

The background of the entire image is a scenic view of Monaco. The top half shows the harbor filled with numerous yachts and sailboats, with the city's buildings and the rocky coastline of the Monte-Carlo peninsula in the background under a clear blue sky. The bottom half shows a busy outdoor event space with people sitting at tables under large white umbrellas, likely part of the yacht show. A large, semi-transparent pink circle is centered over the image, containing the event's branding.

**ACREW** **Imm**  
CREW LOUNGE

## **MONACO YACHT SHOW**

La Rascasse, Monaco

25<sup>th</sup> - 27<sup>th</sup> September

2019



## WELCOME TO THE 2019 ACREW & IMM CREW LOUNGE

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Monaco Yacht Show is here and ACREW and IMM will once again host an exclusive Crew Lounge at Monaco's infamous Crew Hangout – La Rascasse. Together with IMM, we will provide crew with a space to "escape the madness" and enjoy complimentary food and beverages, as well as thought-provoking group discussions on contemporary industry topics.

A wide range of Superyacht specialists will be available in our lounge. To schedule a meeting with them, please check our Business Directory.



# EVENT SCHEDULE

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## DAY 1 – WEDNESDAY 25<sup>TH</sup> SEPTEMBER

- 09.00 - 09.45**      **Stash Your Cash: How to manage your money with #NoRegrets**  
Partner: United Advisers Marine
- 11.00 - 12.30**      **Don't Lose Touch – How to Tap In to the Power of On-Board Satellite Connectivity**  
Partner: Inmarsat
- 12.00 - 13.30**      **Grab & Go Crew Lunch**  
Partners: Heesen Yachts, Italian Superyacht Lifestyle, Holland Marine Lifts, Eco store
- 14.00 - 16.00**      **The Risks of Carrying Valuable Art on Superyachts: Looted Art**  
Partners: Pandora Art Services, Frankentek Yacht Security Systems, Simon Gillespie Studio, Arius Technology, Taylor Hampton Solicitors, Hedley's, Liberty Specialty Markets

## DAY 2 – THURSDAY 26<sup>TH</sup> SEPTEMBER

- 09.30 - 12.00**      **DNV GL Superyacht Seminar: Submarines, 3D Printing & Sustainable Innovations**  
Partner: DNV GL
- 12.00 - 13.30**      **Grab & Go Crew Lunch**  
Partners: Heesen Yachts, Italian Superyacht Lifestyle, Holland Marine Lifts, Eco store
- 12.30 - 14.00**      **The Bahamas Lunch**  
Partner: Bahamas Ministry of Tourism & Aviation



## EVENT SCHEDULE

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### DAY 3 – FRIDAY 27<sup>TH</sup> SEPTEMBER

- 10.00 - 12.00** Yacht Club Port De Plaisance Captains' Discussion:  
Considerations for Superyacht Dock Expansion  
Partner: Yacht Club Port de Plaisance
- 12.00 - 13.30** **Grab & Go Crew Lunch**  
Partners: Heesen Yachts, Italian Superyacht Lifestyle, Holland Marine Lifts,  
Eco store
- 12.30 - 14.00** **Captains & Crew Lunch**  
Partner: Superyacht Services Guide
- 14.00 - 15.00** **Fender Challenge**  
Partner: AERÉ Marine Group

Lounge is Open Wednesday - Friday

**09.00 - 17.00**

- All Day** GMT VIP Area  
Partner: Global Marine Travel
- All Day** Nautilus Clinic  
Partner: Nautilus International
- All Day** Captain & Crew Massages  
Partner: Hanna Collius Massage
- All Day** Crew Eyewear Pop Up Shop  
Partner: Crew Eyewear
- All Day** Deliverance Bar  
Partner: Deliverance



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**We're Always Open**

12.30 - 14.00 THURSDAY 26<sup>TH</sup> SEPTEMBER

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## BAHAMAS LUNCH



As a follow up to the recent highly successful Broker familiarization trip to The Bahamas, The Bahamas Ministry of Tourism & Aviation has kindly agreed to sponsor a lunch dedicated to discussing all the destination has to offer Superyacht Charter Guests.

This lunch is a great opportunity for Brokers that were unable to join the familiarization trip to learn more about the destination directly from the experts. Also Captains and Heads of Departments who are interested to know more about The Bahamas as a Charter destination are cordially invited. With some of the Brokers that were on the familiarization trip, plus experts on The Bahamas in attendance, this lunch promises to be an informative and lively exchange on what the Islands can offer for future Charter trips.

12.30 - 14.00 FRIDAY 27<sup>TH</sup> SEPTEMBER

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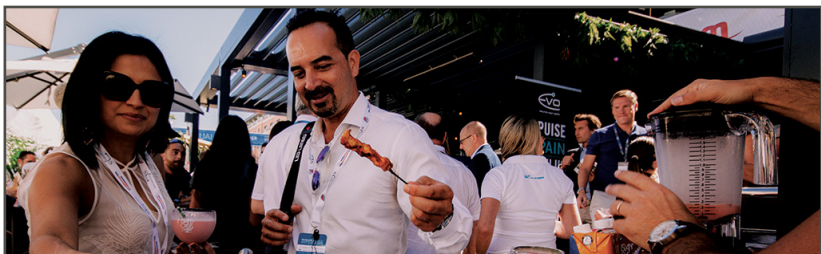
## CAPTAINS & CREW LUNCH



This lunch is a great opportunity for captains and crew to mingle together, as well as meet and make contact with some of the key global services recommended in the various regional SSG editions.

There will be Guides available, including the NEW SSG to Australia and The MED – with some of the experienced research authors on hand to share knowledge and advice.

We look forward to seeing you there!



12.00 - 13.30, 25<sup>TH</sup> - 27<sup>TH</sup> SEPTEMBER

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## GRAB & GO CREW LUNCH

Holland Marine Lifts, ISYL – Italian Superyacht Life, Heesen Yachts and Ecostore have teamed up for this year's Crew Lunches during Monaco Yacht Show. Crew can pick up the healthy & comforting lunches from the ACREW & IMM Crew Lounge at La Rascasse. The lunches will be available from 12.00 – 13.30 every day for a quick pick up. Avoid long queues in the restaurants around the show and grab lunch for your team.

### MENU

#### Wednesday

Quinoa salad + chicken wrap (or veg one) + apple  
pie

#### Thursday

Rice salad + Club sandwich in baguette (or tomatoes  
and mozzarella) + linzer pie

#### Friday

Pasta salad with vegetables + salmon bagels (or veg  
one) + brownie

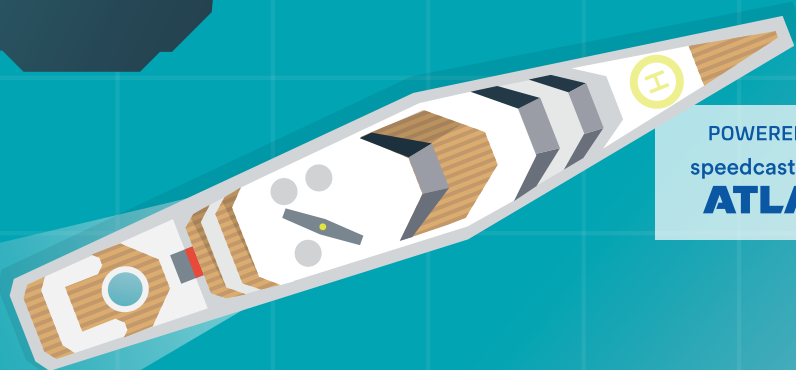




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ALL DAY , 25<sup>TH</sup> - 27<sup>TH</sup> SEPTEMBER

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## VIP GMT AREA

GMT Global Marine Travel, who are well known for their services in marine travel management, have announced that they will be joining ACREW for the third year in a row at the Monaco Yacht Show to make themselves available for 1-1 travel consultation services to all of our crew members and guests.



With their own private VIP area inside La Rascasse, the GMT Team will be able to assist you with all your travel needs, ranging from consultations to complete itinerary bookings; including flights, hotel and car rentals. Learn more about GMT's special marine fare tickets, where you can benefit from refundable/changeable tickets, extra baggage allowance and the convenience of speaking with an experienced agent on-site.

Given their expertise in large-scale marine travel management, the GMT Team will also be able to advise Captain's, Owner Representatives or Management Companies on the most effective means of taking care of all of their crew related travel.

## GMT WHEEL OF FORTUNE

To add a little fun, GMT will have a Wheel of Fortune inside their area, so if you are feeling lucky, why not pop in and give it a spin to see if you win one of their fabulous prizes. However, this year there is a twist to the game and you must answer a travel oriented trivia question correctly in order to spin for a prize. Good luck!



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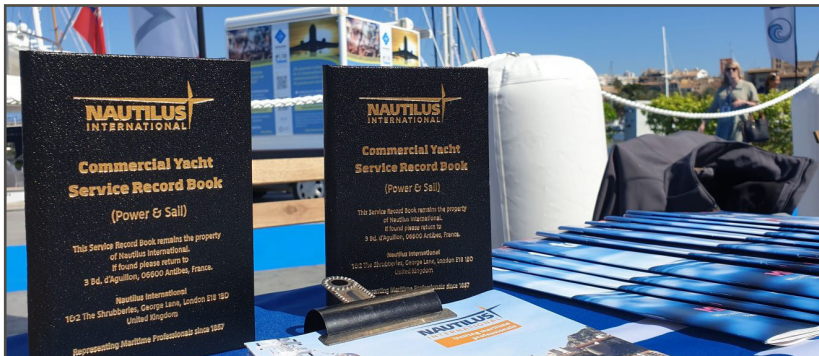
ALL DAY , 25<sup>TH</sup> - 27<sup>TH</sup> SEPTEMBER

## NAUTILUS CLINIC

Nautilus International representatives will be issuing Service Record Books to those joining them at the show – just bring along a passport-sized photo and your passport to sign up. They will also be discussing the unrivalled protection and benefits available to Nautilus members throughout the Superyacht industry, including legal advice and assistance, a 24/7 helpline, industrial support when things go wrong and certificate protection – necessary for officers and crew wherever they work.



If you would like a Service Record Book issued 'on the spot', have a problem with your employment, want some advice if something just doesn't "feel right", or you're a member and simply want to introduce yourself to Nautilus representatives, register to arrange a time to meet them for a chat in the ACREW & IMM Crew Lounge.



09.00 - 09.45 WEDNESDAY 25<sup>TH</sup> SEPTEMBER

## STASH YOUR CASH: HOW TO MANAGE YOUR MONEY WITH #NOREGRET

Facilitators: Oliver Maher, David Cooper, Elliot Krauze, Sheena Maddrell

Partner: United Advisers Marine



Join UAM and Standard Bank to learn how to Stash Your Cash and make it work hard for you. If you want to leave yachting with no regrets and shake that feeling of “Shoulda, Woulda, Coulda” sign up for this 45 minute workshop. We review the best places to put your money, how to recognise what type of saver you are and the common mistakes yacht crew make with money. Fill your brain with financial knowledge and fill your belly with a delicious breakfast. There isn’t a better way to start MYS 2019. After the presentation UAM will be available for personal consultations. If you can’t attend the workshop you can book a meeting with one of the team here.

## PERSONAL FINANCE CONSULTATIONS

By United Advisers Marine

- Ask any questions you have regarding your personal finances to an industry expert
- Get in control of your finances for your career in yachting and beyond
- Leave with a complementary documented financial plan in place

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11.30 - 12.30 WEDNESDAY 25<sup>TH</sup> SEPTEMBER

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## DON'T LOSE TOUCH – HOW TO TAP IN TO THE POWER OF ON-BOARD SATELLITE CONNECTIVITY



Facilitators: Nick Moloney, Les Shortall

Partner: Inmarsat

Come and join us in what promises to be a highly interactive session to find out how other Captains and ETOs view the world of satellite connectivity in 2019. The latest Inmarsat Superyacht Connectivity Report has revealed some trends that are set to transform the way you live and work on-board:

- the significant upsurge in large scale VSAT usage and spend by 2024
- how the demand for satcom for IoT and TV over IP streaming for leisure are driving significant growth and innovation in the sector
- why many Captains and ETOs are becoming increasingly concerned by the current lack of cyber resilience within the Superyacht industry

The format for this year has two components:

### **11.30 – 12.20: Interactive session with the Inmarsat team**

You will have the chance to compare your experiences and views of satellite connectivity with some of the key trends that emerged from the 2019 Inmarsat Survey. Through debate and discussion, you will gain some unique insight into how to effectively manage on-board connectivity in the years ahead.

### **12.20 – 13.00: Lunch with Nick Moloney**

Elite sailor and circumnavigator Nick Moloney will be joining us for an informal lunch. During the lunch, Nick will relate some of his unique experience of on-board connectivity, and discuss with you any points of interest, clarification or concerns that arose from the previous session. He will also discuss related topics that you may have a particular interest in, including his own views on the importance of having the right connectivity.



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**Maximum Capacity**  
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October 30th–Nov3rd  
USSA American Pavilion, Booth #834



**Miami Yacht Show**  
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14.00 - 16.00 WEDNESDAY 25<sup>TH</sup> SEPTEMBER

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## THE RISKS OF CARRYING VALUABLE ART ON SUPERYACHTS: LOOTED/STOLEN ART

Facilitators: Patrick Robinson, Michael Burle, Daniel Taylor,  
Michael Pavluk, Simon Gillespie, Victor Jaques, Pandora Mather-Lees

Partner: Frankentek Yacht Security Systems, Pandora Art Services, Simon Gillespie Studio,  
Arius Technology, Taylor Hampton Solicitors, Hedley's, Liberty Specialty Markets

Duration 2 hours – 90-minute talk and 30 minutes Q&A

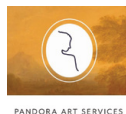
Did you know that certain cultural goods over 200 years old will no longer be allowed entry into EU Countries without proof that they have been exported legally from their country of origin? New EU regulation has been introduced to stop trafficking of antiquities looted from conflict zones such as Syria and Iraq which are funding terrorist activities.

ACREW invites Captains, Owner Representatives and Management Companies to attend a special session to understand and protect themselves against the potential risks associated with carrying valuable art on Superyachts.

Pandora Mather-Lees, a founding member of the Art Due Diligence Group who advises captains and crew in the care of art on board, will provide an update on EU regulations aimed at combating looted antiquities. She will give an insight into how these are trafficked around the world and often end up inadvertently on Superyachts.

This will be followed by running through a possible scenario that will bring the risks to life. Pandora will lead a group of six trusted experts through the scenario, bringing in each expert at the appropriate moment to explain how they can help with this element of the scenario.

The seminar concludes with a 30 minute Q&A session with the presenters, to enable you to discuss any points that may be of interest to you.



09.30 - 12.00 THURSDAY 26<sup>TH</sup> SEPTEMBER

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## DNV GL SUPERYACHT SEMINAR: SUBMARINES, 3D PRINTING & SUSTAINABLE INNOVATIONS

Facilitators: Dr Stephan Hinz, Jonathan Struwe, Vienna Eleuteri, Simon Ratcliffe  
Partner: DNV GL



THREE TOPICS WILL BE PRESENTED DURING THE MONACO YACHT SHOW TO SUPERYACHT CAPTAINS, CREW AND /MANAGERS:

### **Underwater safety: First manned submersible ever certified for unlimited diving depth**

DNV GL experts Jonathan Struwe and Dr Stephan Hinz will describe the deepest-ever sea trials. These were performed when the DNV GL-classed submersible "Limiting Factor" descended to the deepest point in the ocean to prove all systems are suitable for unlimited diving depth. The presentation will focus on the safety aspects of modern manned submersibles, which are being tested for safe operation in the most challenging environment, the deep sea, and for superyacht and cruise ship applications. Captains can decide what depths they need to go down to in order to satisfy today's charter guests and will gain insights into submersibles' operation and supporting systems.

### **Additive Manufacturing / 3D printing**

Additive Manufacturing (also known as 3D printing) has real potential to revolutionize the way parts, objects and even entire vessels are designed and manufactured. The only limit to what is possible is the imagination. DNV GL expert Simon Ratcliffe will brief delegates on how this rapid emerging technology can be used to make custom designs, what the possible materials and technologies are, what it might mean to have printing on-demand, and how the technology could unlock sustainable circular ecosystems.

### **Sailing towards sustainability**

Water Revolution Foundation's Vienna Eleuteri will explain how sustainability is mainstream today but still one of the most misunderstood social movements. What exactly does it entail for captains and yacht professionals, besides the low-hanging fruit of the elimination of single-use plastic bottles? Much more. Discover how we can identify sustainable practices applicable in our sector.

Delegates will have the chance to ask the speakers questions, over refreshments, and can leave the seminar confident that they can communicate to superyacht owners and guests as well-briefed "authorities" on submarines, on shaping and making objects, and on sustainability.

14.00 - 15.00 THURSDAY 26TH SEPTEMBER

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## Fender Challenge

Whilst marine fenders should compliment the looks of a yacht, of course their most important function is to protect the yachts hull from damage. The absence of fenders, or incorrect use of them, can result in serious damage to the hull plates and also to the berth or jetty platform when it comes in contact with the yacht. Mike from AERE Marine Group will facilitate a fun fender challenge. This challenge will involve inflating an AERE Marine fender and making sure that the cover is inserted and tied to perfection. The efficiency and speed of the crew would determine the winner.



The lucky winner gets to go home with:

- A winner trophy
- A €300 gift certificate which can be used at My Monte Carlo (can be used at their hotels, restaurants, Spa's and Bars)
- 1-year Golden key subscription to Life4 Yachts worth €259,90 (Restaurants, Wellness, Shopping, transportation, leisure, hotels)

## REGISTRATION SPONSOR COTTON CREWS

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The Cotton Crew team combs through our crew database of 5,000+ candidates, screen potential CVs, and handpick a group of crew that we feel fit what you are looking for.

Prefer to search for crew yourself? Download our HIRE App ([www.cottoncrews.com/yacht-crew-finder](http://www.cottoncrews.com/yacht-crew-finder)); a top of the line database filled with crew looking for work in your location. CVs are available for direct download to your smart phone.

CALLING ALL CREW -- Download the Cotton Crew JOBS APP ([www.cottoncrews.com/yacht-crew-jobs](http://www.cottoncrews.com/yacht-crew-jobs)) to find your next dream job. Meet our Head of Placement at the ACREW & IMM Crew Lounge at the Monaco Yacht Show!





## DONATE FOR AMBER

On 12th October, the annual Crew Awards Ceremony takes place in Le Palais de la Méditerranée, Nice. The Crew Awards team have decided to use this event, attended by some 500 guests, to further complement the Axxess Marine fundraiser. To this end, we will be asking every guest if they will be willing to donate a suggested amount of €30 to support the Amber Foundation.

**There will be two options for collecting donations:**

- Prior to Crew Awards via [www.justgiving.com/fundraising/crewawards](http://www.justgiving.com/fundraising/crewawards)
- On 12th October via Credit card

After totalling what we receive through both sources, we will present the final results with a cheque to the Amber Foundation on the night of the ceremony. With so many worthy charities to choose from, you might ask why we have chosen this specific charity to support and how does it tie in with the Superyacht world? Your funds will enable a deserving young person to complete an STCW course – something that today they could possibly only dream of!



**Amber**  
transforming lives

10.00 - 12.00 FRIDAY 27<sup>TH</sup> SEPTEMBER

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## YCPDP CAPTAINS' DISCUSSION: CONSIDERATIONS FOR SUPERYACHT DOCK EXPANSION

Facilitator: Jesse Peterson

Partner: Yacht Club Port de Plaisance



As the operational company for the Yacht Club at Port de Plaisance, MMC's Director of Operations, Jesse Peterson will host a round table with a group of prominent superyacht captains in order to discuss the full details and plans of expanding the dockage in the marina. During the discussion Jesse will also answer any questions and update the group on the Yacht Club's readiness, plans, and upgrades for this year's winter season. This includes details of the Yacht Club's newest addition Wyndham hotel and onsite Resort to Captains who will be visiting Sint Maarten for the upcoming winter season.

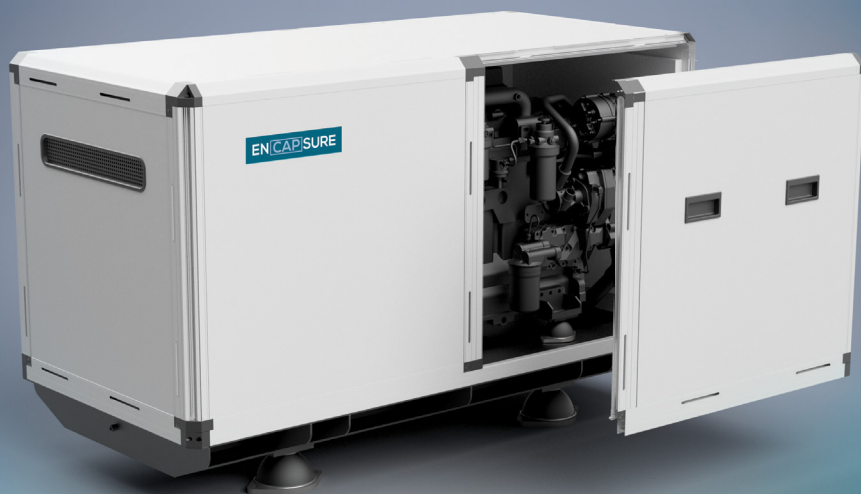
The Yacht Club at Port de Plaisance prides itself on client collaboration as this ensures their new developments and additions are always in line with their expectations and welcomes the input offered. Common Yacht Club questions include: What amenities and services do Captains look for in optimal marina dockage? How could the Yacht Club improve your overall experience?



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## FREE CREW MEMBERSHIP

*The intelligent choice for the Superyacht Professional*

At ACREW we aim to deliver high-standard worldwide events which introduce professional development opportunities to superyacht captains and crew. Captains and crew are invited to attend free workshops, discussion groups, networking and social activities at our events in Yacht Shows, Shipyards and Marinas to further develop and progress their career in the superyacht industry.



### 1. ACCESS TO ACREW EVENTS

Join us during our worldwide events in Shipyards, Marinas and during Yacht Shows. Develop yourself whilst engaging with other crew and our partners during workshops, one-to-one sessions, lunches and crew drinks.

Which event are you going to join next? Keep an eye on: [www.acrew.com/events](http://www.acrew.com/events)

### 2. PERSONALISED FINANCIAL PLAN

Having a plan for your finances is the most important initial step in maximising the financial gains of working in superyachting. Learn how to look after your money and meet all your financial objectives with a complimentary documented plan from a qualified financial planner.

Meet one of the UAM Financial advisers at our ACREW & IMM Crew lounge or schedule an individual meeting via: [oliver.maher@unitedadvisersgroup.com](mailto:oliver.maher@unitedadvisersgroup.com)



## CREW MATCH FOR CREW

Crew Match is a benefit of ACREW's free Crew Membership. As an ACREW member you now have the option to receive notifications of job vacancies that match your skills for free. Simply create a personal profile in our membership area based on your skills and we will pair you with a position suited to you. When you receive a match you will be invited to submit a video resume and answer between 8 and 10 questions linked to the role, which you then submit to the prospective employer. It is a private platform, therefore your profile will never be shared by anyone other than yourself and you will only be alerted of upcoming positions that fit your criteria.

### **Your next career move with Crew Match.**

Create your personal profile on <https://acrew.com/my-acrew/crew-match>



## CREW MATCH FOR YACHTS

Crew Match is ACREW's latest initiative which allows yachts to post a vacancy to the ACREW Membership Database of over 14,000 Captains and crew members. Vacancies will be forwarded to crew members who are actively seeking work or simply interested in knowing what opportunities exist if their skills match your requirements. Crew members can then apply by sharing a personal video resume. It is a revolutionary platform to connect crew and yachts in an efficient, cost effective and secure manner.

**Crew Match is the cost effective, efficient way for yachts to hire crew.**

If you would like to post your vacancy on the Crew Match platform  
please contact [wika@acrew.com](mailto:wika@acrew.com)

ALL DAY , 25<sup>TH</sup> - 27<sup>TH</sup> SEPTEMBER

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## Deliverance Bar

Kick start the Show the right way; we invite you to join us at our Deliverance Bar to experience a detox shot made with naturally sourced ingredients. This powerful blend supports liver health, balance and mental clarity. Take it before, during or after a long night out. You can also take it anytime for a general detox and to support liver health. Clinically proven with powerful results.



ALL DAY , 25<sup>TH</sup> - 27<sup>TH</sup> SEPTEMBER

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## Captain & Crew Massages

Relax and unwind; enjoy a complimentary chair massage with luxury beauty & wellness expert Hanna inside the ACREW & IMM Crew Lounge. We know how straining a Show can be, so make sure to use our free massages to relax all those tense muscles. Simply drop by the lounge!

ALL DAY , 25<sup>TH</sup> - 27<sup>TH</sup> SEPTEMBER

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## Crew Eyewear

Polarised protection is paramount, under the MCA regulation of the COSWP (Code of Safe Work Practices) the use of sunglasses for seafarers is enforced. Meet Leila and browse the Crew Eyewear pop up shop which delivers sunglasses directly to Crew and Yachts.



## FRANKENTEK'S YACHT ENTRY CONTROL

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This year we have the special compod system of Frankentek integrated in our front desk at ACREW & IMM Crew Lounge. ComPOD4 is different because of its fresh, stylish design, or the fact that it is not simply a call box, but rather because it is a fully integrated Yacht Entry Control. Simply swipe your bracelet and get your access granted.



## BUSINESS DIRECTORY

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Thank you to all the companies supporting ACREW and Crew Excellence Onboard

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**CONTACT:** Norina Edelman - [nedelman@imm-yachting.com](mailto:nedelman@imm-yachting.com)

[www.imm-yachting.com](http://www.imm-yachting.com)



Premier yacht refit and repair company bringing European-standard repairs to the Caribbean, with its bases in Guadeloupe and St. Maarten. Able to complete the highest-quality technical repairs for even the largest yachts. IMM started in Europe, and was responsible for some of the largest scale refit projects on yachts 100+ meters. That same expertise is now available in the Caribbean, for any size requests, emergencies or planned maintenance. With its sister company, FKG, located in St. Maarten, IMM brings significant technical solutions in all domains.

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**Contact:** Jennifer Eltringham - [Jennifer.Eltringham@inmarsat.com](mailto:Jennifer.Eltringham@inmarsat.com)

[www.inmarsat.com](http://www.inmarsat.com)



Inmarsat plc is the market leader in the provision of mobile satellite services, with the largest portfolio of global satellite communications solutions and value-added services on the market. The company owns a fleet of 13 satellites using a range of equipment, including global handheld satellite phones and broadband internet devices, as well as specialist terminals and antennas fitted to ships, aircraft and road vehicles. Inmarsat provides the most reliable and widely available communication systems for the maritime industry.

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**Contact:** Timo Toivanen - [timo.toivanen@speedcast.com](mailto:timo.toivanen@speedcast.com)

[www.speedcast.com](http://www.speedcast.com)



Speedcast is the world's most trusted provider of highly reliable, fully managed, end-to-end remote communication and IT solutions. The company utilises an extensive worldwide footprint of local support, infrastructure and coverage to design, integrate, secure and optimise networks tailored to customer needs.

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**Contact:** Gary Ward - [gary.ward@jotun.com](mailto:gary.ward@jotun.com)

[www.jotun.com](http://www.jotun.com)



Jotun is one of the world's leading paint manufacturers, recognized as the leading supplier of antifoulings. The Jotun group has 63 companies, 37 production facilities on all continents, represented in more than 100 countries with over 9800 employees.

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**Contact:** Leslie Gillotte - [leslie@pinpointworks.com](mailto:leslie@pinpointworks.com)

[www.pinpointworks.com](http://www.pinpointworks.com)



Pinpoint Works is a web and mobile app which turns your GA into a live, interactive worklist. Log items on-the-go, adding descriptions, photos, videos, and an exact location. Share only the relevant information with other users by setting their permission levels and inviting them to your site. Track your worklists in real-time, reducing confusion and increasing accountability. Communicate with crew, management and contractors to get the job done efficiently and effectively. Log, share, track and communicate with Pinpoint Works.



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Marina Casa de Campo is a private and independent marina fully equipped with unsurpassed modern amenities; La Marina's area expands over more than 90,000m<sup>2</sup> and holds 350 slips ranging from 30 to 250ft for private & transient yachts.

**channel 28**

**Contact:** Adrian Hicks - [adrian@channel28.co.uk](mailto:adrian@channel28.co.uk)

[www.channel28.co.uk](http://www.channel28.co.uk)

Channel 28 boasts a variety of products specifically developed for the marine industry, and in particular the superyacht industry, including its flagship product C-Comm. Now installed and in operation on an ever growing number of yachts worldwide, C-Comm's proven technology, security features and custom solutions have made it a true success. With all available solutions tailored to yacht, crew and owner specific needs, their range of services and products available for the superyacht industry continues to expand and grow in line with industry and on board technology requirements. Across other industries, Channel 28 is involved in a number of system solutions for a variety of commercial customers.



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IGY's network of properties is setting new standards for service and quality in nautical tourism throughout the world. The company offers an unprecedented collection of marinas in the Caribbean and Americas, all catering to a variety of vessel types including sportfishers, cruisers, sailing, and motor yachts, as well as being exclusive home ports for some of the world's largest megayachts. All IGY destinations are known for the highest levels of management and service. IGY's Marina Management Services Division offers a complete portfolio of management and training solutions for any marina owner's needs.



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Akumendo enhances existing or newly build Audiovisual, Entertainment, Automation, Security & Information advanced systems with a comprehensive set of unified and smart User Interfaces for superyachts.



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We publish regional Superyacht Services Guides & a comprehensive online Directory with detailed information on over 10,000 Captains Recommended Services & Destinations worldwide: from crew training schools, engineering & spare parts, boatyards & refit facilities, Superyacht marinas with good crew amenities, provisioning, yacht services agents in remote parts of the world, to good crew bars and even crew get-aways & things to do in your precious time off!



**Contact:** Carlos Morales - [info@astillerosdemallorca.com](mailto:info@astillerosdemallorca.com)

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Astilleros de Mallorca is a refit and repair shipyard for luxury sailing and motor yachts. It was first established in 1942 and pioneered the construction of a great variety of vessels. In the early 90's, the island started to become the focal point for those Superyachts that run both Caribbean and Mediterranean seasons and Astilleros de Mallorca adapted to the requirements of the up and coming market. Today it is considered as Mallorca's Premier Shipyard and this recognition has been backed up by important awards such as the Boat International's "Best Superyacht Refit".



# AEREW

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AERÉ Marine Group was founded in 1998 as PRAKTEK, Inc. focusing on practical technology products. We have 3 product divisions serving the marine industry worldwide. AERÉ Docking Solutions is the manufacturer of over 40 sizes and types of AERÉ inflatable fenders for all vessels, Fenda-Sox covers (available in acrylic knit or neoprene fabric) for all manufacturers' fenders and AERÉ Inflatable Docks. AERÉ Fire Solutions is the distributor for FireAde and Enforcer One products, the leading "green" fire extinguishing product used worldwide. AERÉ Marina Products represents premium marina-installed fender and mooring products in North America.



**Crew Match**

Contact: Paul Evans - [paul@acrew.com](mailto:paul@acrew.com)

[www.acrew.com/my-acrew](http://www.acrew.com/my-acrew)

Revolutionizing the way crew are hired by introducing video resumes into the Superyacht industry.



Contact: Clare Wray - [clare@gccm.com.au](mailto:clare@gccm.com.au)

[www.gccm.com.au](http://www.gccm.com.au)

Gold Coast City Marina & Shipyard (GCCM) Australia, is the largest refit and repair yard in the Southern Hemisphere attracting yachts from around the globe. Its service capabilities extend to all aspects of marine refit, maintenance and construction for vessels of all shapes and size thanks to the 80 incredible businesses operating there and employing in excess of 700 marine contractors. No other facility in southern waters has such a diverse and professionally recognized offering.



Contact: Christiana Cairns - [admin@ayss.org](mailto:admin@ayss.org)

[www.ayss.org](http://www.ayss.org)

AYSS is the only worldwide network of the world's very best superyacht agents and support service providers approved by Superyacht Captains. Their extensive experience and expert local knowledge ensures you will receive high quality shore support, port facilities and concierge services for your vessel, crew and owner.



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[www.pdpmarina.com](http://www.pdpmarina.com)

Combined with its reputation for superior customer service and full range of modern marina facilities, the Yacht Club Port de Plaisance's popularity among captains is attributed, in part, to its proximity to a superb array of high quality technical services for yacht maintenance, repair, and refit that have established. Sint Maarten as one of the Caribbean region's premiere service centers for professionally-crewed yachts, challenged only by major stateside yachting capitals like Ft. Lauderdale and Miami. There's an ample supply of marine tradesmen, including technicians, electricians, refrigeration-airconditioning specialists, as well as skilled day workers.

Contact: Simon Relph - [simon@theislander.net](mailto:simon@theislander.net)

[www.theislander.net](http://www.theislander.net)



As the only English language yachting magazine published monthly in the Mediterranean region, The Islander has a growing readership and a wide distribution network. Based in Palma it is well placed to source great content for its readership of crew and industry professionals in the Western Mediterranean including Antibes, Barcelona and Ibiza. With contributions from leading experts in diverse fields from marine ecology to crew welfare, every edition has something for everyone involved with the Superyacht industry.

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[www.eazybunker.com](http://www.eazybunker.com)



Eazy Bunker is the yacht industry's premium fuel and lubricant supply specialist. With headquarters in Genoa, Italy, we can supply competitively priced, quality bunkering products to any port world-wide- 24 hours a day, 7 days a week

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Nautilus International is a trade union and professional organisation representing more than 22,000 maritime professionals in the UK, Netherlands and Switzerland. The day-to-day activities of Nautilus International are highly varied, and they pursue every possible avenue to improve the working lives of their members. Collective bargaining and representing individual members is a vital part of what they do. But as a modern, progressive union and professional body, they also seek to influence national, European and global policy-makers, to inform the public about the industry, and to ensure that the highest possible safety and training standards are in place.



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We are a team of veteran yachting professionals with over 80 years combined experience as Captain, Engineer, Purser, Chief Stewardess, Bosun/Divemaster, Deckhand and Stewardess, complemented by shore-based support roles.

We understand the needs and shortcomings of the yachting industry because we have been deeply involved in the operation, construction and refit of large and small yachts for almost 30 years.



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[www.bahamas.com](http://www.bahamas.com)

Located just 55 miles off the coast of Florida, The Bahamas comprises more than 700 islands and cays, including 16 unique island destinations. World-class yachting, fishing, diving, and boating make The Islands of The Bahamas a favorite destination of families, couples and adventurers. Explore all the islands have to offer at [www.bahamas.com](http://www.bahamas.com) and [www.bahamas.com/flyaway](http://www.bahamas.com/flyaway), and on Facebook, YouTube and Instagram.



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As designer and producer of custom lift solutions for the super yacht industry, Holland Marine Lifts (HML) is known for unique, creative lift solutions with an unparalleled, high level of quality. In order to make sure our lifts continue to operate smoothly and safely, we advise regular service and maintenance. HML provides this service worldwide for our own HML lifts but we also have the expertise and experience to provide our special care to lifts of other brands.



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I.S.Y.L., Italian Super Yacht Life, is a training Foundation located in Viareggio, Tuscany, the heart of the Italian nautical sector, born with the goal of organizing highly professional courses dedicated to training the new figures of the sea economy.

# ACREW

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[www.acrew.com/partners/majestic-superyacht-artist-booking](http://www.acrew.com/partners/majestic-superyacht-artist-booking)



Enjoy the royal treatment. Majestic offers the first turnkey solution for superyacht artist booking and is founded to assist Captains, Crew, Brokers and Agents in booking any artist for their guests. The turnkey solution offers advice on artists, booking of artists, price negotiation, travel, equipment etc.

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EQUILIBRIUM LABS

Contact: Elena Cheker - elena@equilibriumlabs.com

[www.soberup.com](http://www.soberup.com)

It is our mission to always progress and improve our products to meet societal and personal needs in the global market place. Our core value is to eliminate the undesirable effects of overindulgence while simultaneously complementing the health and beverage industry by reducing any harm often accompanying overindulgence.



Contact: info@worldwidecurrencies.com

[www.worldwidecurrencies.com](http://www.worldwidecurrencies.com)

Worldwide Currencies are market leaders in foreign currency, providing the most competitive exchange rates for companies and individuals wishing to transfer funds around the world. Our headquarters are based in the City of London, and we are one of the UK's fastest growing financial service businesses and are widely recognised as one of the most respected names in the foreign exchange industry.



Contact: Shawn O'Brien - shawn.obrien@flygmt.com

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Global Marine Travel is a travel agency dedicated to the maritime industry open 24/7/365. With marine contracts designed to provide competitive one-way flexible airfares and with full access to a wide variety of published airfares, GMT will present you the best routes at the best price.

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V O L Y

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Cotton Crews connects exceptional crew with exclusive yacht positions. We focus on crew and client relationships. Our in-house recruitment team, or the Cotton Crew Club, has become the connective link between owners, captains, and professional yacht crew. Connect with us through the Cotton Crew Club or download the Cotton Crew Hire App to find crew in your area. Crew may register with us through the Cotton Crew Jobs App.



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Used by more than 150 superyachts such as eclipse, dilbar, radiant, andromeda, nirvana, musashi and many more, meridian 4g provides proprietary 4g solution built to accommodate specifics of constantly moving superyachts, accommodating roaming and unlimited sim data in the med



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Frankentek Yacht Security Systems, based in Medford, New Jersey, has over 30 years of experience in bespoke electronic security installations and yacht security systems since launching in 1993. Frankentek is the premier yacht security integrator in the world, with significant expertise dealing with high profile clients. Privacy and discretion lie at the core of Frankentek's service.



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Standard Bank Isle of Man Limited is part of the Standard Bank Group Limited, Africa's premier banking and financial services institution. Established in 1862 Standard Bank Group is Africa's largest Bank by assets and earnings and employs more than 50,000 people worldwide.



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Evolution Yacht Agents is a registered yacht agent offering a comprehensive and bespoke service to superyachts in all major Spanish ports. They provide an in-depth knowledge of the local superyacht market as well as the Spanish navigational and customs regulations. The Evolution team offers you the optimum experience in the fields of Concierge, Provisioning, Customs, Deck & Engineering, Spares, Interior, Logistics and Fuel. Their extensive network of contacts, great expertise and wide range in-house resources make them the number one yacht agent to choose when entering Spanish waters.



# ACREW



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Built on a heritage of world-class craftsmanship, Heesen has been delivering award-winning yachts for 41 years. Since its inception, the shipyard has been characterised by innovation and focus on quality. The launch of Octopussy in 1988 brought world-wide acclaim. 2016 was a turning point with the delivery of the 70m Galactica Super Nova and the inauguration of a new 85m dry dock, equipped with advanced features. A continued investment in research, the application of smart technology, and collaboration with leading designers all contribute to keeping the brand one step ahead.



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Arius' 3D scan data is processed to produce high-quality textured reproductions that replicate every brushstroke of the original painting. This means valuable artworks can now be safely housed in secure, climate -controlled storage facilities, while Arius' textured prints are displayed for the enjoyment of collectors, or visitors of museum exhibits, anywhere in the world –even onboard yachts. Arius' 3D scan data is processed to produce high-quality textured reproductions that replicate every brushstroke of the original painting. This means valuable artworks can now be safely housed in secure, climate -controlled storage facilities, while Arius' textured prints are displayed for the enjoyment of collectors, or visitors of museum exhibits, anywhere in the world –even onboard yachts.



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DNV GL is the world's leading classification society and a recognized advisor for the maritime industry. We enhance safety, quality, energy efficiency and environmental performance of the global shipping industry – across all vessel types and offshore structures. We invest heavily in research and development to find solutions, together with the industry, that address strategic, operational or regulatory challenges.



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Hedley's is the Private Client, Family Office and Fine Art division of the family-owned logistics company. Hedley's has four decades of experience in packing, transport and specialist installations. Our clients are the world's top interior designers and we now have a superb portfolio of prestige clients and art collectors worldwide, who enjoy specialist storage facilities, customised crating and white glove service from courteous technicians with discretion and confidentiality.



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As a mutual company, we focus not on shareholders and stock markets, but on our policyholders and partners. We take time to get to know your business and what you need from your insurance solution.

We provide insurance support for a diverse range of fine art clients; from world-famous museums to international exhibitions to private collectors and including superyacht owners. Through our expertise in both Marine and Fine Art under one division, we are able to offer a clear understanding of the special requirements of art and design of value on superyachts from an insurance perspective.



PANDORA ART SERVICES

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Pandora is an art historian and holds a first-class degree in the History of Art from Manchester University and an MSt. in Ancient History from Keble College, Oxford, is a member of the Association of Art Historians and a Fellow of the Royal Society of Arts and freeman of the Worshipful Company of Arts Scholars. Her career includes over 20 years in the cultural sector, focusing on business strategy, marketing and development. Widely travelled in the museum world globally, she has also studied in France, Germany and Italy. Pandora's areas of interest are classical Greek & Roman art, 18th century neoclassicism in décor, early 20th century Abstraction, Expressionism and the Surrealists.



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Simon Gillespie Studio is known globally as one of the leading art conservation and restoration studios, trusted by major museums, galleries, auction houses and corporate and private collectors worldwide. Simon has spent more than forty years working with a team of highly trained conservators and specialists to breathe new life into both historic and contemporary artworks, using a combination of traditional techniques and the most up to date modern methods.

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Taylor Hampton draws on its experience in the field of reputation management in conducting actions for art fraud and art market litigation where parties to the transaction wish their names to be kept out of the press.

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ROYAL WELLNESS  
VESSELS & ESTATES

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Royal Wellness is the worlds most exclusive holistic health & wellness agency, with a commitment to providing notable individuals with premium, integrated wellness experiences, either aboard their private vessel or in their estate. Boasting purpose-driven holidays via bespoke wellness retreat programmes that are luxurious, all-inclusive and feature signature holistic therapies, energy and bodywork, shamanic purifications and wellness consultations. All designed to effectively silence your mind, heal your body and enrich your soul. Leaving you feeling like Royalty.

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Liquid Yacht Wear specializes in updated, fashion-forward and functional yacht crew uniform. Having catered to the yachting industry for over 20 years, Liquid has created its own brand of uniform to meet the needs of today's crew. Our mission is to help create unique and practical uniforms that are distinctive to each yacht's character; incorporating both Liquid's own uniform and other major brands.

## THE ACREW TEAM

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Paul Evans  
Director & Owner



Dave Micallef  
Director & Owner



Arnold Mbiydzengeh  
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