

Ten Superyacht Agents from Around the Globe

Our Superyacht cruising itineraries have become so much more diverse and adventurous. Superyachts are now travelling far and wide, keeping the captains and crew on their toes when planning their trips. Creating exciting itineraries in unvisited countries, organising compliance documents, and on top of this, an extensive list of COVID procedures to comply with before entering the country. It is all a lot to do for superyacht crew which is why the Superyacht agent has become more valuable than ever before.

With special thanks to the [Association of Yacht Support Services](#) (AYSS), we have put together a list of 10 Superyacht Agents from around the world that will be an invaluable asset when planning your next trip to a new destination.

Our List of Ten Superyacht Agents from Around the Globe:

1 – Denmark



Photo by [Maksym Potapenko](#) on [Unsplash](#)

[TR Shipping, Denmark](#) – Denmark is the gateway to the Baltic Sea. With plenty of coastlines to explore, the country is ideal for superyacht cruising. TR Shipping Denmark is a superyacht agent dedicated to the yachting industry. They have a small, devoted and professional team with a fantastic working relationship with port authorities and suppliers to the maritime industry.

Their Services Include:

- Superyacht support
- Yachting customs and immigration clearance
- Yacht supply services
- Bunkers and lubrication oil supplies
- Technical assistance arrangements
- Freight forwarding & warehousing
- Crew changes
- Shore excursions
- Travel arrangements & ticketing
- Harbour services
- 24 hours duty services

2 – Egypt



Port Said – Egypt

[Felix Maritime Agency](#), Egypt – Operating out of Port Said, declared a free zone in 1976; Felix is one of the largest Suez

canal yacht transit Maritime Agencies. They have a small, passionate team representing ship owners and captains to ensure smooth operations during their Suez Canal transit.

Services Include:

- Suez Canal Transit
- Crew Changes
- Bunkering Suppliers
- Provision Supplies
- Spare Parts Supply
- Shipyards and Docking
- 24 hours Support

3 – Caribbean



Photo by [Ramon Kagie](#) on [Unsplash](#)

[Dockside Management](#), Caribbean – Established in 1990, Dockside Management is conveniently located in St. Maarten and serves the Caribbean through its network of local agents. They

provide logistic support for private and charter yachts and a first-class level of service to every client, maintaining high standards and tight budget control.

Services Include:

- Port Services
- Banking Services
- Guest and Crew Services
- Medical Services
- Interior Provisioning Services
- Shipping Services

4 – New England



[BWA Yachting](#), New England USA – Newport, Rhode Island, in the heart of New England, is considered the yachting hub of the Northeast Seaboard. Close to the outlying Islands of Nantucket, Martha's Vineyard and Block Island, it is an appealing port of call for crew and their owners/guests. BWA Yachting provides concierge and marine agency services to the superyacht industry in Rhode Island and New England. BWA aims

to support the increasingly complex and demanding role of the captain and crew. Their ethos is to be there from start to finish, from planning to implementing every aspect of your trip to New England.

Services Include:

- Accommodation
- Banking/APA
- Berth Reservations
- Clearance in/out- customs, immigration and visa assistance
- Interior Services
- Executive Transportation/Private charters
- Freight forwarding and Import ship spares
- Part sourcing
- Pilotage
- Provisioning
- Shoreside support

5 – Australia



Cairns, Australia

[Carter Marine](#), Australia – Located in Cairns, this is the gateway to the Great Barrier Reef and offers an ideal base for superyachts, Owners, Guests and Crew. Carter Marine Agencies offer an independent, professional and confidential service to luxury yachts of all sizes. Their team is extremely experienced in all facets of luxury yacht agency and concierge services. They also have a good support network across the Papua New Guinea, Asia and South Pacific regions.

Services Include:

- Australian Customs and Quarantine clearances
- Berthing reservations and requirements
- Port service requirements including Vessel Traffic Management & Pilotage
- Crew visas, crew clearances
- Cruising permits
- Australian tax requirements & chartering information
- Freight forwarding and Customs clearances of incoming freight
- Ship and engine repairs
- Ship provisioning
- Medical assistance
- Agency assistance in other Australian ports
- Local knowledge and professional, personalised smiling service

6 – New Zealand



Auckland, New Zealand

[Integrated Marine Group](#), New Zealand – New Zealand is a bucket-list destination for almost everyone. If you have the ambition to travel there and have a passion for yachting, you will feel right at home in this beautiful destination. Integrated Marine Group is a highly experienced team of marine professionals, providing support for every facet of your superyacht operational cruising program through to the most complex of refit or repair programs.

Services Include:

- Yacht Repair & Refit
- Shore Support and Yacht Agency
- Logistics Support
- Parts and Equipment Supply
- Destination Tours and Itineraries

7 – South Africa



Photo by Del Shipping

[Del Shipping & Trading](#), South Africa – There aren't an enormous amount of Superyachts that are brave enough to venture down to South Africa, but those who do will be in for a treat. The city of Cape Town was voted "best city in the world" by the readers of the Telegraph Awards again in 2019. Del Shipping & Trading act as agents in all major ports of South Africa. Their experienced personnel offer a dedicated and professional 24-hour service to superyacht visiting this unique destination.

Services Include:

- Port agency, Immigration clearance
- Crew transfers
- Specialised tours, travel and hotel arrangements
- VIP protection & Transport

- Provisioning
- Repair services
- Docking & Bunkering
- Freight forwarding

8 – Maldives



Photo by [Colin Watts](#) on [Unsplash](#)

[Maldives Yacht Support](#), Maldives – The Maldives are a beautiful array of islands randomly scattered in the Indian Ocean. These beautiful waters have many superyachts stopping in. Maldives Yacht Support deliver a range of quality assured services from the initial stages of planning the yacht's stay until departure. They tailor each service to the client's individual needs, handling a single port call or a last-minute request to a concierge specialist.

Services Include:

- Port agency and immigration clearance
- Crew transfers
- Specialised tours, travel and hotel arrangements
- VIP protection & Transport
- Provisioning
- Repair services
- Docking & Bunkering
- Freight forwarding

9 – Seychelles



Photo by [Miriam Eh](#) on [Unsplash](#)

[Hunt, Deltel & Co. Ltd](#), Seychelles – Seychelles covers over 100 islands spread over a sea area of half a million square miles. Hunt, Deltel & Co was formed in 1937 and is a Seychelles registered and owned company. They have been at the forefront of promoting Seychelles as a superyacht destination

and have handled most vessels visiting in recent years.

Services Include:

- Arrival and Departure Clearance
- Charter Licence
- Bunkering
- Berthing and Anchorages
- Spares and Delivery
- Flag Registration

10 – Costa Rica



peninsulapapagayo

Peninsula Papagayo



124 likes

peninsulapapagayo 🦋 The Papagayo Explorer, our Club boat, taking members on unforgettable adventures 🦋 #peninsulapapagayo #papagayomoments #aworldapart

[Marina Papagayo](#), Costa Rica – Marina Papagayo is on the North Pacific coast of Costa Rica in Bahia Culebra. It is one of the largest and most sheltered bodies of water in the province of Guanacaste. Marina Papagayo offers a convenient location for

yachts staging voyages to World Heritage site Isla del Coco, the Galapagos Islands and destinations to and from the South Pacific. This fully operational deep-water marina is part of Peninsula Papagayo, offering a selection of amenities for travelling yachts, including slips to accommodate superyachts up to 280' in length.

Services Include:

- Dockage
- Fuel
- Concierge Services
- Crew Amenities – including pool, gym, crew lounge, bar & restaurant, bath suites & wifi+

For the latest news on the Superyacht Industry, click [here](#).

Are You Up To Date With The Latest Travel Restrictions?

Do you know where to find the latest travel restrictions?

Trips abroad have become a thing of the past for most in the last two years. The stress of globe-trotting during the pandemic is just a little too much, leaving people opting for a staycation instead. Unfortunately for superyacht crew, staying put is just not a choice we have had. For those of you who are continuing to travel across the globe, here's what you'll need to know about common areas of travel and where to

find the latest ever-changing restrictions.

Here, we will provide you with the current restrictions our most commonly travelled countries have in place. Although, we advise you to continue checking the linked websites for updates as these restrictions are changing continuously:



@Travelandleisure

United Kingdom

The United Kingdom currently has a traffic light system in place. The rules you must follow depend on which countries or territories you have visited or travelled through in the 10 days before arriving in England. As of the 16th of August, if you're fully vaccinated or under 18, you will not need to self-isolate in the UK following close contact with someone who has COVID-19. However, you will still need to take a PCR test and self-isolate if it's positive.

For more information, visit: www.gov.uk/foreign-travel-advice

France

France is now allowing vaccinated tourists into the country. You must show proof of a negative PCR test upon arrival. Unvaccinated travellers will need to quarantine for 7 days after arrival. Fully vaccinated travellers do not need to self isolate but must complete a 'sworn statement' and proof of vaccination.

For more information, visit the French Government website, [here](#)

Italy

The easing of restrictions means that tourists who wish to travel to Italy (from certain regions) and those who have had a vaccination won't need to quarantine on arrival. However, you may need proof of a negative PCR test. This doesn't account for the entry to Italy from the UK.

For more information, find the latest restrictions Italy has in place [here](#).

Montenegro

Easing restrictions means that tourists who wish to travel to Montenegro from certain regions and those who have had a vaccination won't need to quarantine on arrival but may need to provide evidence of a negative PCR Test.

For more information, visit Montenegro foreign travel advice [here](#) or current travel bans in Montenegro [here](#).

United States

They have extended the border closure between Canada and Mexico to August the 21st. A travel ban to the US and Islands of Hawaii remains in place. Most can't enter the USA if they have been in the UK, Ireland, Schengen zone, Iran, Brazil,

China, South Africa or India within the previous 14 days. US citizens and permanent residents of the USA, certain specified close family members and certain other limited categories of visas holders are exempt. They will still be able to enter the USA, subject to normal entry requirements.

US citizens will need to get a COVID test no more than 3 days before their flight departs and present a negative result or documentation of having recovered from COVID-19 to the airline before boarding the flight. Fully vaccinated travellers with an FDA-authorized vaccine should also get a viral test 3 to 5 days after travel. Unvaccinated people should get tested with a viral test 3 to 5 days after travel and self-quarantine for a full 7 days after travel.

For more information, visit the CDC website [here](#) or visit the UK travel advice website [here](#).

Bahamas

Fortunately, all foreign travellers have had the all-clear to return to the Bahamas with no quarantine requirements, provided they can show proof of vaccination. However, travellers staying in the Bahamas for over 5 days will be required to take a PCR test and complete daily health questionnaires.

For more information, visit www.bahamas.com/travelupdates.



@chef_in_transit

The British Virgin Islands

Easing restrictions means that tourists who travel to the BVI's from certain regions will not need to quarantine. This is providing they have had their full vaccination for 14 days. You will not need to quarantine on arrival or provide a negative test result but will have to take a PCR test within 5 days of arrival to the islands.

For more information, visit [visits the UK government website, here](#)

South Africa

Although implementing strict health procedures, South Africa has reopened their borders to travellers that can present a

negative PCR test within 72 hours before arrival. They do not expect you to quarantine if the PCR result is negative. South Africa has stated that masks will remain mandatory throughout the country.

For more information, visit the South African government website [here](#)

Australia

Australia will continue to implement their restrictions until mid-2022. The country's border remains closed. That being said, Travellers who have been in New Zealand for at least 14 days before the date of departure can travel to Australia. A cruise ship ban permitting entry through Australian waters has also been extended until the 17th of September 2021.

For more information, visit the Australian Department of Health website [here](#). For vessel entry requirements, go [here](#) or [here](#).

New Zealand

New Zealand's border is currently closed to almost all travellers to help stop the spread of COVID-19. The rule may vary for citizens of New Zealand and their immediate families who wish to enter from high-risk countries. The country is currently in Alert Level 4, meaning they are in Full Lockdown as they have recently had 1- confirmed community cases.

For more information on getting into New Zealand as a New Zealand citizen, go [here](#).



@yachtieof_nz

For more articles on travel, click [here](#).

Our Top Superyacht Winter Port

With winter fast approaching, superyachts are now looking for a new port to call home during the winter months. Here at [Superyacht Content](#), we voted on where we would want to spend our winter in the Mediterranean as Superyacht Crew. And here is why Porto Montenegro won:



Porto Montenegro

[Porto Montenegro Marina](#) is one of the best marinas in the Med. Superyacht Captains often choose this marina as their homeport because of its bespoke services, high-end facilities, and central Mediterranean location. Porto Montenegro topped our list this year because of its up-to-date facilities, a lively events programme, and great connections. We're going to take you through everything you need to know before you arrive for your winter season.



Winter In Montenegro

The Montenegrin coast is a lovely place to be at any time of the year. Winter is mild, with average temperatures in January around 7/8 °C (45/46 °F). Chilly winds often bring down the average temperature, meaning you will probably not want to visit the beach without jeans and a jacket. This does, however, help keep the crowds down, making Montenegro a lovely area to explore during the winter months.



Fitness Facilities

With a long summer season, limited space and lack of routine, yacht crew most look forward to good fitness facilities to let off some steam away from the yacht. So, of course, we checked this out, and here's what Porto Montenegro offers:

- Indoor and Outdoor Gym
- Personal Trainers – Offering one-on-one or group sessions
- Daily Classes – including HIIT, Pilates, Yoga, Circuit Training
- Swimming Pool – Access to the pool, free sunbeds and free access to a smaller pool near the sports bar
- A Tennis Club and Squash Courts – With plenty of courts to hire

- Weekly football and basketball sessions
- Sailing – Offering Social sailing sessions every Thursday and Saturday from noon until 3 pm.
- Rowing – morning rowing sessions around Boka Bay every Wednesday and Saturday
- Archery – Lessons and help from a certified archery coach for individuals and groups.

On top of all this, they also have a stunning day spa offering bespoke massages and access to relaxing spa facilities.



What To Do?

All crew from yachts staying in the Marina are eligible for a **free** [Crew Club](#) Membership which entitles you to:

- Discounts across the Porto Montenegro Village
- Discounts in fashion boutiques, restaurants and bars
- Entry to all crew events
- Access to the Warsash Superyacht Academy Porto Montenegro Programme

The Marina is in the village, filled with excellent restaurants, lively bars, boutique shops and a beach club, meaning there is plenty to do right on your doorstep.

On top of this, there is an RYA Training Centre onsite, and Porto Montenegro has partnered with the [Warsash Superyacht](#)

[Academy](#). Warsash has launched a series of courses in Montenegro so yacht crew can work on their skills during the quieter months.

Winters in Tivat mean getaways to the north, skiing, snowboarding and fresh powder slopes. Each year, the Marina has a ski chalet available throughout the winter, giving yacht crew the ability to have some time away, immersed in nature.

Facilities here include:

- A garden with BBQ
- Free WiFi and private parking
- Private rooms with showers
- TV with satellite channels
- Some rooms even have a mountain view



Events

Marina Montenegro has created a fantastic events calendar to keep your social life at its peak over the winter months. From pizza & bowling to wine tasting and Hawaiian party nights. They even offer Ski weekends and Spa Getaways. Every week they host a movie night and Saturday Sessions in the Clubhouse, meaning there is something for everyone.

On top of all of this year, they are hosting the [Porto Montenegro Superyacht Winter Games](#) marina director Tony Browne commented:

“We are very excited to be organising this incredible event for the third year in a row. The previous winter and summer events showed healthy competition from hundreds of crew and we have already received inquiries for this year’s edition.

With social distancing challenges in mind, we needed to re-invent our Winter Games, which has produced what we believe to be the most interesting format to date”

Connections

While we do love the coast, mixing things up never hurts! Tivat Airport is a 5-minute drive away from the marina, and it takes less than 45 minutes to reach Belgrade, the regional epicentre of parties, shopping and hospitality. There are several daily flights between Tivat and Belgrade; making weekend plans has never been easier.

Porto Montenegro is up to a three-hour flight from major European cities, and there are three airports nearby: airport Tivat (7 km), airport Dubrovnik (46 km) and Podgorica airport (90 km), meaning rotational crew can get to and from the vessel easily.



For The Yacht

Although the downtime perks are important, we know you still have to work during the winter months. Porto Montenegro offers personalised packages to suit the work needs of captains and crew. Their benefits include:

- A naturally protected port, offering maximum safety and protection
- Tax-free fuel
- Access to a full-service marina
- Complimentary black and grey water disposal
- Onsite helipad
- Chandlery and provisioning
- Experienced yacht agents

For a sneak peek before you arrive, see what other crew say on

[YouTube](#).

Book Your Spot:

*Porto Montenegro is currently offering special winter berthing rates where you can enjoy two months of these fantastic facilities **FREE**. For more information on this, get in touch with them at sales@portomontenegro.com or visit their website [here](#).*

You can see what they currently have running at the Crew Club by following them, joining their Facebook Group [Porto Montenegro Crew Club](#) or follow them on Instagram [@portomontenegrocrewclub](#).

To keep up to date with the latest Superyacht Content News, click [here](#).

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Global Services Announce New EU Hub

Exciting new location for Global Services!

After a long-awaited count down, [Global Services](#) have officially announced the grand opening of their amazing new site in Europe, their EU Hub. Watch Sales & Procurement Director, Matt Redstone, announce the news below:

The Details

The new EU Hub is located just outside the largest seaport in Europe which is in Rotterdam, The Netherlands. It boasts 16,000 sq ft. of warehouse space and will be their core facility for all business logistics going forward. This now means that Global can support you from two warehouse locations depending on where you are in the world.

So, why the Netherlands?

It brings them closer to their customers. The Netherlands is not the largest country in the European Union. But, it is one of the EU's most well-connected. Global Services' new location benefits from having access to 95% of the EU. The port of Rotterdam has the best infrastructure of any port in Europe, which means Global Services will be able to deliver your goods quicker and more efficiently than ever before.



The Benefits of Global Services having a EU Hub

What does opening the EU Hub mean for you?

- It will considerably cut transit times on deliveries
- Goods and shipments will be able to move far more quickly and freely
- It removes the headache of Brexit
- More flexible storage solutions
- All in all, it will be far more convenient

Equally important, the EU Hub is equipped there is far more space. More space means better storage solutions for all the yachts out there. We all know superyachts need more space. So Global Services has put together a storage plan menu based on area, time, and cost. Warehouse to dock deliveries and dock to warehouse collections will be quicker and more accessible than ever to take the pressure off you during busy season.

Matt Redstone, comments:

“As we have grown over the last few years, additional space was something we were going to need. Getting even closer to our customers in Europe was a goal also and Brexit just forced our hand a little on the timing. We cannot just say we want to make life simple we have to make it simple, and removing red tape and hassle helps us deliver on our promise to you to do just that.

I’d like to genuinely thank the team at Global for making this goal become a reality, and to thank all our customers for continuing to choose us to support you, we’re looking forward to doing even more with you.”



If you would like to get in touch with Global services, contact their sales team at sales@globalservicesltd.co.uk. Stay up to date on their [website](#) and all [Facebook](#) and [Instagram](#) channels for more updates throughout the week.

For the latest news in the superyacht industry, click [here](#).

Girls on Deck!

Today speak with Megan Venter, aka Megs. Megs is the founder of the Girls on Deck community. Girls on Deck is a platform she created for female yacht crew wanting to enter the superyacht industry in a deck position rather than the “conventional” interior role. Megs has been working on deck in the superyacht industry since 2018 and recently left her

position within Sheik Mohammed Maktoum's (Vice President of UAE) superyacht fleet.

Throughout her last 3 years in the industry, Megs has come across many of the challenges women often have to face when choosing to work out on deck. From struggling to get a position at all to men making inappropriate remarks today, we talk to Meg about the challenges she has faced so far and how she has handled them.



Megan Venter (Megs)

How and when did you get into the superyacht industry?

My family is the owner of SY Shakti, and they charter in the Indian Ocean. During our holidays, I would be extremely excited to get on board and learn as much as possible about sailing and working on deck. I absolutely loved learning new knots, driving tenders, general maintenance and interacting with guests. My mum mentioned I should not settle down for a desk job, as I hate being indoors. That was the moment I decided I want to be a deckhand. I also decided there and then, one day, I wanted to have my own sailing yacht and run surf charters.

What made you choose a career on deck instead of an interior role?

Being inside has never interested me. I did my first PADI qualification in 2013 and had been diving ever since. My biggest passion is being in the ocean, whether I am surfing, scuba diving or swimming. Being on deck allows me to do what I love the most, and my favourite part of being outside is getting to drive big tenders. There is also nothing quite like being out in the sun doing maintenance. Although, I do love bridge watch and doing chart work as a bit of verity.

What courses did you complete before entering the industry as a deckhand?

After finishing my first degree, I dedicated 2 months to complete as many deck courses as possible. I knew to even have a chance of entering such a male dominant position, I would need to make my CV look attractive. The course's I completed were:

- STCW
- PDSD

- PWC Instructor
- PB2
- SS0
- RYA
- VHF Radio
- SYSA Deckhand course

I also had my PADI license and completed the SYSA stew course to increase my knowledge of the superyacht industry. During my courses, I learnt how detailed you needed to be to succeed in this industry and the need to work efficiently under pressure and with the limited time you have.



girls.ondeck
GIRLS Supporting GIRLS



Liked by yachtclubpirates and 9 others

girls.ondeck Why do you love being a deckhand?

How did you land your first deckhand position? And what was the boat?

I landed my first position because I had 7 tickets as a greenie, and I also come from a sailing background. My first superyacht was 35m SY Sea Wave. I did about 6000NM whilst sailing through the Mediterranean. I had a lovely Captain who encouraged me to become a Chief Officer one day.

What challenges were you faced with when you were trying to get your first job?

The biggest challenge was the crew agencies. They had no interest in helping me find my first deck gig because I had no experience. I found this extremely frustrating at the time, but I have learnt a lot from this experience, and it has inspired me to create my own crew agency that will never turn down a greenie. It also encouraged me to create the Instagram page [@girls.ondeck](https://www.instagram.com/girls.ondeck). I wanted to create more awareness that females can also be successful deckhands, bosuns, and officers. On top of this, I would like it to become a platform that will help protect women and encourage them to talk about tricky situations they have dealt with when working out on deck.

Currently, I am focused on building my website, which is called "Aloha Yachties". This site will cater to all genders, and I aim to help and advise green crew on everything they need to know, from designing their resumes, getting their seaman's discharge book or just helping them land their first position. It will display a subsection of girls on deck to show the achievements of other women in the industry and hopefully inspire others to do the same.



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girls.ondeck *"Choose a job you love and you'll never work a day in your life"* 🍉 ... more

What has been the most challenging part of your career in yachting so far?

I accepted a gig for 1 year in Dubai and worked for Sheik Mohammed with a fleet with over 500 crew. I was the only female deckhand in the entire fleet, which resulted in unwanted behaviour from my bosun. A few months after this happened, I made the WhatsApp group for girls. I felt like I had to protect the other girls in the industry. Through this, I sadly learnt that several other people had been through a similar experience.

Are you continuing with your training? Would you like to be a yacht officer or captain?

I recently accepted a new position where I can fully commit to finishing all my tasks in the training record book, gain more sea time and complete the rest of my OOW modules. I want to be a Chief Officer within the next 3 years. Overall, my dream is to be captain of my own 84ft Sunreef Catamaran running surf charters.

What has been your biggest lesson during your career on superyachts?

Listen to your HOD and do exactly what they say. No matter how terrible the situation is, you have to do it. I soon mastered the art of patience. Working on a 134M vessel with different cultures and religions, I quickly learnt to adapt and interact differently to what comes naturally to me. Most importantly, I learnt to stand up for myself!



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What are you looking to achieve with the girls on deck community?

My goal is to create a community where women can openly discuss their experiences of working on deck and feel they have a place to go if times are getting tough onboard and they want someone to share it with. On top of this, I would like to create a crew agency that provides opportunities for green crew to get their first deck role. In 2019, when I was new to the industry, I got turned down by over 3 agencies because I had no experience.

If you could give one bit of advice to all the girls looking for their position as a deckhand, what would it be?

My advice for those looking to be a deckhand or transitioning from being a stew to working on deck is to know what position you want and go for it. As a female, do not be afraid to be a deckhand and ask plenty of questions during your interview. Be brave enough to demand more and be disciplined enough to work hard to show you are capable.

If you are looking for general advice, get in touch with Meg on her Instagram [@the.saffa.deckhand](#) or join her community [@girls.ondeck](#) for inspiration from other female deck crew throughout the industry.

For more articles like this one, click [here](#).

Mortgages for Superyacht Crew

Mortgages for superyacht crew don't come without complications. You've worked hard for the last couple of years, saved a good sum of money, and you are ready to take your first step onto the property ladder. Whether investing or just getting your own space to return to when you take a holiday home, we all know securing a mortgage as superyacht crew can come with complications and lots of questions.

Where do you start? Can I even get a mortgage when working on a superyacht? Who do I talk to? Today Superyacht Content talks with Martyn from Caboodle, a longstanding partner of [CrewF0](#). We ask him the common questions he gets from yacht crew when it comes to getting a mortgage. Martyn is an expert in this field and understands the complexities and difficulties British yacht crew face when securing a mortgage. We asked him the most commonly asked questions superyacht crew have when trying to get their first mortgage.



CrewFO – Property Investment

How much of a deposit will I need when buying a house?

Lenders will require a minimum of a 5% deposit for residential properties. For a Buy To Let investment property, you will need a minimum of 25%

Can I borrow money for the deposit?

This is usually not acceptable. Lenders are happy to use 'gifts' from family members or friends towards your deposit, provided it is a genuine gift. Lenders will require a 'gifted deposit' letter in these circumstances, which must satisfy their requirements.

What is the difference between a Residential Mortgage and a Buy To Let Mortgage?

A residential mortgage is available on a house a person is planning to live in personally. You may not rent this to anyone when it is unoccupied. In some circumstances, lenders will allow you to have friends or family stay in the property whilst they are overseas. However, they can't sign up for a formal tenancy agreement or switch the utility bills into their names.

A Buy To Let mortgage is for a property that the applicant does not plan to live in personally and is only looking to buy as an investment. You will need to rent the property using an Assured Shorthold Tenancy agreement. With this type of mortgage contract, the applicant and/or their family cannot live there.

Can I rent a property on a Buy to Let mortgage on Airbnb?

Although some lenders in the mortgage market will allow this, the restricted number that will provide mortgages for superyacht crew prefer you to rent the property on a more long-term basis.

Is there a minimum income requirement for me to get a mortgage? And how much will I be able to borrow?

There is no minimum income requirement for Residential and Buy To Let Mortgages, although the amount earned will influence the amount of mortgage available in most instances.

- **Residential**—Most lenders will consider mortgage loan sizes of up to 4.5 times your gross annual income. Based on earnings of £50,000 sterling per year, in theory, a mortgage of £225,000 may be available. This figure is reduced if the mortgage term is short, if there are any other debts or commitments such as car loans and credit cards, or if the credit profile/rating isn't brilliant.
- **Buy To Let**—Things are a little different on this type of mortgage as they primarily link the loan amount to the rental income generated by the property and not by the personal income.



Photo by [Omid Armin](#) on [Unsplash](#)

How do lenders treat income when paid to you in a foreign currency?

Great question! Many lenders won't accept incomes paid in foreign currencies, so options are limited. The lenders that will help all have a different calculation. When calculating the sterling equivalent, the best options will take the mid-range exchange rate and allow 100% conversion. Other lenders will reduce this calculation by 10% or sometimes as much as 25% to allow for fluctuations in exchange rates, which can seriously affect the mortgage amount.

You mentioned on BTL mortgage. The rental income dictates the loan amount. How is

that calculated?

Again, it varies from lender to lender. Still, as a rough rule of thumb, the rental income needs to cover the loan amount by 125% using a stress test interest rate of 5.5% (irrespective of the product interest rate, which is likely to be significantly lower).

Example: For a BTL loan size of £100,000, the rental income would need to cover the interest each year calculated at 5.5% (i.e. £5,500 per annum) with 125% cover (i.e. £6,875 per annum), which equates to a minimum gross rental income of £573pm.



To Let Sign

What is the maximum loan to value currently available?

The maximum a 'yachtie' can borrow on a residential mortgage is 95%. It might also be possible to use the government 'Help to Buy' scheme. On a Buy To Let mortgage, the maximum is 75% LTV, although this is often reduced to 65% LTV when buying a new build property.

Is there a minimum age and maximum age for mortgages?

Generally, the minimum age for both Residential & BTL mortgages is 18, although some lenders have a minimum requirement of 21. The maximum age we can take a mortgage out is 70-75 for residential mortgages and 80-85 for Buy To Let mortgages.

Is there a minimum time yacht crew need to be working for before they can get a mortgage?

Again, this varies from lender to lender, but you will need to have at least 6 months of continuous employment working on yachts. Although some lenders are more flexible regarding employment history and time in a job, they are very strict regarding where the employer is based.

Can superyacht crew still get a mortgage if they are a first-time buyer and/or a first-time landlord?

Yes, some lenders will consider both situations for superyacht crew.

How has the pandemic affected the chances of yacht crew securing a mortgage?

In fairness, it hasn't really affected superyacht crew. Unless the yacht owner has furloughed all crew, then this is a major issue. However, if the applicant is still working on normal terms, it isn't a problem even if their rotation has changed.

What documents will I need to get a mortgage?

Unfortunately, when applying for a mortgage, there are several documents you will need to have to hand. As we know how difficult it can be for yacht crew to send over documents, we try to make things as easy as possible. We use electronic ID & Address verification where we can. If this is successful, it

means we don't need to see a passport or driving licence. However, we will need to see your current Seafarer Agreement, payslips, bank statements, proof of deposit and occasionally, your annual tax returns.

Is a face-to-face meeting required to arrange the mortgage?

No. Most mortgages we have arranged for 'yachties' are undertaken completely over the phone or by email. Although sometimes, we would love to fly out to the Caribbean and meet in person, it isn't necessary!

You have answered all our current mortgage questions. Do you have any other useful advice for us?

We have put together a guide called '[How to Get Mortgage Fit](#)', which we would encourage everyone to read before applying. Following the simple points in this guide will give you the best chance to get your desired outcome.

For more articles on crew finances, click [here](#).



About CrewFO

CrewFO has been helping yacht British yacht crew with their finances since 2015. For more information on the company, click [here](#), for membership options, click [here](#), or if you are looking for advice on securing your next mortgage, send them an email at info@crewfo.com.

You can find out the latest financial updates for superyacht crew by following them on Instagram [@crewfo](#) or liking them on Facebook [@crewfo](#)

Superyacht Crew: Healthy Snack Ideas

Working on a superyacht, yacht crew are spoilt with delicious snacks. During a busy summer season, when one's nutrition is most important, our time for eating is often limited. Superyacht crew all guilty of grabbing that pastry leftover from breakfast or scoffing down the easiest-to-eat item in the snack cupboard. Heck, sometimes we even revert to eating the turndown chocolate the guests didn't want the night before.

The lack of sleep, long hours, and endless running around often leave us reaching for the cookie jar multiple times a day. Sadly, this results in short energy spikes followed by an energy low. This, coupled with high caffeine intake to keep us alert and awake, results in some eating habits that leave us yachties feeling zapped of energy and lacking motivation when we need it most.



healthandfitnessretreat

Antibes, France



Liked by theyachtpurser and 20 others

healthandfitnessretreat CHOC CHIP SWEET POTATO MUFFINS... [more](#)

The Best Snacks for Superyacht crew to have Onboard:

Here we have given you some alternative snack ideas. These are all quick to grab, quick to eat, and provide a slow release of energy. These will keep us going through the long summer days of the season.

- Greek yogurt with honey – This is an excellent option for breakfast or as a snack. It is high in protein, so it leaves you feeling fuller for longer. It also has a lot less sugar and additives than most flavoured yogurts.
- Fruit – Fruit is easy to eat on the go when time is limited. Fruit is a good quality source of fibre. It also helps curb the sweet tooth.
- Good quality natural cereal bars – These are usually oat-based with nuts or fruit. Good quality cereal bars are a great alternative to a chocolate bar or cookie.
- Cottage cheese – may not look appetising, but it is an excellent source of good quality protein. And it is pretty nice on a piece of toast or crackers.
- Eggs – It is always good to have a few of this pre-boiled and ready to go. You can eat them alone, with crackers or layered on toast. Eggs are high in protein and some fat, meaning they will keep us fuller for longer.
- Crudites – If the chef allows, having pre-cut carrots, peppers, and cucumber to store in the fridge is a great snack option. If you have time, enjoy them with hummus or guacamole.
- Low GI Cereals such as oats or sugar-free muesli – these are low GI foods meaning the energy we get from them is slow releasing instead of a high spike/significant drop you get from sugar-based cereals.

- Rice crackers or Wholewheat seeded bread – These are an excellent base for breakfast or a snack you can top them with high-protein foods such as cottage cheese, eggs, tuna, peanut butter. Which will help keep you going through a busy day.
- Nuts – Nuts are a great source of good quality fat and fibre, which is very important to overall health. Nuts are perfect as an on the go snack. **Top Tip:** *We place our nuts at the front of our snack cupboard so we see them before the cookies.*
- Drinks – High amounts of sugar hide in fruit juices and caffeine in sodas which can therefore cause an energy spike when consuming them. Great alternative options such as sparkling water, 100% natural fruit juices, sugar-free sodas, herbal teas, decaf coffee are good to have onboard to keep the crew hydrated.

Although these may sound like challenging swaps for some yachties, I encourage you to start with just one or two. See how your energy shifts, your sleep improves, and you feel more energetic through the day. You may also surprise yourself how these swaps can quickly become your habits.

The season is both mentally and physically draining for all superyacht crew, with many elements not in our control. It is essential to take extra care and effort to the aspects that we can control, such as a good quality diet.

To read Gaby's last article click [here](#) or for tips and tricks for staying healthy onboard follow [@healthandfitnessretreat](#).

What Do Yacht Management Companies Do? – Part 2

Yacht Management Explained

Some aspects of managing a Superyacht are sometimes best passed onto a team of experts at a yacht management company. Today we continue with our two-part series finding out what yacht management companies do for superyachts.

There are a variety of services provided by management companies. [West Nautical](#) is here with us to dive deeper into the more technical aspects of management services you will need to run a superyacht successfully. Today we discuss:

- Refit, Maintenance, and New Build Projects
- Safety Management (ISM and ISPS)
- Insurance Management
- Registering a Yacht
- Technical and Shoreside Support



Refit, Maintenance, and New-build Project Management:

Yacht management companies have the expertise to manage a new build or handle minor and major refit works on any vessel, from sourcing quotes from multiple shipyards to having someone on the ground managing day-to-day operations. These are all services available to yacht owners. Yacht management companies have teams of experienced engineers, captains, and surveyors who have all made the maritime industry their lifelong careers.

A yacht refit is a complex venture. Without effective management, careful planning, and ongoing evaluation, it can quickly go over budget and schedule. Having an effective management company to ensure the refit is efficient and economical is vital.

A management company will start by understanding what the owner would like from a refit. They will make a detailed plan and contact suitable yards for the refit. They will then source exact quotes, assist with logistics and have a team member on the ground who will represent the owner.

Each yacht will need to carry out routine planned maintenance according to the vessel's build, hull material, and age. All yachts have varied legal requirements for planned maintenance. Hulls made from different materials such as fiberglass or aluminum will have different requirements for hull inspections; one may only need inspecting every five years, whereas another material will need checking every two.



Superyacht Crew Safety

Safety Management (ISM & ISPS):

All vessels must adhere to safety and security protocols. The two most important are the ISM Code (International Safety Management) and ISPS Code (International Ship and Port Facility Security). Yacht managers need to be well acquainted with both codes. They update the yacht with any changes in regulations and make sure the yacht is adhering to every regulation.

ISM must maintain an international standard set of safety and pollution prevention rules and ISPS, an amendment of SOLAS (Safety of Life at Sea), lays out the minimum safety requirements vessels need to implement onboard. This will vary from vessel to vessel based on the gross tonnage.

Insurance Management:

To travel freely and to be accepted in ports worldwide, all yachts must be comprehensively insured. A yacht management company will source key policies for vessels. Each yacht's

insurance arrangements are specific to the vessel. Premiums will often depend on the waters the yacht is sailing, the size of the vessel, and how often the owners use the yacht.



M/Y Aquijo

Registering a Yacht:

There are many legal procedures in the process of yacht registration. Yachts will either be registered as a commercial or private vessel, yacht management companies will assist with all legal processes and paperwork to complete yacht registration correctly and efficiently.

Shoreside and Technical Support:

Technical support management includes all aspects of a yacht that allow it to function safely. Technical items include maintenance, repairs, routine services, purchasing equipment and spare parts from vendors, and sourcing the best crew possible for the yacht.

In an emergency, the technical support team at a management

company can provide shoreside support. They will contact relevant parties such as coast guards and nearby vessels.

The technical management team at a management company will be well acquainted with multiple security solutions. They will fulfill the role of a DPA (Designated Person Ashore), which is the first point of onshore contact for the captain or crew member.

Geoff Moore, MD of Superyacht management company West Nautical adds.

“Having an experienced management team is vital in ensuring your vessel is run and maintained to the best possible standard. Rules and regulations in the maritime industry are constantly changing. Therefore, it is in every owner and captain’s best interest to find a yacht manager they trust to keep them up to date to maximise the use of their yacht in the areas they wish to cruise or charter.”



West Nautical – Geoff Moore

To Read Part 1 of this 2 part series, please click [here](#), or for the latest news in the superyacht industry, click [here](#).

About West Nautical:

West Nautical sells, charters, and manages superyachts from their head office in Newcastle upon Tyne. The business currently employs a team of 21 staff throughout their offices based in the UK, Russia, France, and Cyprus.

Since its inception over 25 years ago, [West Nautical](#) has

become recognised as one of the most respected, trusted, knowledgeable, and accountable professional services firms in yachting – due to their relentless determination to act in our clients' best interests. Their approach and attitude are transparent, refreshing, and focused on providing value-added services delivered elegantly and affordably. Visit our website here – <https://westnautical.com>

AYSS: The invention of Yacht Support

Yacht Support in its Infancy

Yacht support networks may seem commonplace these days. But, it all started somewhere.

Back in 1991, four friends in the yachting industry met for a few drinks at the Antigua brokers show. They came up with a great idea. This model has been copied and modified by lots of other companies over the years. 30 years on, [AYSS](#) is proud to call their business something that set a trend. Something groundbreaking, and a template used by many today.

Simon Alexander, Dale Westin, Nigel Henderson and Allan Jouning are the men responsible for coming up with the idea and structure. Essentially a network of companies around the world that serviced Superyachts. **The Association of Yacht Support Services.**



The Founders of AYSS – First Meeting, Antigua

It Grew From There!

From '91 to '99 the business found its feet. Changing name from WPP (worldwide priority parts network) to AYSS. In the years to follow, AYSS found strength and an enthusiastic membership across Europe and the Caribbean. They became the “go-to” resource for Captains needing assistance and information when visiting various areas and ports.



World Wide Priority Parts Network – WPP

Innovation

From reading the history of the business and those who set it up, it is clear to see how the idea emerged. The 4 founders were Superyacht industry innovators. They saw what the industry was becoming and how it was growing. The need for a worldwide support network was clear even in those days. In 1991 (long before most of you even started yachting) one of the largest yachts in the world was Enigma (launched as Eco) at 74.5m. So, you can see how things have changed. Yes, there were larger yachts, but 75m was enormous back then and most Superyachts were in the under 55m category. These 4 men saw the future and planned for it.



M/Y Enigma (ex. Eco) – 1991

Influence

The founders would never say this themselves as they are/were modest gentlemen. However, we can! What they did in 1991 was come up with something very clever. They saw the future and an opportunity and made it happen. Others have followed in their footsteps, some have become very wealthy as a result. But, the original idea, the concept for a network or Superyacht Support services will always be theirs.

Thank You!

So, from one group of industry professionals to 4 others we thank you. Thank you for the idea, the hard work and for driving the industry forward.

Most Superyachts worldwide use a version of the [AYSS](#) concept in one form or another. Whether it is agency groups, conglomerates, networks or AYSS itself, yacht support services are used on a daily basis. The sharing of networks, contacts and services is so regular in yachting these days that most people probably don't realise where it all started.

Happy Birthday AYSS and a big thank you from us all for everything you have done for this amazing industry.



For more information on the AYSS visit, www.ayss.org or for the latest updates on what they are up to follow them on Facebook [@ayss.org](https://www.facebook.com/ayss.org) or on Instagram [@aysscaptain](https://www.instagram.com/aysscaptain).

To read more news about the industry as a whole click [here](#).

KLINK – The Latest Bespoke Fitness Equipment

Today we talk with Nikita. In February this year, Nikita and her partner launched the latest bespoke fitness equipment on the market, [KLINK](#)! Klink specialises in high quality, easy to use and easy to store dumbbells. They use the latest Fitlok technology, which removes the inconvenience of storing different weights. With Fitlok's modular system, twist it, click it and lift it!

What made you want to design your own range of dumbbells?

Over the first lockdown, I hired some equipment from a local gym. My husband also had various weights he had gathered from over the years, mostly dumbbells with threaded bars. Changing the load to suit both of us was so inconvenient. Equipment was cluttering our home and was not ideal. I wanted some better compact equipment; because of the demand, there was not much available online.



KLINK – 4 Sets Fitlock Technology

How and where did KLINK begin?

The idea for Klink began in May 2020. With COVID-19 affecting businesses in all areas, I thought the engineering sector was going to take a hit. I wanted to design a product that could potentially help us further grow our company. Given my problem with fitness equipment and storage, the idea came along quite easily. I discussed my idea with my husband & after a few days of bouncing the idea around; we decided to get some design assistance and get a prototype together.

What makes your equipment unique from any others on the market?

We are currently the only marine grade adjustable dumbbell system on the market. Our Fitlok technology is currently patent-pending, and the ability to interchange our weight modules between barbells and dumbbells is incredibly unique. We pride ourselves on the quality and craft that goes into our product. With the option of bespoke storage plus an added

touch of custom, branding makes our adjustable system even more personal for the user.



KLINK

Working on a yacht, we are extremely restricted with space. Are KLINK Dumbbells easy to store?

Klink dumbbells are ideal for any environment with limited space. Our modular system enables a great weight range with little equipment. We offer our equipment in a storage case on wheels, allowing all dumbbells to be packed away securely and aids in transporting the equipment. For Yacht interiors, we

have designed some fantastic bespoke storage solutions that cater for that luxurious feel. Klink is practical but also stylish and can integrate into all areas of a yacht.



KLINK – Wall Storage

One thing we do love is the ability to uniquely brand all of your equipment. Could you explain how you can do this?

Yes, all clients can work closely with us to customize our equipment to suit their own brand or theme in various materials and finishes. The ability to Choose your logo plate material, colours, and style will bring your fitness equipment to another level and make this personal and unique to you. We also offer custom cases in a range of colours and branding to suit your requirements.

As well as offering this personalisation on our current range,

the equipment weight range itself is also customizable. So, if you require your own specific weight combination, we have that covered.



KLINK – Bespoke Branding

Have they been tried and tested? Will your weights be rust-resistant when it comes to the harsh salty climate they

will be exposed to on a yacht?

We have put Klink weights through some rigorous testing. Stainless steel is a premium durable material, so ideal to go the distance, and as we manufacture in 316 marine grades for any bespoke yacht projects, the harsh climates will not be a problem for KLINK. Our storage cases are also waterproof and anti-corrosion.

For more information on KLINK products, go to www.klink.fit. You can contact the company directly at sales@klink.fit to find out more about their current collection.

To keep up to date with their latest releases, follow them on Instagram [@klinkfitness](https://www.instagram.com/klinkfitness) or like and follow them on Facebook [@klinkfitness](https://www.facebook.com/klinkfitness)

For more fitness articles click [here](#)

How Ethical is Ethical Yacht Wear?



We have all heard the word Ethical, and we all know the term, but all the different information often leaves us wondering how ethical can it actually be? So we asked the question. How ethical is [Ethical Yacht Wear](#)?

For some of us, the challenge of working in the superyacht industry is enough, but others need more. Today we speak with Lauren Wardley. Lauren has only recently left her full-time stewardess position onboard (60m) M/Y Samadhi after 2.5 years on board. During this, she launched Ethical Yacht Wear because she noticed a gap in the uniform market. We interviewed Lauren today to find out more about her brand and just how ethical it is.

Lauren, tell us about your background and how you got into the industry?

Before working in the yachting industry, I worked in various hospitality jobs, from bartending to hotel management. I have always had a passion for customer service, so it only seemed

fitting to combine my love for hospitality and the ocean and enter the yachting industry.

My first position was a deck/stew role on a 108ft Benetti. I started applying for jobs before I completed my STCW. I was due to finish my course on Friday and got a call on Wednesday asking if I could leave for New York on Saturday. That's right; I was on my way to New York on Saturday! I couldn't believe it when I landed my first job so quickly.

How did you manage your time between being a stewardess whilst starting your own business?

I had a fantastic crew! They wanted nothing more than to watch me achieve my goals and dreams. It was because of them I could establish and work on Ethical Yacht Wear. However, it also took a lot of self-discipline, sacrifice and time management!

When and where did the journey begin? What inspired you to create Ethical Yacht Wear?

Ethical Yacht Wear is now two years old, and I can't believe what it has achieved in that time! The idea stemmed from another ocean giving back brand I owned. I sold my branded organic cotton t-shirts to sponsor ocean clean up, which has now developed into Ethical Yacht Wear.

My inspiration for Ethical Yacht Wear came from wanting to provide a not so environmentally friendly industry with an environmentally friendly solution to a global issue (the garment industry). It has also always been my dream to create

a circular, giving back business.

We give back by providing a sustainable solution that does not affect our oceans adversely (like regular clothing), and through a percentage of profits, Ethical Yacht Wear sponsors ocean clean up and research, as well as aids in reducing poverty in coastal communities.



**So who helps you run Ethical Yacht Wear?
Surely you can't do this all on your own?**

I am the sole person running Ethical Yacht Wear! I employ the help of freelancers online regarding things like web development and SEO, as this is not an area of my expertise. However, leaving my last position on M/Y Samadhi, I have taken the leap to focus on Ethical Yacht Wear full time, and there are big plans on the horizon!

When you started Ethical Yacht Wear, did

you see it expanding as much as it has?

I had no idea! I didn't know how it would develop, and I am so proud of how it turned out. It is incredible to see that so many people in the superyacht industry embrace sustainability as part of life and want to make changes to reduce their impact on the planet.

Has the COVID-19 Pandemic affected Ethical Yacht Wear?

It has, although this has given me a great opportunity to work on a lot of back of house projects, and since taking the leap to work on the company full time, I am so very excited to see what the future has in store for us!



What is the most significant milestone for Ethical Yacht Wear so far?

There are several I can think of, but the one I am most proud of is that we have sponsored the removal of 4 tonnes (the equivalent to 200,000 500ml plastic bottles) out of the ocean to date. We have done this by helping pay people in poorer nations to collect this plastic as jobs; this, in turn, increases their livelihood and helps reduce poverty.

I am also so proud that Ethical Yacht wear provides an easily accessible, sustainable solution to a global pollution issue

(the garment industry).

Do you design the clothes yourself?

Yes! As we know, there is not a lot of room to move with a uniform. However, I have just designed our first line of eco shorts and skorts just about to launch!

We offer all of our clients a bespoke service where you can design elements of your yacht uniform – if you need a custom design, style or colour that you cannot find, this service comes in perfectly.



Where are your clothes sourced? Do you know they are coming from an ethical factory?

I have spent a lot of time researching this, and it is scary how many clothes produced are made as cheaply as possible for the western world. All Ethical Yacht Wears Clothes are from sustainable, fair trade factories!

At the moment, Europe and India are the two places I am sourcing from.

So, what makes your clothes so ethical?

First of all, every item we supply is made from organic cotton. Regular cotton farms are sprayed with large amounts of toxic pesticides and fertilisers, which run off into the ocean, creating large dead zones (areas of the ocean where sea life has died out and can no longer exist). We make sure we do not contribute to this by only using organic cotton.

If we use any other material, it is also a sustainable material or recycled material, so we are not introducing any new material into an already saturated garment industry.

Finally, every person making the uniform is paid a fair wage and provided proper, safe, and clean working conditions, which is rare to come by in the garment industry.

If all yachts turned to Ethical Yacht Wear, will Organic Cotton remain a sustainable way to supply the industry?

Absolutely! Organic cotton reduces toxic ocean runoff and helps protect aquatic life: the more people that use organic

cotton, the better.



Photo by [Trisha Downing](#) on [Unsplash](#)

What are your goals for the next year?

To continue refining and growing Ethical Yacht Wear into a uniform company that every boat buys their uniform from, with a mind to make changes for the better.

We don't charge a premium, so we can make this sustainable uniform available to everyone! We will also hold clean-ups, events, and other excellent ocean awareness and ocean saving initiatives.

Crew often get stuck with a lot of old

and damaged uniforms. What is your advice for those looking to get rid of it? What is the most environmentally friendly way to deal with old clothing?

I always believe in giving clothing to people in need. However, if crew are worried about printed logos, the best solution I have recently come across is this fantastic company called [TerraCycle](#) which provides a solution to recycling anything! Regarding clothing, they either reuse, upcycle or recycle. Or get in touch with us directly, and we will help provide a solution!

Where do you see Ethical yacht wear in 5 years?

As not just a company, but a yachting community that provides sustainable uniform and brings people and yachties alike together to meet up, exchange ideas and make sustainable changes within the industry for the better!



If you'd like to become a part of the Ethical Yacht Wear Community, you can visit their website www.ethicalyachtwear.com to view all their current collections. You can contact the company directly at sales@ethicalyachtwear.com to find out more about how to help our oceans and about the uniforms.

To keep up to date with their latest releases, follow them on Instagram [@ethicalyachtwear](https://www.instagram.com/ethicalyachtwear) or like and follow them on Facebook [@ethicalyachtwear](https://www.facebook.com/ethicalyachtwear)

You can also check out their fantastic ambassador club – www.seaambassadors.com that brings all those in the industry that would like to come together to help create change for the better! Check it out for more about how we do this!

For more articles on sustainability click [here](#)

What do yacht management companies do? – Part 1

A superyacht can be a high maintenance asset with lots of rules to follow and things to maintain. As yachts have become bigger, regulations stricter, yacht management has become essential to the smooth running of a vessel. Today we're starting a two-part series: What do yacht management companies do? – Part 1.

We spoke with one leader in bespoke yacht management [West Nautical](#). They will tell us exactly what it is yacht management companies really do to keep yachts running smoothly.

Yacht Management:

A professional management team will work with yacht owners and captains to provide bespoke services for each yacht. The frequency of communication and input will also depend on the owners' and captains' preferences. Yacht management is not just managing a yacht, they also look after safety, security, accounting, crew, refit, and operations management.

A yacht manager needs to be great at communication. They must be an excellent leader but also needs relevant industry experience and up-to-date knowledge on ISM, ISPS, SOLAS codes, and Port state control to ensure the yacht is abiding by all rules and regulations. The manager will also be well-versed in the vessels' Flag State regulations and laws.



Charter Management:

Charter managers or brokers have the responsibility of marketing the yacht to the charter market. They manage the charter booking process on behalf of the owner to maximise income and offset the operational costs of the yacht.

Managing a yacht for charter is not only about the booking process. They ensure the charter contracts, VAT calculations, and the yacht's commercial and charter licences are up to date and correct for the charter itinerary.

The charter broker at a management company will also be the middleman between the charter guests and the yacht crew. They will ensure they meet every request made to the best of the onboard crews' ability.

Buying a yacht:

A yacht broker or sales manager at a management company will look at your detailed requirements for purchasing a yacht. They will source a shortlist of options to find you the perfect yacht that fits your budget. Once you have found the perfect yacht, a sales manager will help choose the correct financing method, whether it is cash or a loan with a substantial down payment and a 20-year loan term.

Your management company will arrange all surveys required for an insurance company to cover the yacht. Some insurance companies will not insure a yacht without a surveyor's confirmation that the yacht is in sound condition. A survey will also highlight any major or minor maintenance issues that will allow you to negotiate the price of the yacht.

Having an experienced sales manager that you trust is key. They will have the technical knowledge and in-depth appreciation of the market, helping you to secure the best deal possible.



One20ne – MEGAYacht

Financial Management:

Yacht management companies will have a person or team that

specialises in yacht accounting. They will provide a complete financial administration package that is tailored to a vessel's needs.

The team will provide the owner or captain with regular accounting reports and maintain routine communication with all relevant parties when planning or changing the yacht's budget.

Having a company managing the yacht's finances will help ensure the yacht's expenditure is tracked, and that consistency and predictability in the yacht's financial operations are managed.

Crew Management:

Management companies have a crew recruitment and management division that are experts in placing the right crew on the right yachts. This process will begin by searching for suitable candidates, verifying their qualifications, experience, and references for each applicant. They will then present a shortlist of qualified candidates to the captain and/or owner. The designated agent at the management company will then organise interviews. Once a yacht has chosen a successful applicant, the agent will then organise joining arrangements upon job acceptance.

Once a crew member is placed, the agent will receive, process, verify and keep on file all crews' certifications and next of kin details. They will issue seafarer employment agreements as well as facilitate all monthly payroll for the crew on board.

A management company will conduct routine crew administration, support, and repatriation and assist and oversee any crew medical insurance claims. An agent at the management company will advise owners and captains on all up-to-date MLC requirements, complaints, or grievances.



YP Crew

Geoff Moore, MD of Superyacht management company [West Nautical](#) says;

“Having an experienced management team is vital in ensuring a vessel is run and maintained to the best possible standard. Rules and regulations in the maritime industry are constantly changing, it is therefore in every owner and captain’s best interest to find a yacht manager they trust to keep them up to date in order to maximise the use of their yacht in the areas they wish to cruise or charter.”

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For yacht charter, sales or management; please get in touch with Managing Director Geoff Moore at Geoff.moore@westnautical.com

To read what do yacht management companies do? – Part 2, [Click here](#)