Cruise Ship Giant Meyer Werft to Enter Superyacht Market

The German-based cruise ship builder <u>Meyer Werft</u> is looking to enter the superyacht market. The company's new division, Meyer Yachts, was unveiled in the final hours of the 2021 Monaco Boat Show. As well as the announcement of the new venture, Meyer Yachts presented the concept for the upcoming One-50. At 150m in length, it is an impressive first yacht project for the company.

Marine Industry Veterans

Meyer-Werft has been delivering boats for 225 years, and during this time, the company has become well versed in the creation of gigantic vessels. Having built cruise ships Odyssey of the Seas (347m) and Mardi Gras (345m), a comparatively small superyacht should be achievable. Meyer Werft has stated there is a demand for Meyer Yachts, saying over the years they have been approached by clients wanting custom builds. They are a renowned brand with an excellent reputation and track record. This is what will help them make a big impact on the industry.

Going big

The Meyer Yachts division has been in the works for 10 years, carefully preparing entry into the market. The company is planning to become a leader in the building of vessels over 120m. They intend to manufacture vessels that are exclusively over this length. Interestingly, there is no other builder currently doing this, and it is something that can set Meyer Yachts apart from competitors. Lurssen is the shipbuilder that currently dominates the 120m+ category, with a majority of the 28 yachts in this category belonging to them. Meyer-Werft has a long professional history with Lurssen, having worked together on many military vessels. With Meyer Yachts entering the industry they will be competitors on paper. However, they believe there is room for both companies in the market.

The Meyer Werft One-50 superyacht

At 150m in length, the One-50 will be amongst some of the largest superyachts in the world. It will be amongst other gigantic vessels such as Lurssen's 156m <u>Dilbar</u> and 180m Azzam, which is currently the largest yacht in the global fleet. As well as being a superyacht of incredible proportions, the one-50 is also a very green vessel. Meyer yachts have designed the boat to be fuel cell and battery-powered in replacement of a diesel propulsion system. This will greatly reduce the Superyacht's carbon emissions. The expansive vessel will accommodate up to 44 guests and include all facilities and amenities expected on a boat of this size.



For all the latest superyacht news click here

SugarSkinn Elite™[Custom Amenity Kits

<u>SugarSkinn Elite</u> is a new company in the beauty market. They offer high-quality custom amenity kits and organic skincare products your guests won't throw away.

Are you offering your guests mismatched products, tacky looking amenity kits or maybe no amenity kits at all?

Superyachts often provide guests with mini tubes of toothpaste, poor quality lip balms and products that never get used. This is not only wasteful, but it also adds to the overall environmental impact of your vessel. The difficulty of finding high-quality minis suitable for a superyacht charter or private jet can be quite a struggle, which is why we often revert to well-known brands like Colgate and Molton Brown.

Today we spoke with Elizabeth Menegon, the founder of a new company on the market, <u>SugarSkinn EliteTM</u>, who offers a solution to your amenity kit struggles.

Tell us more about SugarSkinn Elite. What is it you specialise in?

SugarSkinn Elite stands out in the skincare market for two reasons:

 We are all about small-batch skincare. Smaller batches are made more frequently, making our products as fresh and natural as skincare products can be. Small batch production also allows us more flexibility and creativity. My team here ensures that our ingredients are from trustworthy sources to provide the best quality available.

2. We customise our high-quality products without limitations. We specialise in amenity kits for Yachts, Private Jets, and luxury stays and allow you to customise the kits to meet your guests' needs and aesthetic preferences. You pick the products they'll need, the design of packaging they'll enjoy, and we'll make it happen. It's that simple.

What made you come up with the idea of SugarSkinn Elite amenity kits?

We created SugarSkinn Elite because there was a gap in the market. There was no option to order custom, high-quality products. The custom options used low-quality ingredients and required extremely large minimum orders, resulting in a product being thrown away. We think your guests deserve the best and being wasteful isn't our style.

What makes your products unique from others?

We don't compromise. From our small batch promise, our natural ingredient profile, to the lengths we'll go to customise an order to your exact specifications. We ensure the highest standard of quality and service is always provided.



Environmentally Friendly Amenity Kits

You say you can tailor your amenity kit packaging to suit the requirement of your client. Can you also customise the packaging of the product itself?

Absolutely! We can customise the labels on the actual product's container to look exactly how you, or your guests, prefer. We can also work with you on the outer packaging to customise the experience even further. Whether it's the perfect bag, gift box, or any other creative element you envision.

What is the most out-there packaging you have provided so far?

We recently provided amenity kits in <u>Goyard</u> bags for each guest. That's pretty extravagant if you ask me.

Where does the design and production process take place?

All of our products are manufactured in Connecticut. We need to keep production local because we are committed to small batch production and the freshest, highest quality ingredients. We can do this by keeping our production close to home.

With all of your skincare products being organic, does this mean they have a short shelf life?

Organic does not always mean that products have a shorter shelf life. For us, it's the opposite. We only make our products with whole, natural ingredients, which means they last a long time. The only product that we recommend not using past the six-month mark is our body polish. Either way, we are confident that it won't last very long once you try a product.

With your services being so bespoke, how

long does it usually take from order to shipping?

Each order time will vary depending on what the order entails. For example, standard, eco-friendly packaging has a shorter lead time than something like a Goyard bag. We always recommend reaching out as soon as possible, so we have time to execute your vision exactly as you see it!

Other than custom amenity kits, what other unique products does SugarSkinn Elite offer?

Baby – Baby on board? We don't forget your little ones in our <u>amenity kits</u>. We offer talc-free baby powder, organic baby socks, diaper balm and soothing bath powder.

Travel – We know you don't need a bath soak while in the air. We offer a hydrating facial mist, a cooling foot spray and a few delicious lip balms to offer you a refreshing moment in any situation.

Pet – We love your furry family members as much as you do, which is why a portion of all our Paw Balm sales go directly to the charity. Our <u>Paw-some Paw Balm</u> is made with the same quality standards as all Sugar Skinn products and is not too greasy or sticky.

SUGARSKINN ELITE™ made exclusively for				
EXUBERANCE				
hand-poured 4 oz	Radiant Facial Butter			

How do you order SugarSkinn Elite custom amenity kits?

Our services are so personalised to the customers' request that you can only order with us via email at <u>Info@sugarskinn.com</u>. Once you have been in touch, we create you an account to record all special requests. We discuss your requirements and tailor everything to you and your vessel to ensure you provide the best possible service for your guests.

Find SugarSkinn Elite

To search through our current range of products head over to our website <u>www.sugarskinn.com</u>. To keep you with our latest releases, follow us on Instagram <u>@sugarskinnnyc.</u>

Keep an eye out for the SugarSkinn Elite[™] team at the 2021 Fort Lauderdale International Boat Show.

To keep up to date with the latest Superyacht Content News, click <u>here</u>.

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Six Table Setting Ideas for Halloween Onboard

Halloween is always a fun time, and with only a matter of days to go, maybe you need some table setting inspiration for this festive season. Today we have compiled six ideas for your breakfast, lunch and dinner table settings. From subtle to spooky, we feel there is something to inspire all taste levels on this list.

Breakfast:

Pastel Painted Pumpkins

https://www.instagram.com/p/B3yz0RlAT_9/

There are no rules to say Halloween can't feature a pretty pink pumpkin! The mix of mini and large pumpkins, with pastel shades, flowers and ribbons. This combo creates a delightful atmosphere. Because of the light and lovely feel of this setting, we think it would be a perfect place to eat breakfast on board.

Simple Skeleton Table Setting



Image by: pinterest.co.uk/pin/154037249743383582/sent/?invite_code=2c46f 457a6d64efba18663f78072ec30&sender=318770617283269752&sfo=1

This Skeleton Setting is simple but effective. The white and pink roses give it a light, fresh feeling making it the perfect Halloween setting for your guests' breakfast. Alternatively, have it on the sidebar or as a backdrop to give the whole yacht a Halloween feel. If you have a fun-filled day of Halloween activities, you will be glad to know this table setting is quick to put together and pack away for those super stews!

Lunch:

Earthy Greenery

https://www.instagram.com/p/CU8G18XvSUl/

Why not utilize some greenery to create a relaxed feel? The vine grass laid out on a bare wood table, with moss balls and green leaves, gives an earthy tone. Whilst the skull centrepiece and small skeleton hands bring this table setting right on theme. This setting is perfect for a light lunch.

Halloween Gingham

https://www.instagram.com/p/CU41sW9lSfr/

Choosing a colour scheme or pattern and incorporating it throughout the decor will make your table setting look extra special! With this setting, the black and white gingham design is subtle and elegant. Everything matches perfectly, from the runner to the ribbons, making this great for a large themed lunch.

Dinner:

Creepy Chic Table Setting



Photo By: The Makerista

If you can use candles onboard, this beautiful candlelit creepy, chic table setting is perfect for your guests' evening meal. Grab your spooky skeleton props, anything gold and plenty of tapered candles, and you will be set to go.

White Monochrome

https://www.instagram.com/p/CU46ITuMqRB/

For guests who wish to have a classier spread, we feel that this setting can turn even the spooky season into something elegant! Hollow out your pumpkins and fill them with dried flowers to create a stunning centrepiece. Add this to a monochromatic white setting, and your guests will experience a sophisticated Halloween dinner.

We hope these six table setting ideas have given you some inspiration this Halloween! Don't forget to tag us in your stunning table creations – <u>@superyachtcontent</u>

For the latest Superyacht news and content, go here.

International Chefs Day Competition

In celebration of International chefs day, we are hosting a chef's competition! Superyacht Content has collaborated with <u>Maison Del Gusto</u> to give you the chance to win a surprise provisioning box worth €250! The competition is now open and running through our Instagram – <u>SuperyachtContent</u> until

Thanksgiving 2021 (25th November).

The Chef's Competition:

Every great chef has a go-to show-stopper recipe! – A signature dish is a recipe that identifies an individual chef. It should be unique and tingle the taste buds of those who consume it. We can think of it as the culinary equivalent of an artist finding their style or an author finding their voice. So in celebration of all the fantastic yacht chefs, we want you to have the opportunity to show off your signature dish to the world.

All you have to do is head over to our <u>Instagram</u> – **Like** our chef's competition post, **Mention** a fellow chef in the comments, and **share** an image of your "signature dish". We will randomly select one lucky chef to receive a fantastic Maison Del Guto provisioning box worth €250! May the most impressive plate win!



Who is Maison Del Gusto? -

Maison Del Gusto is a Monaco-based superyacht provisioner. Maison Del Gusto pre-invest in the chefs they work with because they know they will always return. By pre-stocking special items, they will always have stock for customers throughout the season. On top of this, Maison Del Gusto keeps large amounts of stock to ensure they can always provide the best quality products (even if they have little notice to deliver).

For more information on Maison Del Gusto, click <u>here</u>. Needing food inspiration in Monaco, follow them <u>@mdg_yacht_provisioning</u>. To find out their latest news, follow them on Facebook <u>@maisondelgusto</u>.

Good Luck, Chefs!

Stay tuned on our <u>Instagram</u> or our <u>Website</u> to find out who has won. Good Luck!

Q&A with The Yacht Chef aka Dean Harrison

The 20th of October is International Chef day so to kick off the beginning of this week we are catching up with Insta Famous <u>The Yacht Chef</u>, also known as Dean Harrison. Dean has worked on Superyachts for the last ten years and is currently on Rotation on 60m <u>M/Y Arience</u>. In this interview, we spoke with Dean about his previous ten years of experience as a yacht chef and how he built up his 21,000 followers on his Social Media platform.

http://https://www.instagram.com/p/CPdXST_rNZ5/

Tell me about your recent travels.

I'm fortunate, my current position is rotational, and I don't have a base. I spend most of my time travelling whilst I'm off and eating my way around the world. My most recent destination being Mexico, America, Brasil and Australia. I have recently come back and joined M/Y Arience for the final charter of the season cruising the Balearics, which has been a great experience.

How did you land your first Yacht Chef position?

It was a little bit of luck. My career started on dive boats in the Great Barrier Reef. I completed three years of working on these to test my sea legs and ensure I didn't get seasick. I then began applying for the bigger yachts, all based in the South Pacific, persistence paid off, and I eventually landed a chef/deckhand gig on a 30-meter yacht. I have stuck to what I believe in throughout my career and grafted my way to the top.

Private or charter, what's your preference?

I would have to say, charter! I started private, and that is where I relished. I felt like I was part of the family, and for three years, in a way, I was. The family took me spare fishing and diving in some incredible destinations. I feel very fortunate to have had these experiences. However, I am now on 60m Arience, a charter vessel, and you know it's hard to beat the tips! We really are appreciated what we do for these families. I also love the verity. One week you looking after Russians and the next you have a Swedish family and then the following you have Americans. It provides such an array of challenges and keeps our work interesting.

https://www.instagram.com/p/CTWyGtiLsMt/

What's your favourite galley you have worked in so far?

Arience, 60 meters really is a perfect size! The yacht is massive, and they have made some significant changes to the crew areas, making it an enjoyable and more practical place to work in. I have a huge dry store and cool room, I'm really

spoilt on here.

The Superyacht Industry takes you to all corners of the globe. What has been your favourite destination so far?

There are so many beautiful destinations in the world, but I really can't go past Raja Ampat, Indonesia. That was a special place for me. It is so remote, and the sea life is just incredible.

https://www.instagram.com/p/BgA9hx_A57n/

Do you have a food hero?

I wouldn't say I have a food hero. There are so many fantastic chefs in the world! The ones I admire the most are the plantbased forward-moving chefs. It's such an old age perception to believe that every meal must have meat, and it is amazing how creative these modern chefs are. They do put out some incredible plates.

Which Plant-Based Chef stands out to you?

It would have to be <u>Chef Rene Redzepi</u>. He pushes for plantbased food because he knows the future. He is a true talent and is renowned for creating really beautiful pieces. It is becoming well known that having meat with every meal isn't sustainable. Anyone can cook up a piece of meat and make it delicious, but someone who can turn a carrot into something amazing is pretty spectacular!

My second choice would be Daniel Humm, the head chef and owner

of <u>Eleven Madison Park</u> In New York. He has been criticized for going plant-based, but I think he will be extremely successful if he sticks to it.

https://www.instagram.com/p/CQRJJ5NFfox/

You have created quite a following on your platform; was this intentional?

It was never my intention as I was never a social media person; I was even pretty late to the iPhone party. I have always loved to document and carry a video camera with me. Instagram was just a place I could now put all the images I had taken. I honestly think I was one of the first to document a lot of behind-the-scenes of a yacht chef, which people found interesting. So I guess, in a way, it was just good timing.

What would you call Australian cuisine?

Australia is so young that we don't have a rich history of food. What we do have is one of the most multicultural nations. Because of this, we have what's called Modern Australian food. For me, it's everything amazing from around the world, taken and refined.

Where in the world have you travelled to that stands out as being the culinary leader and why?

I know it may sound bias, but it has to be Australia. Being such a young country, the chefs there have learnt from different cuisines all over the world. We truly take the best from their dishes, build and experiment.

If you had to pick a country outside of Australia to visit for the food, where would it be?

I couldn't name a country, but I will give you two cities. Barcelona and New York both have several fantastic restaurants!

https://www.instagram.com/p/Bk4d_hEjeI2/

We know you have been on a local produce journey recently. What did this entail, and what does local produce mean to you?

This was actually for a TV project I am developing, and it was such an unexpected, incredible experience revisiting where I grew up as an adult. You appreciate things a lot more! We are so lucky in Australia. We have every type of climate within arm's reach, and there's nothing we can't grow!

Will you be incorporating any of the products you've discovered into your future dishes?

Most produce I come across appear in my dishes at some point. It's hard not to think about what you can create out of something as a chef. When you're exposed to fantastic produce, your brain is constantly moving at a hundred miles an hour on how you can turn it into a beautiful dish. https://www.instagram.com/p/CS2cy4ELnrj/

Do you embrace the local cuisines and apply them to your work when working onboard?

Always! When the local produce surrounds you, it's hard not to!

Three galley gadgets Yacht Chefs shouldn't live without?

- Thermomix It's a blender on steroids!
- A Rational/Combi Oven I do love them. It just makes life easier.
- A Decent Vacuum Pack Machine Couldn't live without one now that I have had one. They are so handy for prep and backup food.

https://www.instagram.com/p/ByTM7S4AC3j/

What is the most challenging part of being a superyacht chef?

I think it's the pressure to make every cuisine and food request to the client's taste. The client has an image or taste from a particular place, and it's your job to recreate that.

I once had a client ask for a particular corn beef hash dish they regularly had at a 5-star hotel. I attempted three times from the verbal descriptions they gave me, and I couldn't nail it. They sent me a picture on the 4th attempt, and I got it straight away! So I guess it's the expectation of giving them something they had in a moment of their life and it being exactly the same as what they had had previously.

Where has been your most challenging destination to provision?

Probably the South Pacific, where I started my career. I am pretty happy I began my career there and not the other way around, if I am honest.

https://www.instagram.com/p/CTq7SP-sDmE/

You've been a superyacht chef for ten years now. Do you think you could ever return to land and work in a traditional kitchen?

Honestly, it would be hard, and I don't think I would unless it was for a unique project or to start my own restaurant.

Lastly, are you able to let us into a snippet of your exciting new project that's in the making?

I can't give too much away as it's still in the works. It's for the yacht chefs. So watch this space!

To keep up with what Dean is up to follow him <u>@theyachtchef</u>. For more interviews like this one visit, <u>here</u>.

5 Ways Yacht Crew Can Be Smarter With Their Money

Working as a crew member on a superyacht can be an absolute whirlwind. Short breaks, no sleep, and intense pressure can leave yacht crew with no time to think about money. And when you don't think about money, you spend it!

It's good practice to be more mindful of your income and begin thinking of a financial plan to benefit you when you eventually leave the yachting industry. Yacht Crew financial specialists <u>CrewFO</u> gave us five simple tips for superyacht crew wanting to stop wasting money and start saving!



1. Ensure Your Bank Account Uses The Same Currency As Your Salary

The poor currency exchange rates banks offer can be one of the biggest (and most unnecessary) drains on your earnings. Additionally, you might be using a bank card that is tied to a different currency. Although your card may not have any foreign transaction fees, it is still not as cost-effective as using a card in the correct currency. These extra expenses can end up costing you one month's salary per year, so please don't make these mistakes! Thankfully, there's a very simple

solution to this: making sure your bank account and salary are in the same currency!

2. Be Wary Of Banking Offshore

Banking offshore has the one benefit of a Euro or USD card, and that's where the advantages end. Many yacht crew are advised to open up an offshore bank account by other crew members. This is not something we recommend. Offshore banking results in high card charges and monthly fees, earning no interest, and needing a minimum balance requirement. Also, it doesn't help your credit rating, and contrary to popular belief you cannot hide your money there. In fact, an offshore account attracts more interest from the taxman than any other. Banks in most countries offer accounts in many currencies, so do your research and don't bank offshore.

3. Avoid Savings Accounts

Savings accounts serve a purpose; they're certainly better than keeping your money in a current account. However, there are better ways of getting the most out of your hard-earned money. The issue is the low-interest rates most savings accounts offer (often less than 3%). This can leave your cash sitting stagnant when it could be invested elsewhere, making you money in the process. Learning how to invest your money wisely is worthwhile and can help set you up for your life after yachting. If the idea of investing is daunting, services like <u>CrewFo</u> are there to help you start making smarter investment choices and getting the most out of your money.

4. Keep On Top Of Your Taxes

The topic of taxes is nothing short of uninspiring, however, you still need to take them seriously. Being unorganised with your taxes can end badly, and getting caught out can be very expensive. Far more costly than just doing them properly in the first place. Keeping on top of your taxes opens up many investment opportunities, such as mortgages and pensions. Such investments can be crucial to a superyacht crew's financial stability, so do your taxes to ensure you have access to them.

5. Don't Get Carried Away

Working on superyachts… being surrounded by infinite wealth and luxury… These things make it hard not to get carried away with the yachting lifestyle. But remember, you don't own the yacht. You just work on it! There's a balance between letting loose and keeping a level head you should aim to strike. This is the balance of allowing yourself to have a much-needed break and some wild nights out and knowing when it's time to stop. Sorry for the buzzkill!

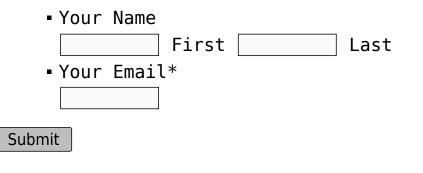


More advice for yacht crew wanting to save money can be found

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Plant Based Chefs You Need To Be Following In 2021

With the rise of veganism and growing awareness of meat production's effect on our planet, the demand for plant-based food is rising. Superyacht chefs face the challenge of creating more meals and snacks for yacht crew and guests using only plant-based products. But why is this an issue? After all, plants are incredibly versatile, more eco-friendly, and, let's not forget, proven to have remarkable health benefits.

To embrace the rise of plant-based meals, we've put together a list of 5 of the most recognised chefs in the industry that are renowned for cooking plant-based. Are you a chef that is

often faced with the challenge of cooking for vegans or vegetarians? Or are you just trying to adopt a more healthy and sustainable way of life onboard? If so, make sure you follow the chefs below for some fantastic inspiration.

Plant-Based Chef – Kirk Haworth



<u>Kirk Haworth</u> is a Michelin Star chef. Through social media, Kirk showcases that plant-based foods can be turned into some of the most aesthetically pleasing dishes. Kirk is the founder of <u>Plates London</u>, where they explore creativity through nature, food, and drinks. They adopt a sustainable approach and combine old-world training with new-world techniques to develop a unique way of elevated, plant-based cooking. If you are not already following Kirk on Instagram, he is undoubtedly one you need you to get onto for inspiration for your guests.

The Minimalist Baker – Dona Shultz



Dana Shultz has revolutionised the world of veganism by creating hundreds of recipes using ten ingredients or less. She has produced a cookbook to help support individuals from the get-go on their plant-based journey. Her blogs and books provide all the information you need to create delicious options for hearty entrées, easy sides, nourishing breakfasts, and decadent desserts. Dona is perfect for a Superyacht chef trying to optimise ingredients onboard and focus on meat-free meals for their crew.

Don't forget to head over to her website for tons of delicious online recipes: <u>https://minimalistbaker.com/</u>.

Vegan Chef – Eddie Garza



Celebrity plant-based chef, author, and host of "global bites with Eddie Garza". Eddie reforms food systems in marginalised communities and has featured on a wide variety of media outlets. Because of this, he has cooked for stars in the television, film, and music industries. Mexican cuisine is his speciality which has had him recognised for taking people on a plant-based culinary adventure to destinations around the world. Eddie's book <u>iSalud! Vegan Mexican Cookbook</u> features 150 plant-powered recipes that represent the 150 pounds he lost on his vegan journey. Don't forget to check out his for website some of his delicious meals: https://www.eddiegarza.com/.

Eddie is the perfect chef to follow if you are looking for you're looking for hearty homemade comfort meals.

Avant-Garde Vegan – Gaz Oakley



A 26-year-old plant-based chef, author, and YouTuber modernising and recreating everyone's favourite meat dishes. Gaz makes even makes the most devoted meat-eaters consider switching to a plant-based diet. From YouTube to the Hospitality industry, Gaz Oakly recently collaborated with Wagamamas, producing his own dishes called the Avante Gard'n and sticky vegan ribs. His creativity is endless and perfect for chefs looking for inspiration. It is safe to say that this young plant-based foodie is on the road to becoming one of the youngest and most recognised chefs in the industry.

There are plenty of Gaz's delicious recipes up for grabs on his website: https://www.avantgardevegan.com/.

Plant-Based Chef — Deliciously Ella — Ella Woodward

Ella started Deliciously Ella back in 2012 whilst she was at university. Deliciously Ella was initially intended to be a personal project for Ella. She taught herself to cook, photograph and document her meals on an online platform. After seeing what she had created Ella's family persuaded her to share it with their friends. After taking things online within a couple of years, the Ella community grew. Now with her own range of cookbooks, app, a range of items stocked in grocery stores as well as her own cafe in London the Deliciously Ella brand has become a tremendous success. Ella's recipes are quick, easy and delicious, vegan, gluten-free, plant-based meals we guarantee will be a hit with your crew onboard or with those tricky to feed guests.

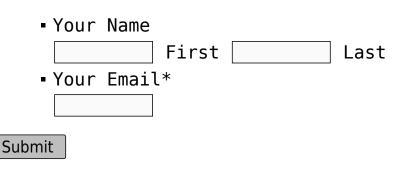
For tons of her delicious recipes, follow head over to her website, https://deliciouslyella.com/recipes/.

If you are interested in promoting your work with us email us at hello@superyachtcontent.com

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Superyacht Crew Uniform: It Should Be Easy!

Cover Photo by Taylor Made Designs

With specific uniform requirements for different crew members and different uniforms for different parts of the day. Managing superyacht crew uniform supply is almost always an unnecessary drain of resources for almost every Chief Stewardess or Purser.

As any experienced yacht stewardess will know, there is plenty to think about when ordering yacht crew uniform. Where to purchase the uniform from? The number of uniforms to order? Value for money? Range of options? These common questions make a reputable crew uniform supplier essential.

Uniform suppliers should provide accurate advice and experience to help make your uniform ordering process seamless. Today, we speak with <u>Taylor Made Designs</u> about how they make the superyacht crew uniform ordering process less stressful.



Photo by Taylor Made Designs

The Taylor-Made Service

With 28 years of industry experience, <u>Taylor Made Designs</u> (TMD) are experts in their field. Superyacht Crew Uniform is not all they supply. TMD also supplies uniforms to boutique hotels, theme parks, leisure chains, mid-sized cruise ships and small river cruises proving their ability to adapt to the needs of their clients. They are specialists in supplying a variety of New Build and refit superyacht projects such as Nero, La Datcha, Advantage, Golden Horizon and Black Pearl, to name but a few.

Fed up of listening to the crew telling you the uniform is too baggy or too small, or it just it doesn't look right on me?

Yacht crew that look great and feel comfortable in their uniform are often more productive during work. <u>Taylor Made</u>

Designs offers a unique Taylor-Made service. They like to meet the crew in person to discuss their unique expectations and requirements. They will bring samples of their products to you to ensure you make the most educated choice when picking your crew uniform.

<u>Taylor Made Designs</u> will be a part of your journey from the start. Ed Taylor commented:

'We look to develop long-term relationships built on trust, communication, reliability, knowledge, great service and confidence"



Photo by Taylor Made Designs

Ready-Made and Raring to Go

Whether you need stock instantly or require a uniform to be made bespoke to you, Taylor Made Designs will manage the entire process for you. They are specialists in bringing multi-departmental brands and ranges together and will deliver plain or branded items.

They don't just limit themselves to uniforms either. TMD can help with all of your other accessories from belts and shoes to guest totes and hard hats. They aim to be your first port of call for all clothing and accessory supplies, taking the stress away from you having to source unusual items.

Hassle-free Uniform Supply

Yachts often have to keep their own records of what items were purchased and from where. There is also the lottery of embroidery or screen-printing whether each supplier can provide the same sizes, colours or personalise the uniform consistently.

Taylor Made Designs offers an online e-store developed to solve these problems and allows you to manage superyacht uniform requirements easily. We all know to well the horrible burden of when certain uniform items get discontinued. TMD offers a suggestion service on a product that will closely match what you previously had should they not find the stock.

Ed Taylor Comments:

"Our resources and supply chain are infinite. This coupled with our own embroidery and print facilities allows us to work to our client's briefs to come up with several solutions to suit any budget."

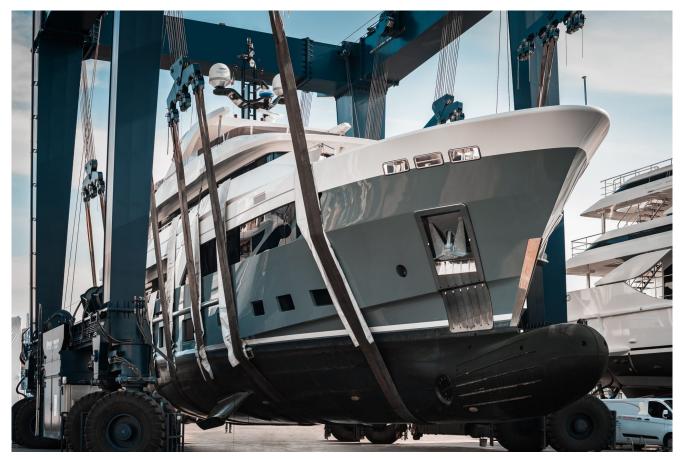


Photo by Taylor Made Designs

Superyacht Standard Crew Uniform

Taylor Made Designs sources clothing globally whilst maintaining environmental considerations and impacts, offering an almost limitless supply of uniform options. They process all uniforms through their production and distribution facility. So no matter where the clothing comes from, they know you are receiving quality. The quality control team checks every item, and the in-house embroidery and printing machines apply any branding or personalisation to ensure consistency.

There really isn't much Taylor Made Designs can't supply for you. They aim to make your life as easy, efficient and costeffective as possible. They are very focused on building long term trusted relationships and being the go-to for all uniform & workwear requirements.



Photo by Taylor Made Designs

Contact

To build your relationship with Taylor Made Designs, call them on +44 (0)1202 473311 or email them directly at <u>hello@taylormadedesigns.co.uk.</u> To view their current product range, view their stock catalogue <u>here</u>.

For the latest Superyacht Industry News, go <u>here</u>.

Are You Choosing The Right Superyacht Agent?

Cover Photo supplied by MGMT Yacht Agents

From last-minute Michelin star restaurant reservations and tickets to Wimbledon to customs and clearance, provisions, berthing and fuel, superyacht agents are becoming more and more valuable in this ever-changing complicated world. With no governing body or international regulations on how they should operate, how do we know we are selecting the right superyacht agent with so many now to choose from?

Superyacht agents are the zippers that help hold a trip of a lifetime together. They are a PA, tour guide, an event planner, a counsellor and a personal shopper. The role of a superyacht agent is many jobs in one, and even the most seasoned captains couldn't bear to be without one.

But How Do We Know We Are Getting a Good Superyacht Agent?

<u>AYSS</u> provides a global community of professional superyacht agents. All of their members have the Superyacht Industry as

the core of their business. If they are an AYSS member, you can be confident your agent will go the extra mile.

Thorough knowledge of local laws, tax systems, service providers and fuel suppliers are essential skills Superyacht Agents must have to become an <u>AYSS</u> member. In today's increasingly complex logistical world, it should be the agent, with their expert knowledge of the country they are operating in, who will help get your yacht fully prepare for either Owner, Charter or Passage on time.



Superyacht – Auckland, New Zealand

The Global Regulator

From the bottom of the globe in little New Zealand to the top in the UK, Superyachts now venture worldwide. Superyacht agents are popping up in all destinations, with most countries now having multiple agents to choose from. Finding a knowledgeable and reputable agent accustomed to the demands of superyachts is becoming more difficult for captains and crew. There is no globally accepted regulation for the quality of service they should provide. Nor is there someone upholding standards, requirements or even setting a price mark for superyacht agents. With no governing body, how can you be confident you will receive the best service when choosing your agent?

Members of the AYSS are quality checked and vetted for fairness. To become a member, they must provide references from Captains and from within the Superyacht Industry. Other member agents must also recommend them. The <u>Association of</u> <u>Yacht Support Services</u> selection process is rigorous. Interested potential members must have been operating within the superyacht industry for a minimum of two years. Their primary business must also be as agents within the superyacht industry.

But What If Things Don't Go Smoothly?

In the unlikely event of things going wrong, AYSS has an Ethics and Grievance group that will attempt to resolve any issues to the satisfaction of both parties. Becoming a valued member of AYSS gives agents an elevated advantage over unregulated yacht agents. It is an added protection for the agent and an added protection for the yacht itself.

AYSS

For more information on the AYSS and how to become a member visit, <u>www.ayss.org</u> or for their latest updates, follow them on Facebook <u>@ayss.org</u> or Instagram <u>@aysscaptain.</u>

For the latest industry news, go <u>here</u>.

Our Thoughts On The 2021 Monaco Yacht Show

It has been a long build-up to the 30th edition of the <u>Monaco</u> <u>Yacht Show</u>. With the 2020 show postponed, everyone was in high spirits for this year.

With travel restrictions still unclear and COVID-19 ever so slightly lingering over us, some businesses and guests debated whether it would be worth attending the 2021 Monaco Yacht Show. So in this article, we will take you through a brief summary of our thoughts on this year's show. We talk about the safety measures they had in place and the general feedback we received from the attending businesses.

Overall Summary of the 2021 Monaco Yacht Show

Overall, the show seemed to be quite busy. The footfall and attending guests were lower than in previous years; however, the number of exhibitors remained normal, if not higher. We spoke with several companies such as <u>Yachting Partners</u> <u>International</u> about their overall thoughts on attending this year's show.

The general feedback we have received from exhibitors is that the guest attendance levels were slightly lower than in early years. In saying that, overall transactions and yacht sales seem similar to those of previous years and, other than the COVID restrictions, the show felt relatively normal. Exhibitors who attended the show are primarily happy with the results and feel it was worth taking part even with overall expenses coming in slightly higher than usual.

COVID Regulations In Place

We have to give great credit and thanks to <u>Monaco Yacht Show</u> this year. They did a fantastic job with the safety measures to ensure they kept everyone safe at the show. Below is a list of the standout restrictions we noticed:

- They required attendees of the show to provide their double vaccination passports on arrival each day. Here they provided you with a wristband showing you had been checked.
- Masks were required throughout the show, even when outdoors walking around
- Some of the vessels attending were quite strict with who was allowed onto the vessel to keep their crew safe.

The Most Talked-About Superyacht At The Monaco Yacht Show 2021

With 60 Superyachts on display, 37 of which being <u>new builds</u>, there were many standout Superyachts at this year's show, including 94 Meter Viva built by <u>Feadship</u>, 70 Meter Polaris created by <u>Rossinavi</u> and 85 Meter BOLD created by <u>SilverYachts</u>. The standout and most talked about Superyacht at this year's show was 80 Meter <u>Artefact</u>, created by <u>Nobiskrug</u>.

Thanks to futuristic lines and a multi-deck panel of eyepopping windows: <u>Artefact</u> is quite the modern icon which is why she wins the most talked about yacht at this year's show. Innovations run from the frameless glass that serves as outer walls on the owner's deck, while unusual spaces include a tai chi room and a panoramic office. It is no wonder people pay such an interest in her.

Was It Worth it?

Absolutely yes! Even though travel restrictions are more complicated, the 2021 Monaco Yacht Show was worth it. There were plenty of businesses attending this year to catch up with and many beautiful yachts on display.

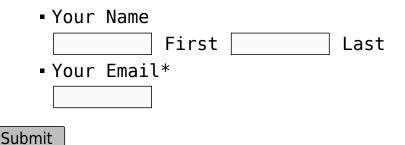
We want to give a big thank you to the organisers of the <u>2021</u> <u>Monaco Yacht Show</u>. The show was very well organised, easy to navigate and felt utterly safe given the current conditions.

We look forward to catching up with you all next year!

To keep up to date with the latest Superyacht Content News, click <u>here</u>.

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Interview with the Superyacht Captain of M/Y Lady M

It is good to be back out and about this year, and what a tremendous success the 2021 <u>Monaco Yacht Show</u> has been so far. We have caught up with old friends and met new ones, and this year with great thanks to <u>West Nautical</u>, we landed an interview with Russ Strang, the Superyacht Captain of <u>M/Y Lady</u> <u>M</u>.

In this interview, we talk about the successful Med season he and his crew have had this year and the difficulties COVID-19 has thrown at them. We find out his favourite destination and even touch on what he thinks about the influx of new crew into the industry because of the Below Deck craze.



Monaco marks the Med season coming to a close. Can you tell us how this year's season has been for Lady M?

Has it been a busy season?

It has been a very successful season this year. We covered a lot of distance and visited plenty of new countries, which has been a nice change with the owner. Unfortunately, we didn't manage any charters this year as the owners wanted to enjoy the yacht themselves. without strangers coming on board between visits. It has been a good season. We visited plenty of areas, some of which the crew hadn't been to before.

Can you tell us where you have explored?

We got to Turkey, Greece, Albania, Croatia, Sicily and up the coast of Italy, so we have mixed things up this year, which has been a good change.

How does the 2021 summer compare with 2020?

2020 was much more restricted. We couldn't have any of the owner's friends or distant family onboard because of COVID-19, so the trips were a little quieter with just direct family. It was nice to have the larger groups and plenty of the owner's friend's back this year.



Photo by Spencer Davis on Unsplash

What was the stand out destination this year for you?

I have always been a fan of Croatia just because of the variety on offer. There and the short distances between them. I was also very impressed with Turkey. I haven't spent a great deal of time there, so it was nice to see what it offered and even the beauty of the place.

How have you managed crew travel/holidays this year with the different travel restrictions around the world?

It was, of course, logistically challenging, but with a bit of

planning, anything is possible. All crew travel with their Seaman's book and on a Seafarers ticket, which will get you out of/into most quarantines around the world. Most of the crew are now vaccinated or partially vaccinated, so travel has been a little easier.

Most of the crew are Europe based, so travel has been a little easier for them. We have had a couple of South African crew that have faced a few challenges but again, with a bit of forward planning and picking the correct flight path, we got them back on board with little issue.

Have there been any logistical challenges with moving the vessel around the Med?

It has been a lot more straightforward than I thought it would be, definitely a lot easier than last year. This is down to the help of the local agents, a bit of forethought and plenty of planning. It hasn't affected any of our plans, to be honest.



What is Lady M's Plan for the winter?

We have a winter birth in San Remo, which we will head straight over to after the Yacht Show. We will spend the winter maintaining and doing any necessary repairs and improvements on the yacht and, of course, giving the crew some well-deserved Rest to prepare for the next Med Season.

Have you received any charter bookings for the 2022 season yet?

There have been interested parties but nothing set in stone yet. I would be surprised if we had a repeat of this year. I am expecting a few to come through soon.

What does the perfect 7-day charter consist of?

We hate to say it, but the weather plays a big part, not too hot or cold; no rain and little wind is ideal for us.

For the perfect charter, the stars would all align, and you would have great weather, you'd have a positive and motivated crew, friendly guests, great food and a great itinerary. Of course, any good charter needs to be action-packed with plenty of activities, excellent restaurants, and fantastic meals on board.



Photo by Matthias Mullie on Unsplash

Any stand out areas of the Med for that perfect 7-day charter?

Again, I would have to say Croatia. There is such a variety on offer there. We usually operate out of Split; it's a great location to base yourselves. There are beautiful waterfalls within easy reach. Hvar, the party capital, is close by and has plenty of excellent restaurants on offer and historical Dubrovnik is only a short trip away. Croatia offers such a variety in such a small space. It is perfect for a guest trip.

We have been speaking with crew training facilities that have experienced a high influx of junior crew influenced into the industry by shows like <u>Below Deck</u>. Does this raise any concerns for you as a captain?

(Giggles) I am actually pleased you asked this question because it really has become quite a driver for people joining the industry. It is, of course, a concern for me as it gives the junior crew a preconceived idea and specific expectations of the superyacht industry. If they are influenced into the industry by Below Deck or because of what they have seen on social media, it is essentially setting them up for failure. They often think it is all party, party and beautiful destinations and they quickly realise it's a lot of hard work.

There is an element of having a good time in yachting, but it is probably 95% hard work that shows like Below Deck do not accurately demonstrate.



Photo By Bravo

Would you say that they often come in not understanding what an owner or charter trip is like?

Yes, I guess so. From the very little I have seen of Below Deck, the crew often drank champagne with the guests in the jacuzzi. This is just so far removed from the truth of super yachting.



Last year the Dutch firm <u>Sinot</u> <u>Yacht</u> unveiled Aqua, the world's first hydrogen-powered superyacht. Where do you see the future of the superyacht industry in terms of sustainability? And is there anything you do onboard to reduce Lady M's environmental impact?

It's great to see that the industry is moving in this direction. With so many superyachts around now, it is good to see people doing things about their environmental impact on the world. I think Hydrogen and battery-powered yachts will be a lot more common in the future.

Of course, we aren't working miracles with what we are doing on board, but every little helps. Recently, we installed a water filtration system, so we all drinking filtered water rather than using plastic bottles. We also make an immense effort to recycle and dispose of our waste correctly where we can. We all have to do our bit even if it is only small.



Inside M/Y Lady M

What does Lady M do to stand out in the charter market?

Nothing special really, there are no gimics. She is just a good solid yacht set up perfectly for charter guests. The crew go along for the guests. For a yacht charter, it reasonably priced us for what we have on offer. We have Michelin trained chefs and a highly experienced crew with solid hospitality and yachting backgrounds. We are very excited to be welcoming back charter guests soon. To book a charter with the crew on M/Y Lady M, visit the West Nautical website <u>here</u>. For the latest news on the superyacht industry, go <u>here</u>.

MYS Captain & Crew Lounge Masterclass Itinerary

We are on the final week countdown to our favourite show of the year, the <u>Monaco Yacht Show.</u> All sorts is going on this year! As always, we are most excited to see what will happen in the MYS Captain & Crew Lounge. Our friends at <u>Maison Del</u> <u>Gusto</u> have provided us with a sneak peek into the exclusive itinerary of Captain & Crew Lounge Master Classes for Superyacht Chief Stews and Chefs.

What is the MYS Captain & Crew Lounge?

The C&C Lounge is a quiet place for all superyacht captains and crew to relax and unwind before heading back to their yacht. Located in Port Hercule, Monaco Bay, next to the Yacht Club de Monaco on Quai Louis II. The C&C Lounge offers complimentary breakfast and lunch to exhibiting captains and crew. Breakfast is from 8:30 to 10 a.m; and lunch is from 11:30 a.m. to 3 p.m. No reservation? No problem! Just rock up and enjoy a free feed away from work whenever you need it. In their wind-down area, they offer free refreshments, music, entertainment, and complimentary Wi-Fi. A wellness lounge is also available during the day.

The C&C Lounge is open from 8:30 a.m. to 6:30 p.m daily. We all know how long it can take to walk around the show, so this year, X Shore is offering a free electric shuttle that travels

back and forth to the C&C Lounge between 8 am and 7 pm for yacht crew on the other side of the marina.

https://www.instagram.com/p/B0tuZkngrRl/

Exclusive Masterclasses and Tastings for Yacht Chefs and Chief Stewardess's

The Monaco-based superyacht provisioning company Maison Del Gusto put together an exclusive Master Class Itinerary in 2019 at Monaco Yacht Show. They had a range of displays from how filet a large Tuna to We are glad to confirm that they will be back this year with the success of the 2019 itinerary, so keep reading to find out what they have in store for you.

https://www.instagram.com/p/B23shXkIORZ/

DAY 1 – 22nd September 2021: One to One with Caviar N25 and MDG

We have often presented it, or maybe we have been asked to suggest the best type. On the 22nd of September, Maison Del Gusto will provide you with the opportunity to taste and discuss in-depth 3 different types of Caviar N25:

- 1. Oscietra Réserve
- 2. Kaluga Hybrid
- 3. Kaluga Réserv

Selected by the best Chefs in the industry, Caviar N25 is packed with the ultimate rich and creamy, pure umami flavour.

https://www.instagram.com/p/CSgcb64IVzG/

DAY 2 – 23nd September 2021: Plant-Based BBQ with the head chef on MY Artefact.

With the latest sustainability trend; to reduce meat

consumption and the recent rise of Veganism, offering meatfree meals is becoming a regular thing on board superyachts. Maison Del Gusto will be joined by Head Chef of MY Artefact, Evan Mende, to present and talk about meat-free meals onboard. Evan will put together a mouth-watering plant-based BBQ that will certainly tickle your tastebuds.

https://www.instagram.com/p/CTNGTCaMKVt/

DAY 3 – 24th September 2021: The Art of Perfection

Day 3 is all about the desserts! Our favourite! Maison Del Gusto will be offering a Pastry Lab day with Italian Chef Loretta Fannella, who was recognised as the "Best pastry chef in Italy" by the guide of Paolo Marchi in 2007. Loretta will take you through the art of pastry defined by every minor detail. She will display a range of classic desserts, glutenfree options and even touch on tasty vegan treats.

https://www.instagram.com/p/CRk5b70Fw0L/

On top of all of this throughout the event, Maison Del Gusto will give everyone the opportunity to try the world-famous DAI DAI bite-sized artisan ice cream embellished with dark chocolate. This is certainly a Master class you don't want to miss!

Register Now

Registration is free and will be online only this year. They will not be taking registrations at the door, so make sure you're ready to go before the show starts. Register now at <u>myscclounge.com</u>. Bookings for the MYS Captain & Crew Lounge Masterclasses are live now. To secure your place at one of these events, scan the QR Code below:



For the latest articles on industry events, go <u>here</u>.