



ACREW

PALMA

ASTILLEROS DE MALLORCA

Palma de Mallorca, Spain
22nd - 23rd November
2018

CREW

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BOOK YOUR CREW CONSULTATIONS

BOOK YOUR ONE TO ONE CONSULTATION WITH ONE (OR MORE) OF OUR CONSULTING COMPANIES

Personal Finance Consultations

by Neill Gregson (UK Passport holders)

Neill.Gregson@sjpp.co.uk

Get in control of your finances for your career in yachting and beyond and find out about the tax efficient investment options only available to UK crew.



Personal Finance Consultations

by United Advisers Marine (International Passport holders)

tom.vjestica@unitedadvisersgroup.com

Ask any questions you have about Standard Bank accounts and international banking and leave with a complementary documented financial plan in place.



Nautilus International Surgery

by Nautilus International

yachts@nautilusint.org

Find out how Nautilus can help you throughout your career and get advice with your sea service verification



UK Property Investment Consultations

by Anchor Property

jack@anchorproperty.co.uk

Learn more about property from a former crewmember and qualified full-time property investor and ask any questions about the buying process in the UK.



Learn more about your Insurance Coverage

by EIS-European Insurances & Services

bm@eis-insurance.com

Ask questions about hull insurances for yachts but also your personal health insurance suitable for crew.



Team Working & Leadership Consultations

by Crew-Glue

sara@crew-glue.com

Ask questions of an expert that specialises in helping people to manage their career and working relationships. Take the opportunity to seek advice for managing others and having challenging conversations with your peers and those you work for.





ACREW PALMA AT ASTILLEROS DE MALLORCA

THE EVENT

In an exciting collaboration, Mallorca's premier shipyard Astilleros de Mallorca will host another ACREW event to celebrate the end of the season from the 22nd until the 23rd of November this year. With award winning facilities, a well-earned excellent reputation and fantastic location it is a perfect venue.

The programme of workshops for the two days is full of amazing learning opportunities with free workshops applicable for all departments of crew on-board and for all levels of experience.

Of course, there will be some delicious food and beverages for you to try and enjoy during the event.

All you need to do is sign up and join ACREW to enter the event, for those already signed up you're only one click away from securing your spot!

Our trusted partners are also providing some sound one to one advice from a range of experts on important personal Superyacht topics.

CREW LUNCHES

Built up an appetite? Join us for lunch!

Thursday Lunch 11.45 - 12.45

Traditional Seafood Paella or Vegetarian Paella
Dessert: Spanish Chocolate pudding

Friday Lunch 11.45 - 12.45

Red Thai Chicken Curry or Warm Quinoa Stew (Veg)
Dessert: Flan

Lunch is reserved for the workshop attendees. Pick up your lunch ticket at the registration desk from 11.30 onwards.



CREW DRINKS

Be it after work or after workshop - all are welcome to join us for Crew Drinks from **18.00 - 20.00** at the shipyard's one and only Gálíbos. Bring your friends and join us for a drink at sunset!



CREW

EVENT SCHEDULE

ALL CREW



Thursday 22nd Nov, 09:00 - 10:30

Tax & Mortgages

Marine Mortgages & Mortgages for Yacht Crew



Aimed to give advice to international yacht crew about Mortgages and Taxes, this workshop will consist of 5 key elements provided by the professionals at Marine Accounts and Mortgages for Yacht Crew. The topics covered will be:

1. How residency affects investments and tax position
2. Using current affairs to your advantage
3. Successfully managing your credit
4. Planning a mortgage to generate revenue
5. Learning how to leverage in order to increase your potential return on investment

Thursday 22nd Nov, 10:45 - 12:15

Team Roles & Leadership

Crew-Club



Work up an appetite for lunch with a taste of the way Crew-Glue teach you lessons for life and work in this highly interactive, competitive and insightful experiential learning session which will highlight the skills great teams and leaders need in order to succeed...!

Thursday 22nd Nov, 16:30 - 18:00

Fracture Management and Spinal Immobilisation

Medicare

RDT a Philips Company



In this short introductory workshop we will refresh your knowledge of onboard fracture management and spinal immobilisation equipment, and consider how these devices will assist you in managing a casualty onboard for a number of hours, and things to consider in the event that you need to transport them around the vessel. In conjunction with RDT a Philips Company, we will explore the importance of monitoring patient vital signs, and demonstrate how these can be live streamed to shore with Tempus IC2.

Thursday 22nd Nov, 17:00 - 18:00

Learn the Why, What and How of Property Investment

Anchor Property



What are your goals in yachting? For many crew, making their money work harder is one of them. Hated by a former yachtie who is now a full-time property investor, this workshop will cover the in's and out of investing your money in UK property, starting with the very basics. Anchor Property provides bespoke property services to crew of almost all nationalities, allowing them to invest in the UK. The team will be available for the duration of the event to discuss property tax, mortgages and the many benefits of property investment.

Friday 23rd Nov, 09:00 - 10:30

Minor Wound Care and Suturing: The Basics

Medicare

RDT a Philips Company



In this short introductory workshop, we will look at the basics of treating those frequent minor bumps and scrapes that occur onboard, and have a practical session on suturing to refresh your skills. We will also review major bleed management to ensure you feel prepared capable and confident in all eventualities. In conjunction with RDT, a Philips Company, we will look at taking vital signs and calling for assistance via the Tempus IC2 unit.

Friday 23rd Nov, 10:45 - 12:15

Financial Well-Being

United Advisers Marine



If you make a good income each year and spend it all, you are not getting wealthier. You are just living high."

— Thomas J. Stanley and William D. Danko, *The Millionaire Next Door*

Focusing on financial well-being lets you find your own path to financial security. In this workshop the focus is on you, your financial needs and the actions you can take during your yachting career.

Secure your future lifestyle.

Everyone has a different attitude towards saving (and spending). This workshop helps you understand what is possible based on your priorities and preferences. Find out how your personality type impacts your attitude towards risk, saving and expenses. Also understand your financial well-being with our quick health check that audits your financial position and planning. This workshop also has an end of season focus on your tips and how you can best manage them.

Friday 23rd Nov, 17:00 - 18:00

Turn the Tide on Plastic: PART II: Testing and tasting of drinking water on board of yachts

Water without Waste



The survey conducted on superyachts by ex-superyacht captains member Marja Kok clearly showed there is a huge requirement for a sustainable alternative to plastic bottled water onboard. Marja Kok and Andreas Buhl (drinking water purification expert) teamed up as ex-ecopreneurs in "Water without waste", offering complete sustainable solutions for the best drinking water. Educate yourself about commonly found contamination in water sources (tap water versus bottled water) and what a sustainable solution on a yacht looks like. We will go deeper into the convenience of having purified, chilled and even sparkling water directly from your tap. Explore installation and space requirements, maintenance efforts, total costs and overall savings compared to plastic bottled water. During the entire ACREW event, you can refresh yourself with water without waste provided by a demonstration unit (bring your reusable bottle) #umrtheideoplastik #healthydrinkingwater

CHEFS & INTERIOR CREW



Thursday 22nd Nov, 10:00 - 11:30

A Taste of Japan

Neko Yacht Supply



Neko provides a real Japanese culinary experience. Explore the ancient stories behind different varieties of Vinegar, including Ponzu Sauce, Samba Vinegar, Champoux Vinegar, Tosazu Vinegar, Junmai/Shu Vinegar and Kumano Vinegar. Learn how to pair each with unique delicacies ensured to impress any guest. Sample the finest Wagyu Beef cooked on a Cobb 'yacht friendly' grill, and savour the traditional Wasabi recipe. Last but definitely not least, be treated to a selection of the finest Japanese Whisky in the world.

Friday 23rd Nov, 9:00 - 10:00 - 11:30

Setting the Scene - Japanese Inspired

The Crew Academy

Neko Yacht Supply



Learn all there is to know about 'Mise-en-scene' and the entirety of the dining atmosphere importance. Together, we will review and review different setting examples and themes that will be sure to give your guests an unforgettable dining experience. Put your Japanese knowledge to the test by learning about a traditional themed table setting and unique ingredients that will excite guests or owner, inspired by Neko Yacht Supplies.

INTERIOR CREW



Thursday 22nd Nov, 13:00 - 14:30

The Art of Carpet and Upholstery Cleaning

Nautiel Service



When the pressure is on, knowing how to remove a red wine stain from expensive upholstery is a skill worth its weight in gold. Experienced stewards stay cool, calm and collected no matter what the situation is. In this entirely practical workshop, cleaning experts from Nautiel Service will create three stations dealing with maintenance, stain removal and vinyl cleaning using a variety of materials. During the exercise, recommendations will be shared as to how to maintain and clean carpets, upholstery and mattresses on a daily basis and in emergencies! It will be a highly practical, enjoyable and enlightening experience with plenty of sharing of tips and tricks between stewards of all levels and from the expert facilitators from Nautiel Service.

Thursday 22nd Nov, 15:15 - 16:45

Sequence of Service

The Crew Academy



This workshop will make you aware of how we as Service Stews can provide the utmost maintained dining experience, with many different Dining Dances Styles at your finger tips. We will talk about:

- Understanding different cultures
- Service Communication
- Service Styles: Silver Service, Plated, Synchronised, Butler, Buffet, Canapé, Tray, Gueridon, Cloche, BBQ, Family

Practically, we will teach you the skills of all the above styles of service with such a high standard to really WOW your guest for your next service.

Friday 23rd Nov, 13:30 - 15:00

How to Improve Your Sleep

Neptune



Everyone knows that we spend +/ 30% of our time in bed, yet when asked what totes you sleep on... very few know the answer. Then Neptune feel that's too long to tolerate any discomfort... Meet the sleep experts at Neptune to discover the secrets to a successful nights sleep. Many people suffer from sleep deprivation for reasons they are completely unaware of, such as moisture gathering under and in the mattress due to poor ventilation. Don't be one of them! Join us to learn all there is to know about how to improve everyone's overnight rest time... SLEEP! Enjoy a deep relaxation, Yoga Nidra exercise teaching you to not only rest the body but also give the mind a break.

Friday 23rd Nov, 15:15 - 16:45

The Many Faces of Chardonnay

NO.12 Fine Wines



Chardonnay... it's had its ups and downs through history. This famous, widely planted grape variety has revolutionised in recent years. Join us in a wine tasting workshop, to learn more about what it could offer us today, through sampling some of the many expressions from around the globe.

CAPTAINS & FIRST OFFICERS



Thursday 22nd Nov, 13:30 - 15:00

Anti-Fouling Technology

Julis



A Hull of a subject – With John leading the market in marine anti-fouling technology, the workshop will enable the attendees to further understand how the technology of anti-fouling is continuing to improve and meet the demands of the unique superyacht market, enabling them to benefit from an increase in operational efficiency.

Friday 23rd Nov, 16:30 - 18:00

How to keep your top-coat in top-notch condition

WREDE Consulting GmbH



How much do you know about the technical aspects of the top-coating of your vessel? Learn all there is to know about how to keep it clean despite environmental conditions and pollutants. Reduce the risk of any unnecessary damage by educating yourself on the right products and tools to use to keep your topcoat looking top-notch.

CAPTAINS & ENGINEERS



Thursday 22nd Nov, 14:45 - 16:15

Connectivity Trends & Challenges

– 3 Ways To Improve Guest Experience And Superyacht Operations

KVMH



Expectations of communications and connectivity are everchanging. New developments such as the Internet of Things, an increased demand for more data onboard, and the need to safeguard against cyber security threats, make it a very topical. This informative workshop for Captains, Engineers, First Officers, and ETOs will cover connectivity trends and the challenges impacting today's communications onboard.

- Discuss the three ways to leverage connectivity to improve guest experience and general superyacht operations by:
 - Understanding data consumption
 - Guarding against cyber threats
 - Managing all the devices onboard

There will also be an opportunity to ask our experts any questions you may have.

Friday 23rd Nov, 14:45 - 16:15

Introduction to Planned Maintenance Design

The Global Engineer Pro Community

Jesus Del Valle has created a community for marine engineers to share their knowledge and interests within a social network. In this interactive workshop, he will share his experience with planned maintenance design and explain how tasks need to be divided by protocols, frames, speciality and frequency. He invites all engineers to share their input, and work together to develop a toolkit of skills to plan maintenance design, making your job smooth sailing.

DECK CREW



Friday 23rd Nov, - 13:00 - 14:30

Biotechnological Products, Teak Maintenance, Odor Elimination & Waste Water Treatments

Nautiel Service



This interactive workshop will outline great power of biotechnological maintenance products while caring about the environment.

TEAK – The properties of teak wood, why stains appear and how to maintain and clean it. With plenty of real teak for crew to get their hands on, Nautiel Cleaning Services will share their expert tips and tricks with all manner of stains, wear and tear and maintenance issues. Biological teak cleaner is the new frontier in cleaning technology as it is non-toxic, easy to use and environmentally friendly. Crew will have the opportunity to try this out live in the workshop.

ODORS and WASTE WATER TREATMENTS. Once more, biotechnological products make the difference, solving some of the biggest matters on board, in a completely new approach, totally efficient and environment friendly using the power of the nature.

STEP 1: GO TO WWW.ACREW.COM

STEP 2: IF YOU HAVE AN ACCOUNT, LOG IN AND GO TO THE ASTILLEROS EVENT AND REGISTER FOR THE WORKSHOPS

STEP 3: IF YOU ARE NOT A MEMBER YET, CREATE AN ACCOUNT AND REGISTER FOR THE WORKSHOPS