



# ACREW INSIGHTS

## THE CAPTAIN'S REFIT FORUM

26<sup>TH</sup> APRIL 2019 14.00 - 17.00

ATLANTE SALES & TRAINING CENTER

Moll Vell,17 - 1st Floor

Palma de Mallorca - Spain

## THE CAPTAIN'S REFIT FORUM

The in-depth discussion will focus on how to get the most out of your refit in a way that benefits your budget, your yacht, your crew and most importantly your owners.

At this private Captains' forum, utilise a rare chance to share experiences with a selection of industry specialists and hear from our keynote speaker Avnish Dhall. Avnish bridges the gap between yacht and yard thanks to his experiences as Captain, Fleet Manager and CEO of PTW Shipyard. During the afternoon participants will discuss vital refit elements including antifouling and new technologies, open vs closed door contractor access in various yards, location and marina facilities.



Avnish Dhall  
Director

A third-generation mariner, Avnish began his career in Merchant Shipping where he successfully led projects in ship repair and maintenance for over a decade. He then migrated to the private yachting space in 1996 as the Captain of a classic yacht that was famous for its historic credentials. His profile since has encompassed navigation, crewing, restoration and repair, charter and customized services to highly discerning guests. Avnish currently heads Monjin Yachting, but also handles multiple other verticals at the company – from hospitality, campus and yachting to aviation and commercial shipping. Currently Avnish Dhall is the new CEO of PTW Shipyard.

We would like to thank award winning Atlante for their support of the ACREW vision and for opening up their facilities for this Captain's Refit Forum.



The wines served throughout the Captain's Refit Forum are kindly presented and served by No.12 Fine Wines & Provisions.

The ACREW Team is looking forward to attending the Seafarer Supper with you this evening. We support Superyacht Charities which have organised this evening at Ca n'Eduard.

### Antifouling Technology

Leading paint and antifouling specialists Jotun will lead a discussion on antifouling technology and how this is a key factor in superyacht refits. Antifouling is a knowledge area that all Captains need to command in order to ensure minimal fouling.

Antifouling needs are highly correlated with your cruising itinerary. Jotun have access to brand new commercial industry technology that tailors and predicts your antifouling need, looking at your itinerary.

In this educational session, gain vital fouling preventative knowledge and skills to use onboard and share with fellow crew. Utilise the opportunity to get an insight into cutting edge antifouling technologies with specialist paint and antifouling experts. Learn on what chemicals trigger reactions and why, looking at how you can be smart and prevent a multitude of damage, extra work and cost.



### Location & Logistics - How To Ship Superyachts Better

When it comes to refit, location and logistics are vital components to making it a successful one. Drawing on over 45 years of experience in the movement of yachts, hulls, containers, urgent spares as well as consulting for new build and refit yard tenders, Peters & May Superyachts speak about the pros and cons of shipping superyachts and the peripheries and how to do it better.

Looking at case studies from decades of superyacht transport and refit projects around the world, utilise the chance to ask questions to Peters & May who are very much at the forefront in superyacht and bespoke logistics shipping with local support with their 12 offices located in the main superyacht hotspots. (including Palma!)



### Crew Engagement through Sound Financial Planning

We have all witnessed the continuous churn of young bright crew that join the superyacht world full of energy, thirst for adventure and enthusiasm; only to see them leave after two or three years, having spent most, if not all of the money they have earned.

Many Captains realise that educating their crew about the importance of sound financial planning, not only improves the chances that crew will stay longer in the industry, but that they can improve engagement and efficiency, which ultimately helps reduce the hidden costs associated with crew who have money worries on their mind, rather than the job at hand.

Our partner, United Advisers Marine supports crew with tailored advice and planning solutions specifically designed for crew of all ages and profiles. We believe in what they are doing and encourage all Captains to make their services available to their crew.



### The Islander's Captain (Master 500GT) Crew Award

The award recognizes the achievements of a hands-on Captain who is experienced in working closely with Crew. Managing the budget, ensuring the safety onboard as well as communicating competently are part of their day-to-day role. This Captain holds responsibilities across all operational areas and is the direct line of communication for all boat related matters.



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