

# The Superyacht New Build Report

OWNER

Owners give their honest feedback on their own new-build experiences in a compendium of our most candid interviews.

DESIGN

### A quickie with Dickie

The inimitable Dickie Bannenberg becomes the latest designer to join Georgia Boscawen for a pint.

TECHNOLOGY

*“If you’re a superyacht builder and you ask someone to import Burmese teak, you are in effect commissioning someone to commit a crime.”*

**Jago Wadley, senior forest campaigner for the Environmental Investigation Agency**



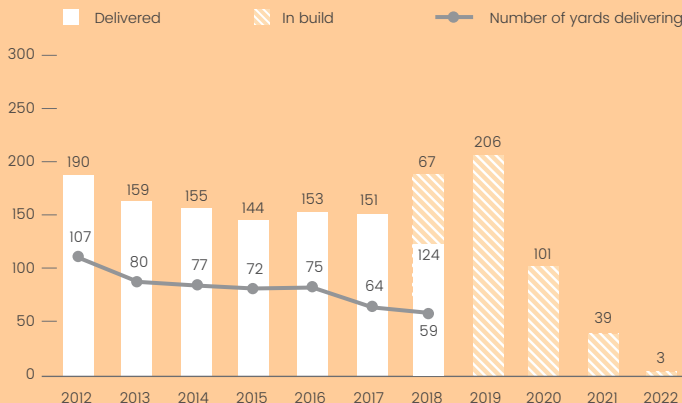
BUSINESS

**Michael Breman and Theo Hooning debate our two-tier market hypothesis**

FLEET

## The Superyacht New Build Report

Completed and scheduled deliveries



BUYER

# 223 & 125

The average number of annual second-hand sales and new orders, respectively, since 2013.

OPERATIONS

*‘An owner I worked for actually changed the shipyard when looking for a larger new build because of the amount of post-build work we had to conduct to correct simple issues.’*

# OPS

COMMENTARY

## WHEN KNOWLEDGE IS POWER

*Technological advancements are changing entertainment and communication systems on board the most up-to-date superyachts. But how does this increasingly complex technology impact the crew and, particularly, manning issues?*

BY BRYONY MCCABE

Audio-visual (AV) and satellite communication systems found on today's superyachts can be complex and, crucially, are a major part of the guest experience. Electro-technical officers (ETOs) and engineers on board modern-day vessels are under immense pressure to ensure all systems work seamlessly all of the time. But with this technology constantly evolving, systems are becoming more complicated and it is increasingly difficult for crew to keep abreast of the skills and training required to maintain them.

A superyacht could be in a remote location where specialised technicians are unable to assist, so crew need to have knowledge of the systems on board so they can solve most problems themselves. As such, AV system skills are a crucial and special requirement in the yachting sector – yet these skills are constantly in very short supply.

Typically, it is recommended that ETOs have experience with each main system component on board their yacht, but this is difficult to acquire prior to joining the vessel. AV training is not always directly available to crew and,

where it is, it can be time-consuming and expensive. Also, specific manufacturers' courses can go beyond what crew need as they are intended for those installing and programming systems regularly.

However, some companies in the sector are trying to do something about the skills shortage. Just ETOs is a marine electronics training provider that focuses on tailor-made yacht electronics training courses aimed at ETOs, electricians, AV/IT officers and engineers.

Its courses cover the core skills needed to maintain AV and satellite communication systems. Bond TM is another company that runs AV and IT courses specifically tailored to superyacht crewmembers. These focus on 'real-life' yachting scenarios and offer a hands-on approach to effective problem-solving on board.

The question is: what particular skills are required of these crew based on the current technology that is now featured on the most modern superyachts and what needs to be done to ensure that demand is met? **BM**

# Q&A

**SCOTT MOLLOY**

FOUNDER OF JUST ETOs

## Q ■ BASED ON THE LATEST TECHNOLOGY FEATURED ON BOARD NEW BUILDS, WHAT SKILLS ARE REQUIRED OF ETOs?

I think it is more the technology trends as a whole that drive most of what is installed on new builds, as well as existing vessels. And these trends also dictate the skills that are required on board, which is why they can't be ignored. Digital trends, and the industry not recognising or reacting to them sufficiently, is the reason behind the ongoing crew AV/IT skills shortage.

I believe the biggest trend to be the continued move towards IP-based solutions on board. Most large-yacht systems will now connect and inter-connect using the ship's LAN [local area network], unlike 10 or more years ago. This has led to many more yachts now finding they need a network specialist on board. However, finding experienced crew with strong networking skills remains challenging.

Consumer 'gadgets' and online services are also rapidly changing because it is such big business now for the manufacturers and providers. With all this latest technology coming to market, crew need up-to-date training to keep pace. This trend is driven by the fact

we live in a digital age and most of us spend lots of money in these areas. As individuals, we're 'consuming' more – so big companies keep feeding us and making money!

We must also consider the exponential curve of ever-increasing consumer video standards – 4K, 8K etc. Video is the biggest consumer on most yacht networks, with the throughput required for the latest video standards increasing fast. The most recent new builds also tend to have an IP-based video distribution solution, such as Crestron NVX, as opposed to the traditional central video matrix. Again, this is indicative of the ongoing move towards IP-based solutions. Crucially, all of this needs a well-designed, robust and futureproof LAN and somebody to support it.

Outside of the internal network, crew also need to keep pace with the latest in marine internet connectivity, bandwidth and bandwidth management strategies. I'm not sure who said "bandwidth is king", but I would say it is just as important that the 'king' is managed properly.

## Q ■ HOW CAN THE INDUSTRY ENSURE IT HAS ENOUGH CREW WITH THE REQUIRED SKILL-SETS IN FUTURE?

Something that I have noticed through the Just ETOs business model is that the majority of crew who train with us are funding their training privately. Most of us will probably agree how important AV/IT systems are on superyachts. However, most vessels are either failing to recognise this or failing to provide for appropriate crew training.

Addressing a vessel's skills requirements shouldn't be a case of the captain or

chief engineer just handing a list of ideal and hopeful requirements to a recruiter. These skills are in very short supply, so crew development also needs to be an important part of the manning strategy.

Of most concern is that the digital trends driving these skills shortages are nothing new. I actually joined my first yacht back in 2005 due to an IT skills shortage. So will industry attitudes in these areas really change any time soon?