the air conditioning be turned on. “The crewmember started the generator but didn’t tell us that he had a loose bracket on the generator and its maintenance hadn’t been kept up,” he recalls. “So there was a loud rattle in the generator, which was very upsetting for me because the client got to hear it.”

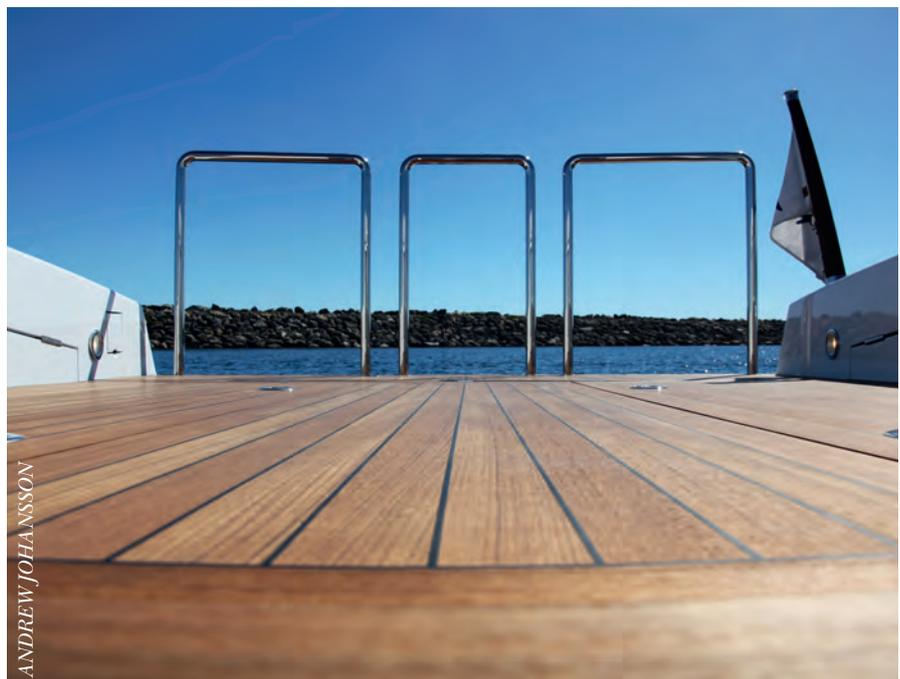
Not only will loose fittings and equipment cause undesired noise, it can quickly lead to additional damage, as will prolonged exposure to moisture from the bilge. With only so much a bilge pump can pick up, the remaining puddle of seawater can gradually erode electrical circuits and connections if not mopped up. “I always try to advise crew to open all the hatches after putting a tender on board,” Vikingur says. »

Opening page: Spirit Yachts’ P40C.

Below: The aft deck of Vikal International’s 11.3m limo tender for a 100m-plus project.

Next page top: A recent Pascoe International build: the forward section of a single engine tender bay with cleanly laid out components, easily accessed; note ‘service loops’ on wiring and labels on all cables to aid diagnosis and repair.

Bottom: Three-part engine hatch on Vikal International’s 11.3m limo tender.





NAUTICA ASSISTANCE

YACHT AGENTS AND SUPPLIERS
SARDINIA - CORSICA - SINT MAARTEN

15TH
anniversary

FOR 15 YEARS
SIDE BY SIDE WITH
THE CREW

NA AGENCY | NA PROVISIONS | NA TECH | NA DEPOT | NA CHARTER | NA 4 CREW

“Leave them all open and then go in and mop the bilge to ensure it is dry. It is also important that crew don’t let motors sit, as impellers dry and stick to the inner housing. The result will be that they tear off an impeller leg next time they start the engine.”

For the chief engineer on board a 63m motoryacht – who wishes to remain anonymous – keeping the bilge dry is very important, as are basic tasks such as flushing outboard engines and wiping down all surfaces that have come into contact with seawater. “The most important thing is to have a good routine as soon as the boat is recovered each time,” says the engineer, who stresses the importance of following the manufacturer’s care instructions. “When designing the boat, proper access to the engine bay, bilge and all other electrical equipment, pumps, batteries and so on makes the biggest difference to how easily proper maintenance can be carried out.”

Whitehouse agrees, although the challenge for a designer is in getting the right balance between providing space and access in the areas crew need to reach while giving the owner and their guests as much space as possible. “What is key when it comes to the layout is the seating and access for the guests in terms of boarding,” he says. “So you end up fighting to get the balance of seats for guests, access and storage facilities just right.”

While the design of the exterior and interior are important, so too is the boat’s performance and reliability. However, there are occasions when boatyards get it wrong, resulting in a lack of confidence and respect for the product and the builder. For the second officer of the 63m motoryacht – who also wishes to remain anonymous – this scenario occurred with the delivery of a pair of tenders built by US-based Novurania, with a price tag in the region of \$200,000 each.

“We had to rewire the entire boat as none of it was up to scratch,” explains the second officer, who reveals that \$20,000 to \$30,000 was spent annually on repairs and included the replacement of leg drives every couple of seasons. “Within two months of receiving the boats, the hull delaminated from the console on one of them. It had to be sent back to the US and we had to wait eight months before we got a replacement, and even that proved to be faulty! This year, we’ve gone with a British manufacturer and the standard between the two is like night and day.”

Ensuring your tender meets a minimum standard is vital, but to have one that will get the crew as excited about it as the owner requires the operation and maintenance to be simple, which is an important aim for Vikingur. He understands the importance of making maintenance easier and straightforward, which occurs when design and construction come together to produce ideas that make the crew’s life



easier. For instance, the latest delivery from Vikal International is a pair of 11.3m tenders (a sports tender and limo) for a 100m-plus project in Germany. Designed in collaboration with Francis Design, the boats offer a clean and elegant interior and innovative features developed especially for the client. Among these features on the limo tender is an electronically operated sliding-glass roof aft and a hatch forward. This, together with a sunken floor, makes it easier to move around the cabin and creates a feeling of space.

The engine hatch, which has been designed and engineered in a way that provides full access to the twin 400hp Volvo diesel engines underneath, allows crew to access the compartment even when it’s on board the mothership. This was made possible by splitting the hatch into three sections – two side panels that bend 90 degrees along the middle to form the side of the superstructure, leaving a central panel that is double pivoted and can be opened in either direction or removed altogether. Just behind this towards the stern is another hidden compartment for the neat storage of the swim ladder.



Split-engine hatches is an idea that has also been featured on boats built by Pascoe International, but what has led to these ideas is the ability of the yard to listen and react to any and all feedback from crew to better future builds. “It takes listening to the crew to know what works and what doesn’t,” says Watson. “We’re in a lucky position to have had customers who have come back to us two or three times with new projects and share key feedback with our engineers. It allows us not only to improve in certain areas on the next build but also to make it easier to resolve any warranty issues.”

While it is evident that there are significant differences in build quality and approach to maintenance, intelligent solutions combined with careful instruction from the yard on delivery would be a step in the right direction to improving the reliability and longevity of tenders. “Walking crew through the systems and operation on our tenders is something we are pushing for more and more,” says Watson. “Historically, the boats that we’ve shown the crew in detail, one-to-one, are the boats that we have the least service issues with. So it is beneficial for us but also massively beneficial for them in terms of the operation.” ■

TO COMMENT ON THIS ARTICLE, EMAIL LULU@THESUPERYACHTGROUP.COM WITH SUBJECT: TCR 77 LOVE ME TENDER

Make headway with Edmiston Crew Recruitment.

For more information register at www.edmiston.com/crew,
crew@edmiston.com
or call +33 493 340 940



Follow us on Facebook (facebook.com/EdmistonCrewRecruitment)
and LinkedIn for the latest positions from Edmiston.

CLASSIC. COUTURE. CUSTOM.



Haute Yacht Wear is the modern uniform and fully custom specialists!

We are your destination for ready to wear uniform & guest give-away pieces, masterfully made couture pieces from our in house line & full custom design production orders with no minimum quantities.

South of France: +33 975 185 60

South Florida: +1 (954) 713-9996

Visit our online shop or check out our other services at

www.hauteyachtwear.com



THE ULTIMATE TOY FOR YACHTS

www.freestylecruiser.com



FREESTYLE CRUISER



FREESTYLE SLIDES

FreeStyle Slides, Inc.

1.866.694.4776 / 727.563.2003

info@freestyleslides.com

2399 26th Ave. N.

St. Petersburg, Florida, 33713





THE GREAT DIVIDE

WORDS: BRYONY MCCABE

With the ratification of the Maritime Labour Convention, 2006 (MLC) in 2012, the enforceable requirements under the new legislation presented a way to approach professionalising employment standards on board commercially registered yachts over 500gt. With crew on these charter yachts supposedly benefiting from better working conditions, is a division forming between charter and private?



“Crewing on a charter yacht compared with on a private yacht is an interesting dichotomy,” admits Captain Carl Spath, of busy charter motoryacht *Starfire*, who believes there is a clear distinction between the two types of vessel. “My assumption is that most crew would rather be on a yacht that is very active in the charter business. Crew also believe the salaries and the gratuities are much better on yachts that charter.”

It is an industry-wide perception that charter crew require a different mindset and skill set to succeed than crew on a private yacht. “Private yacht owners usually know that their crew need some time off; the crew can come and go as their needs dictate as long as the owner and the yacht are well served,” continues Captain Spath. “Charter captains, by virtue of the competition of the business, must always keep their crew on call, which means crewmembers must stay closer to the vessel and exercise a greater degree of adaptability.”

Perhaps the most important aspects of the MLC for superyacht crew – among other protection brought about by the convention – have been the requirements regarding the Seafarer Employment Agreement (SEA) and hours of work and rest. Within this regulatory framework, charter crew have the potential for more job security and structured working hours, both the subject of common complaints in times gone by, than ever before.

Before crew start their employment search, they will often have a reasonable idea of what type of yacht they would like to work on, whether that be sail or motor, big or small, or with a particular type of itinerary. But is the question of charter or private now becoming more of a consideration during the employment process?

While Captain Phil Stevens of motoryacht *Slipstream* has not noticed a trend of more crew leaning towards charter over private

yachts, he does admit there are clear benefits from working within the guidelines of the MLC. “It makes sense for any crewmember to have job security and everything else that the convention demands of charter yachts,” he asserts. “If a crewmember went from a charter yacht to a private yacht without the protection that the MLC offers, then this would be a big transition to even attempt.”

“The MLC was probably a good thing for the yachting industry,” agrees Captain Spath. “The SEA gives the crew something in print that, in essence, says the vessel will take care of them in sickness and in health, pay and feed them and make sure that they rest. In most cases, I believe that it is on the captain to make sure that the SEA is enforced.”

With charter yachts in particular having a reputation for long working hours, with very little rest, a yacht that implements the MLC will offer more structured hours of work and rest. But these requirements have fallen under much scrutiny from the charter market, as many believe that the regulations are unachievable in an industry that offers a seven-star service around the clock.

“Vessels working under commercial coding do now indeed submit pieces of paper every month stating that each crewmember works within the conditions of MLC,” says Captain Mark Delstanche of motoryacht *Lady Nag Nag*. “However, the wants and needs of the guests have not changed since the introduction of the code and, having recently gone from private to charter yachts, I can attest to the fact that the crew are required to work just as hard as they did before.”

Captain Ferdi Heymann of motoryacht *Pangaea* agrees that not much has changed regarding working hours, even though it has become more structured. “It has changed the way people approach watch rotations, but in many aspects it doesn’t necessarily mean that it is easier,” he explains. »

“The conscientious owner who wishes to retain crew on a private vessel often has to offer better benefits to crewmembers than can be found on many charter yachts.” - Captain Mark Delstanche, M/Y *Lady Nag Nag*

Despite the improved working conditions that are offered with MLC, Louise Cailbourdin, crewing manager at The Crew Network, has not witnessed a notable influx of crew stating they prefer charter yachts over private. In fact, she explains that few crew make mention of the legally binding MLC. “Senior deck and engine crew seem to be more concerned about whether the vessel operates with ISM or voluntary ISM than asking about the seafarers’ bill of rights, as MLC is known,” she observes. “They are focused more on their career development and know that ISM experience is often a deciding factor in the hiring process.”

Zoe Benson, director of Global Crew Services, believes that charter yachts may be the more popular choice for the junior crew who come through her door, but it is nothing to do with the regulatory advantages, she says. “My perception is that charter yachts are more popular among crew because of the financial rewards,” she explains. “There is the expectation of tips, and charter yachts are generally busier so they have less time to spend money.”

However, the gap between charter and private may be getting smaller, with many private yachts following the MLC on a completely voluntary basis in order to keep up with industry standards and ensure that they can offer their crew the same welfare and working conditions as a fully commercial yacht. “As this positive trend increases, any disparity in employment conditions between crew working on charter and private yachts will be likewise reduced,” adds Cailbourdin.

With the increased popularity of charter yachts, the result appears to be the leveling of the playing field, as private owners meet the competitive challenge of the crew looking for the best conditions of employment.



VERSILIA SUPPLY SERVICE
WORLDWIDE MEGAYACHT SUPPLIER

ALL IN ONE



www.versilia.it



“Charter captains, by virtue of the competition of the business, must always keep their crew on call, which means crewmembers must stay closer to the vessel and exercise a greater degree of adaptability.” – Captain Carl Sputh, M/Y *Starfire*

Captain Delstanche goes on to say that the gap is perhaps not only narrowing in terms of regulations. “Though not statutory, the benefits of working on a commercial yacht can be found on private yachts. Indeed, the conscientious owner who wishes to retain crew on a private vessel often has to offer better benefits to crewmembers than can be found on many charter yachts, simply to keep them from being lured away by the temptations of the post-charter ‘golden eggs’,” he says.

So when choosing the right job, how influential should the charter-versus-private factor be? “In choosing yachting as a profession, a crewmember should examine the differences in private and charter yachts and seriously identify their own shortfalls and capabilities as they relate to both types of vessel,” concludes Captains Sputh. But with the increased popularity of charter yachts, the result appears to be the leveling of the playing field, as private owners meet the competitive challenge of the crew looking for the best conditions of employment. Perhaps the focus will soon be on choosing the right yacht for your career progression, as standards professionalise across the board. ■

TO COMMENT ON THIS ARTICLE, EMAIL
LULU@THESUPERYACHTGROUP.COM WITH
SUBJECT: TCR 77 THE GREAT DIVIDE

NEW WALKER OPTIMIZER AIR FILTER FOR CATERPILLAR® DIESELS

Improve your engine and engine-room walkway clearance with Walker’s New Compact Air Filter Silencer for Caterpillar® 3512 & 3516 Marine Diesel Engines. The 90-degree design improves clearances with a narrow footprint, high-performance washable filter, that is lab certified up to 3,880cfm per filter ... compatible with even the latest 2014 Caterpillar® 3516C engines.

Benefits include:
high air flow with minimal inlet restriction, reduced exhaust temperatures, improved intake noise levels and improved overall engine width.



Cat® and Caterpillar® are registered trademarks of Caterpillar Inc.

www.walkerairsep.com

Contact: Sales department
Tel: +1 818-252-7788
Email: sales@walkerairsep.com



A golden oldie

WORDS: CAPTAIN MIKE CONQUEST

In October 2014, Captain Mike Conquest sailed 43m *Golden Eagle* into STP shipyard for a two-week repair job prior to a winter in the Caribbean. *Golden Eagle* left eight months later, and left a 47m superyacht after a hull extension. Captain Conquest recalls how a two-week yard period turned into a major eight-month project and the transformation of the 25-year-old superyacht.





We were planning to go to the Caribbean after a quick haul-out in Palma for an antifoul and a few minor engineering-servicing jobs. However, on route to Palma we discovered a forward fuel tank was leaking into the bilge. This required further investigation when we arrived and we were dually lifted as planned at the STP shipyard. This was Mid-October 2014.

The forward fuel tanks were emptied and surveyed to determine the extent of the corrosion, which had caused the leak. The next week, after many hours of investigation by ourselves, the shipyard, Pendennis, Astilleros and surveyors, the worst was confirmed. We could not possibly head to the Caribbean this winter – the work required was just too extensive. The boss had to be informed.

The extent of the projected work required the removal of the flooring up to a metre above floor level in the crew mess, galley and, worst of all, the forward end of the engine room, just where the electric panel was situated. It is worth mentioning at this stage that *Golden Eagle* is 25 years old. While she has had corrosion issues in the past, she is a lovely yacht. But this was not going to be a quick repair, nor a cheap one.

We generally operate with a crew of nine but one of our girls had left prior to our arrival in Palma and another was due to leave when we got there. So with an extensive shipyard period looming we decided not to replace them immediately. My chef wanted to do the Caribbean season, so he left too. Thankfully my chief stew took on the role and the remaining crew all dually moved to shoreside accommodation due to our living area needing to be taken apart. (With the removal of a lot of pipework we would loose all water on board - fresh, grey and black.)

Knowing the Caribbean season was now off, what else could we do to prevent us having to spend the next and following winter season in the shipyard again? (This was the original plan, as she was due a paint and a few engineering updates.) This also brought back into my mind a plan we had been hatching for a few years. That was, to have the stern altered to incorporate a swim platform. Outline plans had already been drawn up, but nothing in detail.

After further lengthy discussions with the boss, Rob Van Wieringen of Astilleros (who would be doing the majority of the work) and the other contractors involved in the various areas, I drew up a very tight schedule that would allow us to:

- Take out the necessary internals to get the repairs done to the top of the fuel tanks. This also required the whole of the ship's electric panel to be taken out and a new modern system fitted in its place. The old one was too old to be able to replace.
- Chop off the stern door and extend the hull by 2.5m, incorporating a new swim platform and stairs down to it.
- Complete a full hull and superstructure paint and antifoul.
- Complete a full overhaul of both generators, engines and electrical systems.
- Replace the air-con compressors and update many air handlers around the ship.
- And replace the Hamman and Evac system, water heaters and watermarkers with new ones. »

PINMAR

SUPPLY

THE SOURCE FOR ALL THINGS YACHT



NOW YOU CAN TAKE US WITH YOU

Manuals - Catalogues - Quotes

Data Sheets and Good Advice



www.pinmarsupply.com

Email. info@pinmarsupply.com

Tel. +34 971 713 744



AYSS
SUPERYACHT
GLOBAL NETWORK

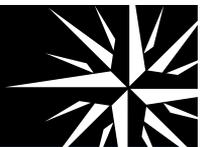
Celebrating
25 Years

Association
of Yacht
Support
Services

www.ayss.org



Kick Start Your New Year...
with the Distance Learning Experts



Increase your industry expertise and gain the competitive edge with our internationally recognised **Superyacht Diplomas** in:

REFIT
MANAGEMENT
OPERATIONS
NEW BUILDS
YACHT BROKERAGE

SAVE 10% - HURRY Enrolments Close 31 March 2016

Contact us today
t: +44 (0)1252 732220
e: info@maritimetrainingacademy.com
maritimetrainingacademy.com



Enhancing Careers
for a Brighter Tomorrow



The one big stipulation from the boss was that the work had to be completed before the start of the Med season, around mid-June. It all looked just about feasible, so I put my head on the block, took the decision we could do it and off we went.

I won't go into all the details but, as I am sure you can imagine, much more work was found to be necessary, especially on an older vessel. One job leads to another two or three that require attention. More corrosion was found after a full hull survey, the air-con plant in the engine room not only required two new compressors but an evaporator, condensers and new electric control panel, much pipework had to be removed to get at the plating and, in many cases, this required new pipes to be made and installed. New wires also had to be run to accommodate the new software and diagnostics, and during the paint preparation much more surface corrosion was found than anticipated. I could go on.

During this period I also had two deckhands leave. Both left for various reasons but were replaced immediately. There was still plenty of work for the crew to do, helping the engineer keep things

on track and also helping out during much of the work. The crew dealt with all of the new metal painting (internally) as it was replaced, carried on with other routine maintenance, painting pipework that had been taken out and stripped the yacht of all external fittings, deck heads and much more in preparation for the painters. Then they put it all back afterwards.

Shipyards are very costly experiences for owners so any work that can be done by the crew is essential. Whether helping with necessary work and keeping the contractors' time to a minimum or using the time for the necessary operational maintenance that time during the season limits, it helps keep costs down and also gives the crew valuable experience and knowledge they may otherwise fail to get.

We are a yacht that travels constantly when the guests are on board, usually doing between 3,500 to 5,000 miles per Med season, and with that year's Caribbean season already planned at the time there were plenty of other exciting opportunities for the crew to gain valuable sea time and yachting experience. »

Shipyards are very costly experiences for owners so any work that can be done by the crew is essential.





...YOUR **FIRST** CHOICE WHEN IT COMES TO **SUPERYACHT** SUPPLIES...

MAIL/CALL

SALES@IYS - ONLINE.COM

+31 252 532 341

ASK

WHAT DO YOU NEED?

WE SUPPLY!

ENGINEERING - DECK - INTERIOR - WATER SPORTS - WORLDWIDE DELIVERY

INTERNATIONAL YACHT SERVICES

WATTSTRAAT 2

2171 TR SASSENHEIM

HOLLAND



Previous page: *Golden Eagle* mid-refit
Above: From 43m (bottom) to 47m (top)

So did this project run to time or not? The result was a slight delay in returning to the water, expenditure over and above that anticipated, due largely to the amount of extra work needed on this, an older vessel, yet a yacht that lives once again in all her splendor.

We cruised with the boss in Gibraltar and I have to say *Golden Eagle* was in fine form. When we started cruising with guests we were still refitting parts of the yacht, as the contractors had only left the day before we sailed for Gibraltar, and we were still learning how some of our new equipment works. One month on, we were fully operational and very happy with all that had been done.

I should also say a very big thank you to all those involved, especially my crew. My crew worked extremely hard and extremely well, both during the refit and especially in the last six weeks of getting her put back together and ready for guests, in the shortest time imaginable after such a large amount of work and disruption. ■

TO COMMENT ON THIS ARTICLE, EMAIL
LULU@THESUPERYACHTGROUP.COM WITH
SUBJECT: TCR 77 A GOLDEN OLDIE

Captains & Crew

Management

TRACING THE COURSE TO SUCCESS

Marinas

Brokerage

Charter

Refit

Lifestyle

Viareggio | Carrara 6-8 April 2016



Attend the most innovative superyacht B2B event format to promote your business

YARE: Superyacht refit and after sales companies gathering together with a group of hosted buyers for meetings, developing business relationships, attending industry forums and networking.



www.yarenetworking.com

ORGANIZED BY



HOSTED BY



INTERNATIONAL CONFERENCE & MEDIA PARTNERS





AC POWER & SHORE POWER CONVERTERS



ASEA POWER SYSTEMS

Contact: Russ Engle (ringle@aseapower.com)
15602 Commerce Lane, Huntington Beach, California 92649, USA
Tel: 714-896-9695
Fax: 714-896-9679
WEB: www.aseapower.com

UNITED STATES

Island Marine Electric

Contact: Greg Woods (greg@islandmarineelectric.com)
401 SE 30th St, Fort Lauderdale, Florida 33316, USA
Tel: 954-524-3177
Fax: 954-524-3178

Ward's Marine Electric, Inc.

Contact: Wardy Eshleman (wardy.eshleman@wardsmarine.com)
617 S.W. 3rd Ave., Fort Lauderdale, Florida 33315, USA
Tel: 800-545-9273 ext. 101
Fax: 954-523-2499

Mahler and Associates

Contact: Keith Mahler (keith@mahlerinc.com)
3322 NE 200th Court, Seattle, Washington 98155, USA
Tel: 206-365-3800
Fax: 206-365-4457

Woodside Marine Electric

Contact: Mike Woodside (boatdocs@cox.net)
23 Sky Sail Court, Jamestown, Rhode Island 02835, USA
Tel: 401-835-6400

Newport Shipyard

Contact: Steve Figueredo (sfig@newportshipyard.com)
1 Washington Street, Newport, RI 02840, USA
Tel: 401-846-6000
Mobile: 401-808-4534
Fax: 401-800-4534

AUSTRALIA - NEW ZEALAND

IMED Limited

Contact: David Chalmers (david@imed.co.nz)
Orams Marine Village Unit 5, 160 Beaumont Street, Westhaven, Auckland, New Zealand
Tel: + 64 9 373 2422
Mobile: + 64 21 30 3399
Fax: + 64 9 373 2423

CARIBBEAN

Marionics

Contact: Bert Lamerigts (bert@electec.info)
Falmouth Harbour, St. Paul's, Antigua, Caribbean
Tel: +1 721 527 7343
Fax: +1 721 544 3641

Electec

Contact: Derek Little (sales@electec.info)
29 Wellington Road, Colebay, St. Maarten, Netherlands Antilles, Caribbean
Tel: +599 544 2051
Fax: +599 544 3641

Marigotill St. Lucia Ltd.

Contact: Henning Schneider (henning@marigot.biz)
P. O. Box MG 7206, Marigot, St. Lucia, W.I., Caribbean
Tel: 1 758 451 4193
Mobile: 1 758 285 3266
Fax: 1 758 458 3475

FRANCE

ACTECNA

Contact: Pietro Comerro (pietro@actecna.com)
8 Allée François Coli, Mandelieu 06210, France
Tel: Sales: +33 601 216 779
Service: +33 612 073 710

Etech Med

Contact: Ben Underhill (ben.underhill@etouchsystems.eu)
115 Boulevard de la Millière, Marseille13011, France
Tel: + 33 (0)6 76 03 48 75
Fax: + 33 (0)4 91 45 36 57

ITALY

ASEA Nautica

Contact: Alessandro Ciolfi (alessandro.ciolfi@aseanautica.com)
Via del Molo 64, La Spezia 19126, Italy
Tel: 39 348 2606558
Fax: 39 0187 515427

MALTA

Automation Technologies Limited

Contact: Etienne Psaila (etienne@atech.com)
KBIC Unit 1140, Kordin Industrial Estate, Paola, PLA3000, Malta
Tel: +356 21 800 652
Mobile: +356 999 1700

MEXICO

Marine Electronics Mexico

Contact: Fabrizio Proserpi (proserpi@prodigy.net.mx)
Marquez de Leon 1850, La Paz, BC CP22840, Mexico
Tel: +52 612 127 1121
Fax: +52 612 125 4843

Oceanos

Contact: Juan José Estrada Munguia (oceanos@prodigy.net.mx)
Ave Gral Pescqueira #709, Col. Juan Carrasco, Mazatlán, Sin 82010, Mexico
Tel: +52 669 982 2907
Fax: +52 669 982 2907

NETHERLANDS

ASEA Benelux

Contact: Hans Stoks (jstoks@aseapower.com)
Netherlands
Tel: +31 6 133 15015

SINGAPORE - CHINA - HONG KONG - TAIWAN

Tritex - Singapore

Contact: Raymond Lim (Raymond.Lim@tripower.com.sg)
3 Tuas Avenue 18A, Singapore 638852
Tel: +65 96185685

Tritex - China

Contact: Sam Lim (Sam.Lim@tripower.com.sg)
Room 201, No 33 Lane 155, West Jin sha Jiang Road, Jiading District, Shanghai 201803 P.R. China
Tel: +86 1560 171 8637

Tritex - Hong Kong

Contact: Gary Ng (gary.n@twinpowerintl.com)
Unit A, 7th Floor, World Tech Centre, 95 How Ming Street, Kwun Tong, Kowloon, Hong Kong
Tel: +852 9682 3582

Tritex - Taiwan

Contact: Dennis Ma (tw-sales@tritex.com.sg)
25th Floor, Units 7, 25F-L, NO. 31, Hai Pin Road, Ling Ya District, Kaohsiung 802, Taiwan ROC
Tel: +886 929808413

SPAIN

E-Tech Yachting

Contact: Svante Borgenas (svante@etechyachting.com)
Gremi Sabaters 34, Palma de Mallorca 07009, Spain
Tel: + 34 6 70 30 00 70
Fax: + 34 9 71 43 03 02

THAILAND

Electrical Marine Co., Ltd.

Contact: Damian Barrett (damian@electrical-marine.com)
223 Moo 8, Tumbon Paklok, Thalang District, Phuket, 83110, Thailand
Tel: +66 76 272 177
Fax: +66 76 272 178

TURKEY - GREECE

Meta Yat Limited

Contact: Riza Ozluer (turkiye@aseapower.com)
Rauf Orbay Cad. Otuken Evleri 135/4, Tuzla, 34940 Istanbul, Turkey
Tel: +90 532 2348500
Fax: +90 216 4469041

UNITED ARAB EMIRATES

Boaters, Marine Consultants

Contact: Blake (boaters.dxb@gmail.com)
Street 27, Warehouse 3, Al Quoz Industrial 3, Dubai, UAE
Tel: +971 (0)4 347 4784
Mobile: +971 (0)50 714 6561
Fax: +971 (0)4 347 4687

UNITED KINGDOM

Marine Energy Solutions

Contact: Paul Holland (paul@energy-solutions.co.uk)
George Summers Close, Rochester, Kent, Medway City Estate, ME2 4NS, UK
Tel: 44-1634-290772
Fax: 44-1634-290773



ATLAS MARINE SYSTEMS SHORPOWER®

U.S. Office:

1801 S Perimeter Road, Suite 150, Fort Lauderdale, FL 33309-7140, USA
Sales contact Name: Dennis Braun
Tel: +1 954 735 6767 (sales)
Fax: +1 954 735 7676
Email: dennisb@atlasmarinesystems.com
Service Contact Name: Candy Smith
Tel: +1 214 343 7587 (service)
Fax: +1 214 341 2099
Email: service@atlasmarinesystems.com
Website: www.atlasmarinesystems.com

UNITED STATES

CARTER ROBINSON & ASSOCIATES

P.O. Box16113
Newport Beach, CA 92659
Contact Name: Carter Robinson
Tel: +1 954 903 9153
Email: carter_robinson@sbcglobal.net

GBR MARINE SERVICES, LLC

4001 NW 27 Terrace
Boca Raton, FL 33434
Contact Name: Geoff Balmer
Tel: +1 954 465 7880 (service)
Tel: +1 954 817 8630 (admin)
Email: geoff@gbrmarine.com

ATM ENGINEERING INC.

18730 Lenaire Dr., Miami, FL 33157
Contact Name: Mike Handschmann
Tel: +1 305 251 7547
Email: atmmarine1@bellsouth.net

MARITIME MARINE INC

3200 S. Andrews Ave #113
Fort Lauderdale, FL 33316
Contact Name: Malcolm Parton
Tel: +1 954 467 8200
Fax: +1 954 467 8207
Email: maritimemarine@att.net

PACIFIC MARINE POWER SYSTEMS

1309 Opal St, San Diego, CA 92109
Contact Name: Rick Irvine
Tel: +1 619 997 5242
Email: rickirvine123@gmail.com

BISHOP MARINE ELECTRIC, INC

800 Old Griffin Road
Dania, FL 33004
Contact Name: Greg Bishop
Tel: +1 954 921 0207
Email: greg@bishopmarine.com

CARIBBEAN

ELECTEC N. V.

Wellington Road #29, Cole Bay, St. Maarten
Contact Name: Bert Lamerigts
Tel: +1 721-527-7343
Fax: +1 721-544-3641
Email: bert@electec.info

MARIONICS CARIBBEAN

Falmouth Harbour
St. John's, Antigua
Contact Name: Arougoo Adams
Tel: +1 268 460 1780
Email: marionic@candw.ag

AFRICA

AFRICA CONTACTS & EQUIPMENT

Block 4, Flat 1, Gwaram Close, Area 3 Garki, Abuja, Nigeria
Contact Name: Ibrahim K Mshela
Tel: +234 704 337 1122

EUROPE

SHIP SYSTEM SRL

Via XX Settembre 16/4, 16121, Genoa, Italy
Contact Name: Valeria Tosolini
Tel: +39 010 869 1011
Fax: +39 010 869 1012
Email: cornice@shippssystem.com

ROBERTS ELECTRICAL MARINE

32 Route du Badine, 06600 Antibes, France
Contact Name: Kevin Roberts
Tel: +33 (0) 6 07 21 30 38
Email: electricalmarine1td@gmail.com

ASTILLEROS DE MALLORCA

C/ Contramuelle Mollet 11 - 07012 Palma de Mallorca, Spain
Contact Name: Stefan Enders
Tel: +34 971 710 645
Fax: +34 971 721 368
Email: info@astillerosdemallorca.com

CASQUEIRA LDA

Avenida dos Bacalhoeiros, 188, 3830-553 Gafanha da Nazare, Portugal
Contact Name: Miguel Casqueira
Tel: +351 234 367 026
Fax: +351 234 364 751
Email: casqueira@casqueira.pt

GOLDEN A/S

126 Trapezoundos Str. - 18121 Koridallios, Greece
Contact Name: Nick Polikandriotis
Tel: +30 210 4312349
Fax: +30 210 4312325
Email: management@golden-as.com

BURGESS MARINE LTD

Western Avenue, Western Docks Southampton SO15 0HH, UK
Contact Name: James Needle
Tel: +44 0 2380 787878
Fax: +44 0 2380 787826
Email: james.needle@burgessmarine.co.uk

YACHTTELEC

La Clairette - Avenue Camusso, 13600 La Ciotat, France
Contact Name: Remi Colace
Tel: +33 (0) 4420 17677
Fax: +33 (0) 4423 26779
Email: yachttelec@orange.fr

ASIA

NORTH AMERICAN BOAT SERVICES

Raffles Marina, Singapore
Contact Name: Scott Walker
Tel: +65 6869 1813
Email: scott@asia-pacific-superyachts.com

ASIA MARINE EQUIPMENTS LTD

Taiwan Main Office 17F-2, No. 319 Dazhong 2nd Rd., Zuoying Dist. Kaohsiung City 813, Taiwan (R.O.C.)
Contact Name: Kevin Ou
Tel: +866 (07) 5503191
Fax: +886 (07) 5503192
Email: kevin@asiamarine.com.tw

ELECTRICAL MARINE CO., LTD

223 Moo 8, Tumbon Paklok, Thalang Dist. Phuket, Thailand 83110
Contact Name: Damian Barrett
Tel: +66 76 272 177
Fax: +66 76 272 178
Email: damian@electrical-marine.com

AUSTRALIA - NEW ZEALAND

MAJOR YACHT SERVICES

P. O. Box 620, Gladsville NSW 2111, Australia
Contact Name: Geoff Majer
Tel: +61 (0) 2 9810 7200
Fax: +61 (0) 2 9810 0144
Email: geoff@mystaust.com

ELECTRICS AFLOAT LTD

P. O. Box 91222, Victoria Street West Auckland 1142, New Zealand
Contact Name: Warren Tait
Tel: +64 9 379 7958
Fax: +64 9 379 9041
Email: warren@electricsafloat.co.nz

MARPOWER®

MARPOWER CONVERTERS

Plesmanlaan 2, 9615TH Kolham P.O. Box 4, 9600 AA Hoogezaand, The Netherlands
Tel: +31 598361736
Contact: Manfred Lammers
Email: m.lammers@eekels.com
Website: www.marpower.nl

ITALY

Marine Automation Srl.
Via dei Pescatori, 28 - 55049 Viareggio, LU
Tel: +39 0584 388288
Contact: Fabrizio Scoccia
Email: fabrizio@marineautomation.it

TURKEY

Mavituna Ltd. Sti.
Yayla Mah. Cengiz Topel Cad. No: 119/A - Tuzla - Istanbul - Turkey
Tel: +90 216395 8983
Contact: Songür Ulus
Email: sulus@mavituna.com.tr

MALTA

Automation Technologies
UNIT 1140/1145, KBIC Kordin Industrial Estate, Paola PLA 3000
Tel: +356 23980169
Contact: Steve Vella
Email: info@atech.com.mt

CHINA

Eekels Technology B.V.
716 Room, 7F 111 Cao Bao Road, 200233 Shanghai, P.R. China
Tel: +86 21 64 75 31 07
Contact: Daming Li
Email: daming.li@eekels.com

USA

Thomas Marine Systems, Inc.
2200 West State Road 84, Fort Lauderdale, FL 33312
Tel: Fort Lauderdale +1 954-727-1674
Tel: West Palm Beach +1 561-340-3400
Tel: Miami +1 305-635-2062
Contact: John Thomas
Email: jthomas@thomasmarinesystems.com

CARIBBEAN

IBC SHIPYARD
Ave. de la Marina, No. 54 La Marina Casa de Campo
La Romana, Dom. Rep.
Tel: +1 809 449 3323
Cell: +1 829 762 1246
Contact: Giacomo Moriconi
Email: g.moriconi@binautica.net

FRANCE

MCB
Tel: +33 629434818
Contact: Dick Kieft
Email: dick@mcbelux.nl

DUBAI

Technology Ventures Marine Equipment LLC
WS1288 - Dubai Maritime City, Post Box 88863, Dubai
Contact Name: Arun Sudarsan
Tel: 00971 4 4342 510
Cell: 00971 55 3908480
Email: arun@tv-me.com

AGENCY SERVICES



Specialists in TPA (temporary importation)

RS SHORE SUPPORT

Edificio Global, Oficina 11 (RS & Global Yacht Finishing)
Oficina 13 (RSFR), Espiñón Exterior S/N, Muelle Viejo
07012 Palma de Mallorca, Spain
Tel: +34 971 213 305
Fax: +34 971 712 925
Mobile (24/7): +34 689 242 098
Email: info@rsshoresupport.com
Website: www.rsshoresupport.com

AGENTS



SUPERYACHT AGENCY SERVICES SOUTHAMPTON LTD
Bowling Green House, 1 Orchard Place, Southampton,
Hants SO14 3PX, UK
Contact Names: Mr James Comber
Mr Tim Wainwright
Tel: +44 (0) 2380 223 671
Fax: +44 (0) 02380 233 733
Email: info@superyachtagency.com
Website: www.superyachtagency.com

AIR-CONDITIONING



DOMETIC MARINE

USA HEADQUARTERS
Contact Name: Ned Trigg
2000 N Andrews Ave Ext, Pompano Beach, FL33069,
USA
Tel: +1 954 973 2477
Fax: +1 954 979 4414
Email: ned.trigg@dometic.com
Website: www.dometic.com/marine

FRANCE

Contact Name: Julien Lefeuvre
Dometic S.N.C., Z.A. du Pre de la Dame Jeanne, B.P. 5,
60128 Plailly, France
Tel: +33 3 44 63 35 00
Fax: +33 3 44 63 35 18
Email: julien.lefeuvre@dometic.com
Website: www.dometic.com/marine

ITALY

Contact Name: Joe Cusmano
Condaria '87 S.r.l., Via Vesuvio 18, 20054 Nova
Milanese (MB), Italy
Tel: +39 03 624 4182 F
Fax: +39 03 624 52226
Email: joe.cusmano@dometic.com
Website: www.condaria.com

UK

Contact Name: Paul Hickenbotham
Dometic UK Ltd, Dometic House, The Brewery,
Blandford St. Mary, DT11 9LE Dorset, United Kingdom
Tel: +44 844 626 0133
Fax: +44 844 626 0143
Email: paul.hickenbotham@dometic.com
Website: www.dometic.com/marin



HEINEN & HOPMAN

Produktieweg 12, 3552 LN Bunschoten
Mailing address: PO Box 9, 3750 GA, Bunschoten,
The Netherlands
Email: info@heinenhopman.com
Website: www.heinenhopman.com



TECHNICOLD

1419 W Newport Center Dr, Deerfield Beach, FL 33442,
USA
Tel: +954 421 1717
Fax: +954 421 1712
Email: info@technicold.com
Website: www.technicold.com

ANCHORING SYSTEMS
& DECK SYSTEMS

MUIR WINDLASSES

Head Office:
100 Browns Road, Kingston 7050, Tasmania, Australia
Tel: +61 (0) 3 62 290628
Fax: +61 (0) 3 62 297030
Email: matthew@muir.com.au
Website: www.muir.com.au

AV & ENTERTAINMENT



GENESIS MARINE CONSULTING

Contact Name: Torsten Steinbrecher
Charles-Lindbergh-Straße 70, Wassenberg 41849,
Germany
Tel: +49 (0)2432 891 27 55
Email: enquiries@genesis-marine.eu
Website: www.genesis-tech.eu



MARINE ENTERTAINMENT SYSTEMS LTD

Contact Name: Vincent McAtamney
MESL, LSC House, Murray Road, Orpington, Kent
BR5 3QY, United Kingdom
Tel: +44 (0) 1689 896 096
Email: info@mesl.co.uk
Web: www.mesl.co.uk
LinkedIn: www.linkedin.com/company/
marine-entertainment-systems-limited

AVIATION



HELIDECKS TRAINING SOLUTIONS

Tremough Innovation Centre, Penryn, Cornwall
TR10 9TA, UK
Tel: +44(0) 1326 567 208
+44(0) 1326 567 209
Email: info@helidecks.co.uk
Website: www.helidecks.co.uk



HELIRIVIERA

29, Aéroport Cannes-Mandelieu, 245 Avenue Francis
Tonner, 06150 Cannes la Bocca, France
Tel: +33 (0)4 93 90 53 00
Fax: +33 (0)4 93 90 53 01
Email: training@heliriviera.com
Website: www.heliriviera.com

CLOTHING/UNIFORM



EVENTS CLOTHING COMPANY LTD

NEW ZEALAND HEAD OFFICE
16 Taylors Road, Morningside
Auckland 1025, New Zealand
Tel: +64 9 303 0013
Email: sales@eventsclothing.co.nz

EUROPEAN OFFICE
Avd. Gabriel Roca, 46
Palma de Mallorca, Spain 07015
Tel: +34 971 400 200
Email: sales@eventsclothing.co.nz
Website: www.eventsclothing.co.nz



SUPERYACHTCREWUNIFORM.COM

TAYLOR MADE DESIGNS (TMD)

Unit 1, Ambassador Industrial Estate, Airfield Road,
Christchurch, Dorset, BH23 3TG, UK
Tel: +44 1202 473311
+44 7713 126234
Email: enquiries@taylormadedesigns.co.uk
ed@taylormadedesigns.co.uk
daisy@taylormadedesigns.co.uk
Website: www.superyachtcrewuniform.com
www.taylormadedesigns.co.uk

COATING CONSULTANTS



ATLAS PAINT CONSULTANTS B.V.

Karel Doormanweg 5, 3115 JD, Schiedam,
The Netherlands
Office tel: +31 (0)10 26 81 495
Mobile tel: +31 (0)6 51018231
Website: www.atlaspaintconsultants.com
Email: info@atlaspaintconsultants.com



CCS - YACHT COATING SERVICES

Tel: +31 (0)357512150
Email: info@yachtpaintconsultant.com
Website: www.yachtpaintconsultant.com



PINMAR

Cami Escollera 5, Palma de Mallorca, 07012 Spain
Palma Head Office:
Direct line: +34 971 71 37 44
Email: remy@pinmar.com
Website: www.pinmar.com

COATINGS



ZYTEXX INTERNATIONAL LIMITED

Club de Mar, Muelle Pelaires s/n, 07015 Palma de
Mallorca, Spain
Tel: +34 971 70 22 57
Fax: +34 971 70 22 81
Email: info@zytexx.com
Website: www.zytexx.com

COMPUTER SERVICES/CONSULTANCY



NLIGHTENED SOFTWARE LTD

Tanglewood House, 4 Fir Tree Close, St Leonards,
Ringwood, Hants. BH24 2QW, UK
Tel: +44 (0) 1202 855816
Fax: +44 (0) 1202 855816
Email: support@nlightened.co.uk
Website: www.nlightened.co.uk

CONSULTANTS



LOMOND YACHTS

Contact: Douglas McFarlane
Tel: +44 0800 644 4229 / 1-800-292-314
Email: douglas@lomondyachts.com
Website: www.LomondYachts.com



MAS MARINE CONSULTANTS LTD

259 Wallasey Village, Wallasey, Wirral, Merseyside
CH45 3LR
Tel: +44 (0) 7837 781 178
Email: masmarineconsultants@yahoo.com
Website: masmarineconsultants.com

CRANES



HYDROMAR

Contact Name: Rob Montijn
Edisonstraat 22 b-c, Leeuwarden, 8912 AW,
The Netherlands
Tel: +31 (0)58 76 76 200
Email: info@hydromar.nl
Website: www.hydromar.nl

CREW MANAGEMENT



VIKING RECRUITMENT

Contact Names: Matthew Jaenicke, Mark Jaenicke
Dover Office: Viking House, Beechwood Business Park,
Menzies Road, Dover CT16 2FG
Tel: +44 (0) 300 303 8191
Fax: +44 (0) 130 482 7710
Email: info@vikingrecruitment.com
Web: www.vikingrecruitment.com

Southampton Office: Unit G Deacons Marina,
Bursledon Bridge, Southampton SO31 8AW
Tel: +44 (0)300 303 8191

NZ Office: Level 2, 158 Beaumont Street, Westhaven,
Auckland 1010
Tel: +64 9 377 8880

Philippines Office: Iron Studio Complex, Emerald Hills
Subdivision, Sumulong Highway, Antipolo City, 1870
Tel: +(632) 571 8584

CREW PERSONAL ASSISTANCE
SERVICES

YACHT CREW PA LIMITED

Business Hub, Gateway Building, Elmer Approach
Southend-on-Sea, Essex SS1 1LW, UK
Office: +441702 341028
Mobile: +447472 497763
Website: www.yachtcrewpa.com

CREW PLACEMENT



DEMLER MARINE CREW
Am Felde 134, 22765, Hamburg, Germany
Tel: +49 40 7296 1910
Fax: +49 40 7296 1912
Email: crew@demlermarine.com
Website: www.demlermarine.com



HILL ROBINSON YACHT MANAGEMENT
Résidences du Port Vauban, 17, avenue du 11 novembre, 06600, Antibes, France
Tel: +33 492 90 59 59
Fax: +33 492 90 59 60

1845 Cordova Road, Suite 211, Fort Lauderdale, FL 33316, USA
Tel: +1 954 792 6112
Fax: +1 954 792 6113

Email: crew@hillrobinson.com
Website: www.hrcrew.com



LUXURY YACHT GROUP
1362 SE 17th Street, Fort Lauderdale, Florida 33316, USA
Tel: +1 954 525 9959
Fax: +1 954 525 9949
Email: crew@luxuryachts.com
Website: www.luxyachts.com

Antibes Office:
La Galerie du Port, 8 Blvd. d'Aguillon, 06600 Antibes, France
Tel: +33 (0)4 89 12 09 70
Fax: +33 (0) 4 97 21 37 8



PETER INSULL'S CREW AGENCY
La Galerie du Port, 8 bvd d'Aguillon, 06600 Antibes, France
Contact name: Pauline Lecadre
Tel: +33 (0) 4 93 34 64 64
Fax: +33 (0) 4 93 34 21 22
Email: crew@insullcrew.com
Website: www.insull.com



THE NAUTICAL ACADEMY
Marina Barcelona 92 (MB92), Muelle Oriental Ed 1 T202
07, Barcelona, Spain
Tel: +34 931 720 255
Email: bookings@thenauticalacademy.net
Website: www.thenauticalacademy.net



YPI CREW
Your partner in recruitment
YPI CREW
Résidence de la Mer, 6 Avenue de la Libération, Antibes 06600, France
Tel: +33 (0) 4 92 90 46 10
Email: info@ypicrew.com
Website: www.ypicrew.com

CREW RECRUITMENT



DOVASTON
Contact Name: Helen Warren
C/Saridakis 2, Marivent, Palma de Mallorca, España
Tel: +34 971 677 375
Fax: +34 971 677 78
Email: helen.warren@dovaston.com
Website: www.dovaston.com



EDMISTON CREW RECRUITMENT
Les Résidences du Port Vauban, 17 avenue du 11 Novembre, 06600 Antibes, France
Contact name: Chloé Collet
Tel: +33 (0)4 93 34 09 30
Email: crew@edmiston.com
Website: www.edmiston.com



FASTSTREAM RECRUITMENT LTD
The Quay, 30 Channel Way, Ocean Village, Southampton, Hampshire SO14 3TG, UK
Tel: +44 (0)23 8020 8820
Fax: +44 (0)23 8033 5555
Email: seagoing@faststream.co.uk
Website: www.faststream.com



ORCAS ASSOCIATES
Weston Business Centre, Hawkins Road, Colchester, Essex CO2 8JX UK
Tel: +44 20 7060 6689
Email: info@orcasassociates.com
Website: www.orcasassociates.com



SUPER YACHT CREW
80 Christchurch Road, Ringwood, Hampshire BH24 1DR, United Kingdom
Tel: +44 (0)1425 522020
Email: enquiries@super-yachtcrew.com
Website: www.super-yachtcrew.com

CREW TRAINING



JOHN PERCIVAL MARINE ASSOCIATES
Marine House, 86a Market Street, Hoylake Wirral, Merseyside, CH47 3BD, UK
Tel: +44 (0)151 632 4664 or 4000
+33 (0)970 449543
Fax: +44 (0)151 632 4776
Skype: johnpercivalmarineassociates



MARITIME PROFESSIONAL TRAINING
1915 South Andrews Avenue, Fort Lauderdale, Florida 33316 USA
Tel: +1.954.525.1014
Fax: +1.954.764.0431
Email: info@MPTusa.com
Website: www.MPTusa.com



MARITIME SKILLS ACADEMY
Viking House, Beechwood Business Park, Menzies Road, Dover, Kent CT16 2FG, UK
Contact: Mark Jaenicke
Tel: +44 (0) 300 303 8393
Fax: +44 (0)1304 827 710
Email: shortcourses@vikingrecruitment.com
Website: www.maritimeskillsacademy.com



MARITIME TRAINING ACADEMY
Peel House, Upper South View, Farnham, Surrey GU9 7JN, UK
Tel: +44 1252 732220
Fax: +44 1252 732221
Email: info@maritimetrainingacademy.com
Website: www.maritimetrainingacademy.com



OCEANPRO
Port de Beaulieu, Bd General Leclerc, 06310, Beaulieu Sur Mer, France
Contact: Phil Godwin
Tel: 00 33 (0)685 97 22 91
Email: info@oceanpro.co.uk
Website: www.oceanpro.co.uk



WARSASH MARITIME ACADEMY
Contact name: Suzanne Galloway
Newtown Road, Warsash, Southampton, Hants SO31 9ZL, UK
Tel: Tel: +44 (0)23 8201 5004
Email: wma.training@solent.ac.uk
Website: www.warsashmaritimeacademy.com

CREW UNIFORM



IDWEAR
1366 SE 17th Street, Fort Lauderdale, FL 33316, USA
Contact Name: Steve Mosher
Tel: 954.613.0600
Email: sales@idwear.com

CRUISE AND TRAVEL SPECIALISTS



NORTH AFRICAN SHIPPING CO (NASCOTOURS)
Contact Name: Ms. Machi Gavalas
63 Nebi Daniel Street, Alexandria, Egypt
Tel: 002 034 870 050
Fax: 002 034 847 203
Email: yachting@nascotours.com
Website: www.nascotours.com

CURRENCY EXCHANGE



CURRENCIES DIRECT
Ophira 1, Place Joseph Bermond, Valbonne Sophia Antipolis, 06560, France
Contact: Cosette Cutrara, Alliances & Partnerships Executive
Tel: +33 (0) 422 326 241
Mobile: +33 (0) 787 494 693
Email: cosette.c@currenciesdirect.com
Website: www.currenciesdirect.com/france

DIESEL TANKS



TURTLE PAC PTY LTD
COLLAPSIBLE DIESEL TANKS
10 Hayter Street, Currumbin, QLD 4223, Australia
Tel: +61 7 5598 1959
Fax: +61 7 5598 1959
Email: turtlepac@yahoo.com.au
Website: www.turtlepac.com

ELECTRIC



ENERGY SOLUTIONS (UK) LTD
Contact: Mark Penny
Units A & B, George Summers Close, Medway City Estate, Rochester, Kent ME2 4EL, UK
Tel: +44 1634 290772
Fax: +44 1634 290773
Email: sales@energy-solutions.co.uk
Website: www.energy-solutions.co.uk



PALLADIUM TECHNOLOGIES, INC.
3900 SW 30th Ave, Suite 4, Fort Lauderdale, FL 33312 USA
Tel: +01-954-653-0630
Fax: +01-954-653-2650
Email: info@PalladiumTechs.com
Website: www.PalladiumTechs.com

ENGINE CRANKCASE SYSTEMS & AIR FILTRATION



WALKER ENGINEERING ENTERPRISES
9255 Sun Fernando Rd, Sun Valley, CA 91252, USA
Tel: 1 818 252 7788
Fax: 1 818 252 7785
Email: sales@walkerairsep.com
Website: www.walkerairsep.com

EXHAUST CLEANING



CLEAN-EXHAUST, INC.
Contact Name: Ted Sputh
8403 N Illinois St, Indianapolis, Indiana, 46260, USA
Tel: +1 317 445 3873
Fax: +1-877-792-8363
Email: capt.ted@clean-exhaust.com
Website: www.clean-exhaust.com

EXHAUST GAS PURIFICATION

**HALYARD (M&I) LTD**

Whaddon Business Park, Salisbury, SP5 3HF, UK
Tel: +44 (0)1722 710922
Email: Techhelp@halyard.eu.com
Website: www.halyard.eu.com
Contact: Hugh Cunningham
(hcunningham@halyard.eu.com)
or Richard Burnett
(rburnett@halyard.eu.com)

**HUG ENGINEERING AG**

Email: info@hug-eng.ch
Website: www.hug-eng.ch

EXHAUST SYSTEMS

**HALYARD (M&I) LTD**

Whaddon Business Park, Salisbury, SP5 3HF, UK
Tel: +44 (0)1722 710922
Email: Techhelp@halyard.eu.com
Website: www.halyard.eu.com
Contact: Hugh Cunningham
(hcunningham@halyard.eu.com)
or Richard Burnett
(rburnett@halyard.eu.com)

**MARQUIP BV**

Staalindustrieveeg 5, 2952 AT (NL), Alblaserdam,
The Netherlands
Tel: +31 (0)78-6810975
Fax: +31 (0)78-6810976
Email: info@marquip.nl
Website: www.marquip.nl

FENDERS

**MADE 2 MEASURE FENDERS LLP**

Unit 4 Clarence Boatyard, Clarence Road, East Cowes,
Isle of Wight PO32 6TA, UK
Contact: Dudley Pattison
Tel: +44(0)1983 210493
Fax: +44(0) 870 855 0454
Email: dud@m2mfenders.eu
Website: www.m2mfenders.eu
www.superyachtfenders.co.uk

FISCAL AGENCY AND REPRESENTATION

**SOS YACHTING**

SOS YACHTING Croatia:
Brace Fucak 25, 51000 Rijeka, Croatia
SOS YACHTING France and Monaco:
Port de Nice, Quai Amiral Infernet, 06300 Nice, France
SOS YACHTING Italy:
Piazza Viani 11/A, 55049 Viareggio (LU), Italy
SOS YACHTING Spain:
Marina Port Vell, C/L'Escar, 26, 08039 Barcelona, Spain
Website: www.sosyachting.com

FUEL AND LUBE OIL SUPPLIER

**GAC SUPERYACHT SERVICES**

Medina Chambers, Town Quay, Southampton,
Hampshire SO14 2AQ, UK
Contacts: Murray Bishop / Mimi Maniati
Tel: +44 (0) 1753 440634 (24 hrs)
Fax: +44 (0) 1753 671 672
Email: superyacht@gac.com
Website: www.gac.com/Superyacht

**GO2 GLOBAL YACHTING**

1 Blossom Road, Rochester NY 14610, USA
Tel: (US & Caribbean sales): +1 954 271 2100
Tel: (European sales): +44 33 33 447 111
Website: go2globalyachting.com

**GLOBAL YACHT FUEL**

1535 SE 17th St Suite 115, Fort Lauderdale, FL 33316,
USA
Tel: 954 462 6050
Fax: 954 462 7467
Email: info@globalyachtfuel.com
Website: www.globalyachtfuel.com

**YACHT FUEL SERVICES**

World Fuel Services Europe Ltd
8th Floor, 62 Buckingham Gate, London SW1E 6AJ, UK
Contact: Victoria Williams
Tel: +44 207 808 6969
Email: mail@yachtfuel.com
Website: www.yachtfuel.com

FUEL CARE SPECIALISTS

**FUELCARE LIMITED**

Contact name: Oliver Rumford-Warr
Lancaster Park, Needwood DE13 9PD, UK
Tel: +44 (0)1283 712263
Email: sales@fuelcare.com
Website: www.fuelcare.com

HELICOPTER SERVICES

**LUVIAIR LIMITED**

Unit 2, First Floor, The Jet Centre, Ronaldsway, Isle of
Man IM9 2 RJ
Tel: +44 1624 811 365
Fax: +44 1624 819 365
Email: info@luviair.com
Website: www.luviair.com

**NIGEL WATSON LIMITED**

Suite A, Bridge Chambers, West Quay, Ramsey, Isle of
Man IM8 1DL, British Isles
Tel: +44 7624 409 155
Fax: +44 1624 819 365
Email: enquiries@nigelwatson.im
Website: www.nigelwatson.im

HORNS, BELLS & WHISTLES

**KAHLENBERG INDUSTRIES, INC.**

1700 12th St, Two Rivers, Wisconsin 54241, USA
Tel: +1 920-793-4507
Fax: +1 920-793-1346
Email: info@kahlenberg.com
Website: www.kahlenberg.com

**CRAMM YACHTING SYSTEMS**

De Zeize 7, 9041VC Berlikum, The Netherlands
Tel: +31 (0)518 461 600
Email: info@cramm.nl
Website: www.cramm.nl

INFLATABLE PLATFORMS

**NAUTIBUOY MARINE LIMITED**

1 Hunters Moon House, Dartington, Devon, TQ9
6EZ, UK
Contact Name: Clay Builder
Tel: 01803 863233, 07432 848482
Email: info@nautibuoymarine.com
Website: www.nautibuoymarine.com

INSURANCE

**ANP YACHT INSURANCE MARSEILLE**

15, rue Beauvau , 13001 Marseille, France
Tel: +33 4 96 176 178
Fax: +33 4 91 54 36 56
Email: info@assurances-plaisance.com
Website: www.assurances-plaisance.com

**ATLASS INSURANCE GROUP**

Home office: 1300 SE 17th Street, Fort Lauderdale, FL
33316, USA
Contact: Frank Atlass

26 Oleander, Cocoa, FL, USA
Contact: Russell Jamieson

19 Brown and Howard Wharf #7, Newport, RI 02840, USA
Contact: Richard Smith

Email: fatlass@atlassinsurance.com
Direct line: (954) 653 2830
Fax: (954) 525 0588
Mobile: (954)554 0711
Email: fatlass@atlassinsurance.com
Website: www.atlassinsurance.com

**FASTNET MARINE INSURANCE SERVICES LTD**

Notebeme House, 84 High Street, Southampton, Hants,
SO14 2NT, United Kingdom
Tel: +44 (0) 23 8063 6677
Fax: +44 (0) 23 8063 6678
Email: sails@fastnet-marine.co.uk
Website: www.fastnet-marine.co.uk

**HISCOX MGA LTD**

Hiscox London Office, 1 Great St Helen's, London
EC3A 6HX

Paul Miller
Director of Underwriting
Direct line: +44 (0)20 7448 6427
Email: paul.miller@hiscox.com

Matt Halpin
Underwriter
Direct line: +44 (0)20 7448 6518
Email: matthew.halpin@hiscox.com

Annabelle Oakley
Underwriter
Direct line: +44 (0)20 7448 6492
Email: annabelle.oakley@hiscox.com

Tel: +44 (0)20 7448 6126
Fax: +44 (0)20 7448 6900
Website: www.hiscoxmga.com

**MHG INSURANCE BROKERS**

21a - 23 Athol Street, Douglas, Isle of Man, IM1 1LB,
British Isles
Tel: +44 (0) 1624 678668

1600 SE 17th Street, Suite 410, Fort Lauderdale, Florida
33316 USA
Tel: +1 954 828 1819

Email: eur@mhginsurance.com
Website: www.mhginsurance.com

**Pantaenius Australia**

Shop 6 / 83 Parrivli Rd, The Spit
Sydney , NSW 2088
Tel: +61-(02)-9936 1670
Email: info@pantaenius.com.au
Website: www.pantaenius.com.au

Pantaenius Germany

Grosser Grasbrook 10, 20457 Hamburg
Tel: +49 40 37 09 10
Fax: +49 40 37 09 11 09
Email: luxury@pantaenius.com
mbaum@pantaenius.com
Website: www.pantaenius.de

Pantaenius Mediterranean

MONACO
34, Quai Jean-Charles Rey, 98000 Monaco
Tel: +377 97 98 43 43
Fax: +377 97 98 43 40
Email: info@pantaenius.fr
mkurtz@pantaenius.com
Website: www.pantaenius.fr

SPAIN

c/ Torre de Pelaires, 5, 07015 Palma de Mallorca
Tel: +34 971 70 86 70
Fax: +34 971 70 86 71
Email: info@spain.pantaenius.es
ischmidts@pantaenius.com
Website: www.pantaenius.es

Pantaenius UK Ltd

Marine Building, 1 Queen Anne Place
Plymouth, Devon, PL4 0FB, UK
Tel: +44 1752 22 36 56
Fax: +44 1752 22 36 37
Email: info@pantaenius.co.uk
JohnM@pantaenius.co.uk
Website: www.pantaenius.co.uk

Pantaenius Scandinavia

DENMARK
Osterbro 11, 7800 Skive
Tel: +45 97 51 33 88
Fax: +45 97 51 33 89
Email: info@pantaenius.dk
gtoft@pantaenius.com
Website: www.pantaenius.dk

SWEDEN

Föreningsgatan 26, 211 52 Malmö
Tel: +46 40 20 66 60
Fax: +46 40 20 66 69
Email: info@pantaenius.se

Pantaenius America
500 Mamaroneck Avenue Suite 318, Harrison NY 10528
Tel: +1 914 381 2066
Fax: +1 914 381 2052
Email: enquiries@pantaenius.com
cwienier@pantaenius.com
Website: www.pantaenius.com

1 Washington Street, Newport Shipyard
Newport, RI 02840
Tel: +1 401 619 1499
Fax: +1 401 619 1495
Email: enquiries@pantaenius.com
dtracy@pantaenius.com
Website: www.pantaenius.com

INTERIOR OUTFITTER



METRICA® INTERIOR
Bahnhofstraße 73, 48308 Senden, Germany
Tel: +49 2536 330900
Fax: +49 2536 330930
Email: info@metrica.de
Website: www.metrica.de

INTERIOR SUPPLIES

Fiona's Atelier

FIONA'S ATELIER
Saragossa 93 pral, 08006 Barcelona, Spain
Tel (Spain): (+34) 933157941
Tel (France): (+33) 805080294
Email: info@fionasatelier.com
Website: www.fionasatelier.com

LAWYERS



BAKER TILLY ROELFS
Contact Name: Christian Wilhelm
Nymphenburger Strasse 3b, 80335 Munich, Germany
Tel: +49 89 55066 244
Fax: +49 89 55066 163
Email: christian.wilhelm@bakertilly.de
Website: www.bakertilly.de



CLYDE & CO LLP
The St Botolph Building,
138 Houndsditch, London
EC3A 7AR, UK

Contact:
John Leonida
Partner
T: +44 (0) 20 7876 4875
M: +44 (0) 7793 834 438
E: john.leonida@clydeco.com

Heidi Watson
Partner, Employment Law
T: +44 (0) 20 7876 4480
M: +44 (0) 7738 345 809
E: heidi.watson@clydeco.com

Anna Wilkins
Legal Director
T: +44 (0) 207 876 4910
M: +44 (0) 44 (0) 7703 748 026
E: anna.wilkins@clydeco.com

Giovanna Cabbia
Senior Associate
T: +44 (0) 20 7876 4856
M: +44 (0) 7595 214 611
E: giovanna.cabbia@clydeco.com

E: SuperyachtLaw@clydeco.com
W: www.TheSuperyachtLawfirm.com
Twitter: @ClydeCo_SyLaw
Instagram: @ClydeCo_SyLaw



HILL DICKINSON LLP
105 Jermyn Street, St. James's, London SW1Y 6EE, UK
Monaco, Hong Kong, Singapore and Greece
Tel: +44 (0) 20 7283 9033
Fax: +44 (0) 20 7283 1144
Website: www.hilldickinson.com

Tony Allen, Partner
Tel: +44 (0)20 7280 9154
Email: tony.allen@hilldickinson.com

James Lawson, Partner
Tel: +44 (0)20 7280 9156
Email: james.lawson@hilldickinson.com

Panos Pourgourides, Partner
Tel: +44 (0)20 7280 9191
Email: panos.pourgourides@hilldickinson.com

Martin Penny, Partner
Tel: +44 (0)20 7280 9320
Email: martin.penny@hilldickinson.com

David Reardon, Partner
Tel: +377 97 70 04 60
Email: david.reardon@hilldickinson.com

Pawel Wysocki, Partner
Tel: +44 (0)20 7280 9160
Email: pawel.wysocki@hilldickinson.com



INCE & CO
incelaw.com
International House, 1 St Katharine's Way, London E1W 1AY, UK

London, Duncan Bateson and Kevin Cooper
Tel: +44 (0)207 481 0010
Email: duncan.bateson@incelaw.com
Email: kevin.cooper@incelaw.com

Paris, Andrew Charlier
Tel: +33 (0)1 53 76 91 00
Email: andrew.charlier@incelaw.com

Hamburg, Tim Schommer
Tel: +49 (0)40 38 0860
Email: tim.schommer@incelaw.com

Le Havre, Freddy Desplanques
Tel: +33 (0)2 35 22 18 88
Email: freddy.desplanques@incelaw.com

Monaco, Ian Cranston
Tel: +377 93 25 85 80
Email: ian.cranston@incelaw.com

Piraeus, Robin Parry
Tel: +30 210 429 2543
Email: robin.parry@incelaw.com

Dubai, Rania Tadros
Tel: +971 (0)4 307 6000
Email: rania.tadros@incelaw.com

Beijing, Wai-Tue Loh
Tel: +86 (0)10 5706 9588
Email: waiyue.loh@incelaw.com

Hong Kong, Gary Wong
Tel: +852 2877 3221
Email: gary.wong@incelaw.com

Shanghai, Paul Ho
Tel: +86 (0)21 6157 1212
Email: paul.ho@incelaw.com

Singapore, Martin Brown
Tel: +65 6538 6660
Email: martin.brown@incelaw.com



PERRY AND NEBLETT, P.A.
Contact Name: James H. Perry II
2250 South Bayshore Dr., Suite 211, Miami, FL 33133, USA
Tel: +1 305 321 7000
Email: Perry@Yachtlawyer.com
Website: www.SuperyachtLawyers.com



THOMAS COOPER LLP
Contact Name: John Strange
Ibex House, 42-47 Minories, London EC3N 1HA, United Kingdom
Tel: +44 (0)20 7481 8851
Fax: +44 (0)20 7480 6097
Email: john.strange@thomascooperlaw.com
Website: www.thomascooperlaw.com



VAN STEENDEREN MAINPORT LAWYERS B.V.
Zeemansstraat 13, 3016 CN Rotterdam, The Netherlands
Tel: +31 (0) 10 266 7866
Fax: +31 (0) 10 266 7868
Email: arnold.vansteenderen@mainportlawyers.com
Website: www.mainportlawyers.com

LIGHTING



SEAVISION UNDERWATER LIGHTS
1881 W State Road 84, Bay 102, Ft Lauderdale, FL 33315, USA
Tel: +1 954 760 4447
Fax: +1 954 525 3261
Email: sales@seavision.com
Website: www.seavision.com

16 rue Rouaze, 06400 Cannes, France
Tel: 33 (0) 4 97 21 02 96
Fax: 33 (0) 4 97 21 10 96
Email: sales@seavisioneurope.com

LIFTS



HOLLAND MARINE LIFTS
Contact Names: Emile van der Starre and Erik Bovee
Rivierdijk 641 B, 3371 EE, The Netherlands
Tel: +31 184 679 311
Email: info@hmlifts.com
Website: www.hollandmarinelifts.com

LUBRICANTS SUPPLIER



HELIOS LUBE OIL
Louis-Krages-Straße 32, 28237 Bremen, Germany
Tel: +49 421 22 33 681
Fax: +49 421 22 33 682
Email: mail@superyachttube.com
Website: www.superyachttube.com

MARINAS



C&N MARINAS
Contact name: Dan Hughes
5th Floor, Cording House, 34 St James's Street
London SW1A 1HD, United Kingdom
Tel: +44 20 3405 1782
Fax: +44 20 3405 3229
Email: info@cnmarinas.com
Website: cnmarinas.com



FIFTH AVENUE LANDING
600 Convention Way 1 San Diego, CA 92101, USA
Tel: +1 619.704.2550
Toll-Free: +1 866.961.3564
Fax: +1 619.427.0324
Email: dock@fifthavenuelanding.com
Website: www.fifthavenuelanding.com

MARINE NOISE AND VIBRATION CONTROL



J & A ENTERPRISES, INC.
16 Broadway, Salem, Massachusetts 01970, USA
Tel: +1 978 741 1551
Fax: +1 978 741 4447
Email: joequiet@aol.com
Website: www.jandaenterprises.com

MEDICAL & TRAVEL SAFETY SERVICES



MEDIAIRE IS YOUR YACHT LIFELINE
www.medaire.com/yachts
Email: yachtgs@medaire.com

AMERICAS +1 480 333 3700
Arizona
1250 W. Washington Street, Suite 442, Tempe, AZ 85251
Tel: +1 480 333 3700

Florida
1414 South Andrews Ave, Ft Lauderdale, FL 33316
Tel: +1 954 523 1404

EUROPE +44 1252 517 951
London, UK
Farnborough Airport, Hampshire, GU14 6XA,
United Kingdom
Tel: +44 1252 517 951

Palma de Mallorca
RS Global Building (STP) Office 6, Espigón Exterior, S/N
Muelle Viejo, 07012 Palma de Mallorca
Tel: +34 971 224 976

ASIA PACIFIC +65 6330 9534
Auckland, New Zealand
Unit 20, Orams Marine Village, 144 Beaumont Street,
Westhaven, Auckland, 1010, New Zealand
Tel: +64 9 359 1690

Singapore
331 North Bridge Road, #17-00 Odeon Towers, Singapore
188720
Tel: +65 6330 9534

NAVIGATION



NET LOGIC
Research & Development: Unit 3, The Shine,
St Mark Street, Hull HU8 7FB, East Yorkshire, UK
Commercial: 50 Liverpool Street, London EC2M 7NX, UK
Tel: Technical: +44 (0)1482 772 536
Sales: +44 (0)7939 086 211
Email: contact@net-logic.co.uk
Website: www.net-logic.co.uk
www.vessel-watch.com



RADIO ZEELAND DMP B.V.
Industrieweg 17, 4538AG Terneuzen, The Netherlands
Tel: +31 115 645400
Email: sales@radiozeeland.com
Website: www.radiozeeland.com

NOISE CONTROL ENGINEERING



TRANSAS
Luruper Chaussee 125, Hamburg 22761, Germany
Direct: +49 40 8906 66 24
Mobile: +49 162 1038279
Email: megayacht@transas.com
Website: www.transas.com

OWNER'S REPRESENTATIVES



demler marine projects

DEMLER MARINE PROJECTS GMBH
Rothenbaumchaussee 209, 20149 Hamburg, Germany
Tel: +49 40 7296 1910
Fax: +49 40 7296 1912
Email: demler@demlermarine.com
Website: www.demlermarine.com

PAINT APPLICATORS



SUPERYACHT SOLUTIONS LLP
Hythe Marine Park, Shore Rd, Hythe, SO45 6HE, UK
Tel (EUMEA): +44 (0) 238 0840 787
Tel (APAC): +61 (0) 755 028 255
Email: info@superyacht.com.au

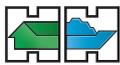


THRAKI YACHT PAINTING GMBH
Lise -Meitner-Straße 6, 24223, Schwentinental,
Germany
Tel: +49 4307 8241960
Fax: +49 4307 8241961
Email: info@thrakiyachtpainting.com
Website: www.thrakiyachtpainting.com



MARINE MANAGEMENT LTD
HMNZ Naval Base, Building 93, Queens Parade,
Devonport, Auckland 0624, New Zealand
Tel: +64 9 889 3656
Fax: +64 9 410 1006
Email: info@mml.org.nz
Website: www.mml.org.nz

PROVISION COOLING SYSTEM

**HEINEN & HOPMAN**

Produktieweg 12, 3552 LN Bunschoten - Spakenburg
Mailing address: PO Box 9, 3750 GA, Spakenburg,
The Netherlands
Email: info@heinenhopman.com
Website: www.heinenhopman.com

REEFING SYSTEMS



RECKMANN
Siemenstrasse 37-39, Rellingen D-25462, Germany
Contact: Marcus Schuldt
Tel: +49(0)4101/38 49 0
Fax: +49(0)4101/38 49 50
Email: info@reckmann.com
Website: www.reckmann.com

SALES & CHARTER

**WEST NAUTICAL**

WEST NAUTICAL
Baltic Place, South Shore Road, Newcastle NE8 3AE,
United Kingdom
Tel: +44 7961 270086
Email: anton.sokolov@westnautical.com
Website: www.westnautical.com

SHIPYARD/NEWBUILD



THE ART OF YACHT BUILDING

AMELS
Koningsweg 2, 4381 NA, Vlissingen, The Netherlands
Tel: +31 118 485046
Fax: +31 118 482579
Email: info@amels-holland.com
Website: www.amels-holland.com

SPARES & SUPPLIES



WORLDWIDE YACHT SUPPORT LTD
Unit 3G, Chervell Business Village, Southam Road,
Banbury, Oxfordshire OX16 2SP, UK
Tel: 01295 255660
Fax: 01295 255710
Email: phil@worldwideyachtsupport.com
andy@worldwideyachtsupport.com
Website: www.worldwideyachtsupport.com

TECHNICAL MANAGEMENT



CREST SYSTEMS ENGINEERING LTD
42 Curling Vale, Guildford, Surrey GU2 7PH, United
Kingdom
Tel: +44 (0) 7554 889 550
Email: nick@crestsystems.co.uk
Website: www.crestsystems.co.uk

TEAK LUMBER & DECKING

TEAK DECKING

Makes Your Yacht More Beautiful

GINNACLE TEAK IMPORT EXPORT PTE. LTD
05-318 The Plaza, 7500-A Beach Rd, Singapore 199591
Tel: (65) 6299 2535
Fax: (65) 6299 6629
Mobile: (65) 9759 7687
Email: info@teak.net
Website: www.teak.net



TEAKDECKING SYSTEMS, INC
7061 15th Street East, Sarasota, FL 34243, USA
Tel: +1 941 756 0600
Fax: +1 941 756 0406
Email: yacht.services@teakdecking.com
Website: www.teakdecking.com

TEAKDECKING SYSTEMS (EUROPE) LTD
Email: info.europe@teakdecking.com
Website: www.teakdecking.com



TENDERS & TOYS



SUPERYACHT TENDERS AND TOYS
Harkstead Hall Barns, Harkstead, Suffolk IP9 1DB, UK
Tel: 02380 016363
Email: info@superyachtendersandtoys.com
Website: www.superyachtendersandtoys.com

TRAINING



OMT LTD
Unit 1, Saxon Wharf, Lower York Street, Southampton,
Hampshire SO14 5QF, UK
Tel: +44 (0)238 063 9997
Contact: Graeme Johnston
Email: info@omt-uk.com
Website: www.omt-uk.com



UKSA
Arctic Road, Cowes, Isle of Wight PO31 7PQ, UK
Contact: Course Advisor Team
Tel: 01983 203038
Email: careers@uksa.org
Website: uksa.org

TRAVEL SERVICES



BLUE MARINE TRAVEL LTD
New Barn, Hammerhill Studios, Stanbrook, Thaxted,
Essex CM6 2NH, UK
Tel: +44 (0) 1279 661 000
Fax: +44 (0) 1371 830922
Website: www.bluemarinetravel.com
Email: crew@bluemarinetravel.com

**THE INDUSTRY LEADER IN SPECIAL AIR: FARES FOR YACHT MANAGEMENT AND CREW**

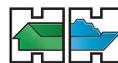
- + Customer service available 24/7
- + In house agent – no outsourcing!
- + One way, refundable and changeable fares.
- + Last minute bookings worldwide at negotiated rates.
- + Extra baggage allowance on certain markets
- + First class/Business class ticket for crew and guests.
- + Hotel and car reservations

1800 S.E. 10th Avenue, Suite 220, Fort Lauderdale,
FL 33316
US Tel: +1-954-761-9595
UK Tel: +44 1304-898-123
Palma Tel: +34-871-570-772
Email: info@flyissgmt.com
www.flyissgmt.com



VIKING MARINE TRAVEL
Part of the Viking Recruitment Group
Viking House, Beechwood Business Park, Menzies
Road, Dover, Kent CT16 2FG, UK
Tel: +44 (0)300 303 8191 (option 5)
Fax: +44 (0)1304 827 710
Email: travel@vikingrecruitment.com
Website: www.vikingrecruitment.com

VENTILATION

**HEINEN & HOPMAN**

Produktieweg 12, 3552 LN Bunschoten - Spakenburg
Mailing address: PO Box 9, 3750 GA, Spakenburg,
The Netherlands
Email: info@heinenhopman.com
Website: www.heinenhopman.com

WASTE WATER TREATMENT SOLUTIONS



DVZ-SERVICES GMBH
Boschstrasse 9, D-28857 Syke, Germany
Tel: +49 4242 169380
Fax: +49 4242 16938 99
Email: info@dvz-services.de
Website: www.dvz-services.de

WATER TREATMENT SYSTEMS



ENWA WATER TECHNOLOGY AS
Head office: Nordre Kullerød 9, P.O. Box 1241, NO-3205
Sandefjord, Norway
Contact name: Marcel Sousa
Tel: +44 15 30 830 354
Email: marcel.sousa@enwa.com
Website: www.enwa.com
www.linkedin.com/company/enwa-water-treatment-as

YACHT AGENT/SUPPLIER



EASYACHT4U
Via Mariano Stabile 118b, Palermo I-90139, Sicily, Italy
Contact: Mr Giuseppe Solina
Tel: +39-344-388-36-39
Email: agency@ey4u.com
Website: www.ey4u.com
LinkedIn: www.linkedin.com/company/easyyacht4u
Facebook: www.facebook.com/easyyacht4u
Twitter: twitter.com/easyyacht4u

YACHT AGENCIES



BWA YACHTING
Via Serafino Balestra 27, Lugano 6900, Switzerland
Tel: +41 91 913 3240
Fax: +41 91 913 3249
Email: info@bwayachting.com
Website: www.bwayachting.com



DOCKSIDE MANAGEMENT
44 Welfare Road, #2-E Cole Bay, St Maarten
Tel: +1 721 544 4096
Fax: +1 721 544 4097
Email: office@docksidemanagement.net
Website: www.docksidemanagement.net



NAUTICA ASSISTANCE
via Corea 20, Z.I. settore 3, 07026, Olbia (OT), Sardinia,
Italy
Contact: Alberto Cadeddu
Tel: +39 0789 576 07
Fax: +39 0789 595 127
Email: info@nauticasistance.com
Website: www.nayacht.com



SUPERYACHT GLOBAL
Greece
Oceania Yachting Ltd, 44 Freatidos Avenue, Piraeus, Greece, P.C. 18537
Tel: +30 2104180841/+30 2117707321
Fax: +30 2117907071
Email: info@oceaniayachting.com
SKYPE ID: oceania.yachting
Website: www.oceaniayachting.com

Italy, Sardinia
NAUTICA ASSISTANCE I Yacht Agent – Yacht Supplier
Via Corea 20, Z.I. Settore 3, Olbia (SS, Sardegna, Italia)
Tel: +39 0789 57 607
Fax: +39 0789 595 127
Website: www.nauticassistance.com

Italy
Med Yacht Services
Contact Name: Riccardo Ciani, Managing director
Via del Castello, 17, 18038 Sanremo (IM)
Tel: +39 0184 1928061/+39 348 05 28 402
Fax: +39 0184 525199
Email: riccardo@medyachtservices.com

Montenegro
MARINE SHORE ASSISTANCE D.o.o.
Trg Dara Petkovic, 895320, Tivat, Montenegro
Mob (Ita): +39 346 8657585
Mob. (Mne): +382 67 213009
Email: gianluca@marineshoreassistance.com
Website: www.marineshoreassistance.com

Malta
S&D Yachts Agency Services Ltd
10 Seabreeze, Giuseppe Cali Street, Ta' Xbiex XBX1421, Malta
Mob: (+356) 9949 5315
Tel: (+356) 2132 0577
Fax: (+356) 2133 2259
Email: info@sydyachts.com

Singapore
Yacht Construction (SEA) Pte Ltd
International Super Yacht Services
#02-03 Eastech Bldg 3016 Bedok North Avenue 4, Singapore 489947
Tel: (65) 6542-2728
Fax: (65) 6542-2886
Email: info@superyachtservices.com
Website: www.superyachtservices.com

Indonesia
Indonusa Marine, Benoa Harbour, Bali
Mob: +62 812 380 3322
Email: info@indonusa-marine.net
Website: www.indonusa-marine.net

Thailand
Yacht Solutions, Phuket
Tel: +66 (0) 76 238 450
Tel: 66 (0) 76 681 007
Fax: +66 (0) 76 238 451
Email: info@yachtsolutions.com
Website: www.yachtsolutions.com/yacht-services/

Caribbean
SEA GRAPES INTERNATIONAL
46 Airport Road, Villaggio Di Portofino, Suite 7G, Simpson Bay, Sint Maarten, Dutch Caribbean
Tel: +1 (721) 545 3777
Fax: +1 (721) 545 3771
Email: info@sea-grapes.com
Website: www.sea-grapes.com

YACHT INTERIORS



BSW YACHTINTERIOR GMBH
Münsterstraße 16, 48341 Altenberge, Germany
Tel: +49 (0) 2505 – 937783-0
Fax: +49 (0) 2505 – 93 77 83 - 99
Email: wieding@bsw-yachtinterior.de
Website: www.bsw-yachtinterior.com

YACHT MANAGEMENT



AFFINITY MANAGEMENT SERVICES LIMITED
Isle of Man Office:
First Floor, 14 Athol Street, Douglas, Isle of Man, IM1 1JA, UK
Contact Name: Patricia Slavin
Tel: +44 (0)1624 670583
Fax: +44 (0)1624 670585
Email: pslavin@affinity.co.im
Website: www.affinity.co.im
Licensed by the Isle of Man Financial Supervision Commission Approved by the Isle of Man Ship Registry as Representative Person

Malta Office:
Contact Name: Mr Andrew Morgan
Level 4, Suite 8A, Rosa Marina Buildings, Marina Seafront, Pietà, Malta, PTA 9041
Tel: (+356) 2010 4700
Fax: (+356) 2010 4777
Email: amorgan@affinity-malta.com
Website: www.affinity-malta.com



ANDREW WEIR YACHT MANAGEMENT
9 Allie Street, London E1 8DE, UK
Tel: +44 (0) 207 575 6000
Fax: +44 (0) 207 575 6200
Email: info@avyachtmanagement.com
Website: www.avyachtmanagement.com



D AND B SERVICES
3 Boulevard D'Aguillon, 06600 Antibes, France
Contact Name: Patricia Slavin
Tel: +33 (0)4 93 34 09 67
Fax: +33 (0)4 93 34 12 37
Email: info@dandbservices.com



DOMINION MARINE CORPORATE SERVICES LIMITED
Prospect Chambers, Prospect Hill, Douglas, IM1 1ET, Isle Of Man
Tel: + 44 (0) 1624 682400
Fax: + 44 (0) 1624 682401
Email: info@i.im
Website: www.i.im



INTERNATIONAL YACHT REGISTER
Contact Name: William Molloy
2 Avenue de la Madone, BP 144, 98003 Monaco Cedex
Tel: +377 97 97 80 27
+44 20 7321 3750
+1 954 923 9523
Email: William.molloy@iyr.net
Website: www.iyr.net



MCMMASTER YACHTS LTD
Coldharbour, Sherborne, Dorset DT9 4JW, UK
Tel: +44 1935 817595
McMaster Yachts SL
Club de Mar, Muelle Pelaires, 07015, Palma de Mallorca
Tel: +34 971 40 47 49
Email: info@mcmasteryachts.com
Website: www.mcmasteryachts.com



MASTER YACHTS CONSULTANCY
Contact Name: Patrick Moussa
Paseo Marítimo 21, Palma De Mallorca, Balearic Islands, 07014 - Spain
Master Yachts France, 4 Place Malespine, Antibes, 06600, France
Tel: +34 971 40 20 562
Fax: +34 971 281 480
Email: info@masteryachts.com
Website: www.masteryachts.com



MOORES ROWLAND ASSOCIATI – YACHT DIVISION
Viareggio: Piazza Viani 11/A, 55049 Viareggio, Italy
Milan: Via Aurelio Saffi 25, 20123 Milan, Italy
Tel: +39 0584 389754
Fax: +39 0584 386575
Email: e.vannucci@mooresrowland.it
Website: www.mrayachting.com



OCRA (ISLE OF MAN) LIMITED
Grosvenor Court, Tower Street, Ramsey, Isle of Man IM8 1JA, British Isles
Tel: + 44 1624 818888
Fax: + 44 1624 818887
Email: yachts@ocramarine.com
Website: www.ocra.com



ROSEMONT YACHT SERVICES
YACHT OWNERSHIP, MANAGEMENT & ADMINISTRATION
Les Villas del Sole, 47-49, boulevard d'Italie, Monaco
Tel: +377 97 97 21 41
Fax: +377 97 97 21 51
Website: www.rosemont-yacht.com

Contacts:
Yacht Ownership & Administration
Janet Xanthopoulos
Email: j.xanthopoulos@rosemont-yacht.com
Yacht Management
Harry Windsor
Email: h.windsor@rosemont-yacht.com

YACHT MANAGEMENT SYSTEM



SEALOGICAL
945 East Las Olas Boulevard, Fort Lauderdale, FL 33301, United States
Contact: Peel Taggart
Tel: +1 (754) 300 8505
Contact: Nancy Newmarch-Stillwell
Tel: +1 6267267646
Email: nancy@sealogical.com
Website: www.sealogical.com

YACHT REGISTRATION



ABACUS YACHTS ISLE OF MAN
Abacus Trust Company Limited
1st Floor, Sixty Circular Road, Douglas, Isle of Man, IM1 1AE, British Isles
Tel: +44 1624 689656
Fax: +44 1624 689601
Email: enquires@abacusiom.com
Contact: Lesley Johnston
Abacus Yachts is a trading name of Abacus Trust Company Limited, licensed by the Financial Supervision Commission of the Isle of Man

MALTA OFFICE
ABACUS CORPORATE SERVICES LIMITED
Level 3 Gasan Centre, Mriehel Bypass, Mriehel, BKR 3000, Malta
Tel: +356 2065 0500
Fax: +356 2065 0501
Email: yachts@abacusmalta.com
Contact: Garry Crossan
Authorised by the Malta Financial Services Authority to provide trustee and other fiduciary services



YMCA YACHTING MARITIME CUSTOM AND TAX ASSISTANCE
Port de Nice, Quai Amiral Infernet, 06300 Nice, France
Tel: +33 (0)4 92 00 43 90
Fax: +33 (0)4 92 00 43 71
Email: info@ymca-yachting.com
Website: www.ymca-yachting.com

YACHT SUPPLIERS & PROVISIONING



EVOLUTION YACHT AGENTS
Palma de Mallorca office:
Avenida Gabriel Rocca, 46 Palma de Mallorca, 07015, Spain
Contact: Jorge Alemany
Tel: +34 971 400 200
Email: palma@evolutionagents.com

Barcelona office:
Paseo Joan de Borbó, 80-84, Local L Barcelona, 08003, Spain
Contact: John Shinske/Belén Martin
Tel: +34 932 254 545
Email: barcelona@evolutionagents.com
Website: www.evolutionagents.com



HOLISTIC HOSPITALITY
South Africa/Australia
Contacts: Ellen Oerlemans/Laureth Craggs
Tel: +27 72 241 5800 / +61 40 665 6355
Skype: Holistic-Hospitality
Email: info@holistic-hospitality.com
Website: www.holistic-hospitality.com

YACHT SUPPORT SERVICES



ASSOCIATION OF YACHT SUPPORT SERVICES AYSS
Email: info@ayss.org
Website: www.ayss.org
Twitter: @AYSSInfo
Facebook: AYSS-Association of Yacht Support Services



BEGUM YACHTING
Ataturk Bulvari, Belvu Sitesi, C Blok, Kat:3, No:19, Kusadasi 73/16, Turkey
Contact: Begum Dogulu
Tel (direct line): +90 256 614 36 27
Mobile: +90 532 612 9984
Email: info@begumyachting.com
Website: www.begumyachting.com



YOUR SHORESIDE SUPPORT COMPANY
Contact Name: Managing Director – Christiane Thomsen
LUNAUTICA Nice
Email: nice@lunautica.com
24/7 Tel: +33 616 91 08 99
LUNAUTICA Hamburg
Email: hamburg@lunautica.com
24/7 Tel: +49 172 1001 505
LUNAUTICA Valencia
Email: valencia@lunautica.com
24/7 Tel: +34 618 328 243
Website: www.lunautica.com

YACHT TRANSPORT



SEVENSTAR YACHT TRANSPORT
Radanweg 36, 1042AA Amsterdam, Netherlands
Tel: +31 20 4488590
Fax: +31 20 4488596
Email: info@sevenstar-yacht-transport.com
Website: www.sevenstar-yacht-transport.com
Contact: Richard Klabbbers, MD

USA AGENCIES
2401 PGA Blvd, Suite 240, Palm Beach Gardens, FL 33410
Tel: +1 5616227997
Fax: +1 5616227211
Email: info@sevenstar-usa.com
Contact: Uta Scarlata/Astrid Schulte/Lauren Hartman

NEWPORT RI
Tel: +1 6035688188
Email: durham@sevenstar-usa.com
Contact: Jay Jones



WORDS: MARTIN H REDMAYNE



INNOVATION ON BOARD

At the recent Perini Navi Cup in Porto Cervo, a group of journalists were given the opportunity to have a day sail on the sprightly *P2*, one of the sleeker Perinis of the past decade. We were expertly hosted by the charming and hugely experienced Captain Jonathan Kline, a member of the Perini clan of captains, who has been part of this family fleet and a real ambassador for many years.

During the day of sedate sailing, where racing was eventually cancelled due to light airs, we did in fact get a few fresh gusts that allowed *P2* to dance across the sea and glide past some of the heavier fleet members. While picking up the breeze and with the vast sail area filling to the brim we all witnessed this Briand hull, heel over to create a steep climb across the deck. Having known about the owner of this pedigree Perini, his ownership heritage and love of sailing Perinis, his age, longevity and enjoyment into his twilight years formed part of the conversation with Captain Kline.

A slick performance Perini that is now up for sale, it's clear that this is a yacht that likes to win races, driven by the energy and passion of the owner, Mr A. Unfortunately, due to his ageing body and the physical requirements of standing uphill for hours at a time, the decision to move out of *P2* was perhaps inevitable. However, his enjoyment and love of sailing was perpetuated by the innovation of Captain Kline. During the day and during the safety briefing, I noticed a pair of chairs on the aft deck that were unique in appearance and style. They formed a large part of my conversations with Jonathan and it transpired that one day during a day of racing, he conceived and later engineered a pair of special chairs for Mr A, so he could enjoy sailing for longer, without the pain of spinal stress or hip ache.

Essentially, this sailing chair, that partly resembles a fighting chair for fishing and partly a piece of complex Formula 1 engineering, allows an elderly guest, in this case Mr A, to sit on his chair as part of the afterguard and have the perfect perspective on all that is happening around and ahead. A large curved wishbone sits on top of a bolster that bolts into the deck, holds a curved base that mimics the sailing angle of the hull and provides a seat that, with a gentle shuffle of the body, creates a gimballed seat that keeps the occupant at ease with the horizon. Having tried the seat out for an hour under sail, what was so impressive was the fact that these two prototypes worked very well, but what was so surprising is that they were the only pair on the water. I have to add that I am sure that there must be an engineering company in the market that could build these gimballed owner chairs for a wider market place.

No owner should give up sailing due to age or disability, here we see an example of an innovative captain who extended the sailing life of his boss. So I'd like to ask the market of innovative operators for any other examples of intelligent solutions and engineering ideas that have improved the enjoyment or lifespan of your guests or owners. We are faced with a large number of owners today who are septuagenarians or octogenarians and if they have to stop using their yachts due to physical restrictions, we have to pray that the next generation have their same level as passion and love of yachting. If they don't, you tend to see yachts come on the secondhand market. ■

PLEASE SEND ANY EXAMPLES OF CLEVER CREW SOLUTIONS TO LULU@THESUPERYACHTGROUP.COM

Nothing compares to BLUE

The new Blue Tea collection by Bvlgari



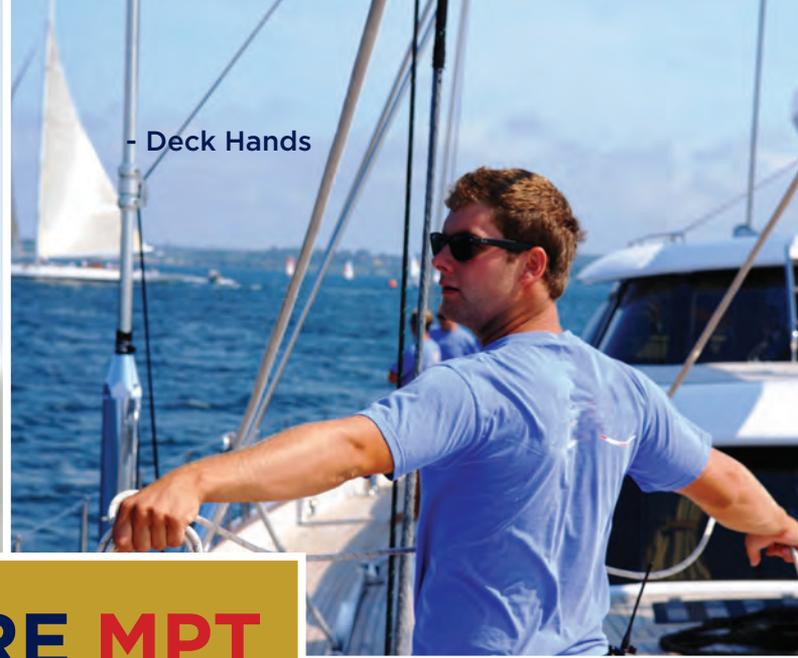
MONCADA HISPANIA
BOUTIQUE

Worldwide Distributor

See the full range on moncadahispania.com
info@moncadahispania.com · +(34) 971 684 055



- Captain



- Deck Hands

WE ARE MPT

One School. **Unlimited** Possibilities.



- Stewardess



- Engineer

Gain the professional maritime training you need for the level of success you want to achieve.

MPT is the most complete full-service private maritime school in the country. Our training programs are internationally acclaimed and are utilized by government agencies, global maritime businesses and individual crew members. Our campuses boast over 61,000 sq ft of classrooms, deck and engineering training labs, student service facilities and several off-site training facilities. Our staff and faculty care about our students, and work hard to ensure your success. Whether it's captaining a vessel, safeguarding marine environments, designing advanced ocean engineering structures, crewing a luxury megayacht, or keeping the world's goods moving; MPT can provide the training you need. Contact one of our career counselors to get started.

**USCG | MCA | RYA | PYA | NAUTICAL INSTITUTE
YACHTING | MERCHANT | COMMERCIAL | PASSENGER VESSEL**

Get started today! Toll Free: 888.839.5025 | info@mptusa.com

954.525.1014 | 1915 South Andrews Avenue, Fort Lauderdale, FL 33316 | mptusa.com



EST. 1983

MPT

MARITIME PROFESSIONAL TRAINING
Fort Lauderdale, Florida

Sea The World