

ESSENTIAL READING FOR SUPERYACHT CAPTAINS AND CREW – DOCKWALK.COM

# Dockwalk

The Salary issue

September  
2019

## THE 2019 *DOCKWALK* SALARY SURVEY

The numbers are in — see how you compare



### Safety at Sea

5 security issues yachts need to know

### MYS 2019

The show, the yachts, and the events of the 2019 Monaco Yacht Show

PLUS: Ethical crew uniforms and exploring Lisbon

# contents

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## What's in Your Wallet? 25

For the 10th year, Dockwalk tackled its online salary survey. In combination with the data from 10 crew agencies, we bring you an inside look at crew compensation for many positions on vessels of various sizes. Crew agents share the current trends in the job market from entry-level crew positions to captains, and offer tips to put your best foot forward and make a good first impression when job hunting.



## The Marvel of Monaco 33

It's that time of year again — the 2019 Monaco Yacht Show will once again dazzle and amaze when it takes over Port Hercules at the end of September. Check out our guide to the show for the worldwide debuts, events to attend, new show hours, and more. Make sure to stop by the Monaco Yacht Show Captains & Crew Lounge for a quick break and to say hi to Dockwalk!



## Safe & Secure 53

As careful and meticulous you are, the risk of being subject to harassment or an attack will never be zero, even on board a superyacht. To help prevent security issues, be aware of threats and safety issues and prepare for the worst-case scenario. Maritime security experts share the top five concerns facing the yachting industry and how to mitigate the threats.



**ABOUT THE COVER**  
Photographer Alberto Cocchi captures Arcadia Yachts' 35-meter M/Y *RJ* powering at its top speed of 17 knots. For more on the boat, check out our "New Launch" on page 44.

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# The Marvel of Monaco

By Aileen Mack



**From its humble beginnings in 1991,** the first Monaco Yacht Show hosted 12 yachts in Port Hercules, averaging just 31 meters in length. Today, it attracts visitors from around the world to bask in the best the industry has to offer. This year, more than 125 superyachts up to 100 meters plus – including 42 making their worldwide debut – will be moored and shining in all their glory. From September 23–28, the 2019 show edition will be optimized and streamlined.

While roaming the docks, don't miss your chance to catch a glimpse of some of the spectacular vessels debuting at the show. Lüesen's 91-meter M/Y *Madsummer* boasts sleek lines, a 12-meter swimming pool, and a beach club with a sea terrace. After a summer cruising in the Med, Heesen's 55-meter M/Y *Vida* comes in to showcase her muscular exterior lines, a clean profile, and floor-to-ceiling windows to allow natural light to flow in. The new flagship of Columbus Yachts, M/Y *Dragon* combines contemporary elements with classic proportions to create an elegant design, which

is complemented by a warm, sophisticated interior. Designed by Francesco Paszkowski, Tankoa's 50m Hybrid M/Y *Bimini* features spacious entertainment areas, a touch-and-go helipad, and four modes of operation, including diesel-electric and hybrid.

In an effort to relieve some of the relentless intensity of the show and create a more pleasant experience for visitors and exhibitors, show hours will be extended from previous years – 11 a.m. to 7:30 p.m. Wednesday through Friday and 11 a.m. to 7 p.m. on Saturday. To increase efficiency, the optimized show layout divides it into thematic zones for more fluid movement around the quays and tents, so you can concentrate on certain areas of interest. The Car Deck, exhibiting classic and customized vehicles, will be alongside the Tenders & Toys area, which showcases the latest and greatest water toys from inflatables to electric surfboards and mini submarines.

With so much to see and do, you'll need to take

## SHOW AT A GLANCE

### DATES

September 25–28

### TIMES

September 25–27, 11 a.m. to 7:30 p.m.

September 28, 11 a.m. to 7 p.m.

### VENUE

Port Hercules, Monaco

### TICKETS

€300/day (VAT included); €280/day if purchased online prior to September 25

### PROFESSIONAL VISITORS

€1,000/four-day pass (VAT included); €950 if purchased online prior to September 25

### WEBSITE

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

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a breather and escape the sun. Head to the Monaco Yacht Show's Captains & Crew Lounge for a break in the air conditioning while networking, hanging out with friends, or surfing the web with the free Wi-Fi. Kickstart your day with breakfast in the lounge from 8:30 to 10 a.m., and then stop by for a delicious lunch from 12 to 2:30 p.m. (exhibiting captains and crew only). As the day slows down, return to the lounge to unwind with live music on the outdoor terrace. And don't forget to say hi to Dockwalk during the show!

There's tons to see and do, but the fun doesn't have to stop when the sun sets. Fraser Yachts will honor the best in its fleet at its annual Captains' Dinner, and Boat International Media will host its annual invitation-only Boat International party on Friday, September 27 at the Monaco Yacht Club. Be sure to take full advantage of all that the Monaco Yacht Show offers, including HRCrew workshops focusing on eco-friendly topics, and soak it all in because it will be as marvelous as ever before. ☀

#### LIST OF ATTENDING YACHTS\*

Yacht Name	Shipyard	LOA/SL	Exhibited By	Yacht Name	Shipyard	LOA/SL	Exhibited By
M/Y DOLCEVITA	RIVA	34	FERRETTI GROUP	M/Y LADY Z	OCEANCO	52	BURGESS
M/Y SUNREEF POWER	SUNREEF YACHTS	24	SUNREEF YACHTS	M/Y LETITIA	HEESSEN YACHTS	48	G-YACHTS
FOR	OCEAN ALEXANDER	27	OCEAN ALEXANDER EUROPE	S/Y LIMA	BALTIC YACHTS	34	BALTIC YACHTS
M/Y ANDREA	DELTA MARINE	58	OCEAN INDEPENDENCE	M/Y LILLEM	BILGIN YACHTS	48	BILGIN YACHTS
M/Y ANNA	SUNSEEKER	33	DAVID LEWIS YACHTS INT.	M/Y LUNA II	OCEANCO	54	KK SUPERYACHTS
S/Y ARCHELON	OYSTER YACHTS	58	OYSTER YACHTS LTD	M/Y MACSUMMER	LURSSEN	76	LURSSEN
M/Y ARTZFACT	ROBISKRUG	80		MACHADO WALK AROUND	MAIORA	32	MAIORA
M/Y ATTILA	SAN LORENZO	64	SAN LORENZO	MAJESTY 10	GULF CRAFT	43	GULF CRAFT
M/Y AUDACE	CANTIERE DELLE MARCHE	43	FLOATING LIFE	MANGUSTI GRAND SPORT 45	OVERMARINE	45	MANGUSTI YACHTS
M/Y AURORA BOREALIS	AMELS	67	AMELS	MCY 205	MONTECARLO YACHTS	32	MONTECARLO YACHTS
AZMUT GRANDE 52M	AZMUT YACHTS	32	AZMUT YACHTS	MCY 216	MONTECARLO YACHTS	29	MONTECARLO YACHTS
AZMUT GRANDE 55M	AZMUT YACHTS	38	AZMUT YACHTS	M/Y METIS	BENETTI	62	BENETTI
AZMUT GRANDE 510	AZMUT YACHTS	29	AZMUT YACHTS	M/Y MIRACHELLA	FEADSHIP	57	Y.CO & MERLE WOOD
BAGLIETTO 50MT-LINE	BAGLIETTO	55	BAGLIETTO SPA	MAVETTA 12	CUSTOM LINE	42	FERRETTI GROUP
BQX70	BLUEDAME	72	BLUEDAME	M/Y NEW HAMPSHIRE	FEADSHIP	42	CECIL WRIGHT & PARTNERS
M/Y BIG RIVE	BENETTI	54	BENETTI	M/NOMAD 10 SSV	GULF CRAFT	32	GULF CRAFT
M/Y BINTAOOR	TANKOA YACHTS	60	TANKOA YACHTS	M/Y OCTO	ISA YACHTS	64	CAMPBELL & NICHOLSONS INT.
M/Y BLISS	PALMER JOHNSON	52	MORAN YACHT & SHIP	OYSTER 125	OYSTER YACHTS	37	
M/Y BOLD	SILVERYACHTS	66	SILVERYACHTS	M/Y POLARIS	ROSSINAI	48	ROSSINAI
M/Y CALYPSO	MULDER SHIPYARD	54	MULDER SHIPYARD	PRINCESS 195	PRINCESS YACHTS	26	PRINCESS YACHTS
CRN 100 71M	CRN SHIPYARD	79	CRN SHIPYARD	M/Y RACE	RINA	50	FERRETTI GROUP
CUSTOM LINE 107	CUSTOM LINE	58	FERRETTI GROUP	M/Y RH	RINA MARINE	39	Y.CO
M/Y DRAGON	COLUMBUS YACHTS	80	COLUMBUS YACHTS	M/Y SAMIRIA	ALIA YACHTS	40	ALIA YACHTS
M/Y ELLIXIR	AMELS	66	AMELS & CO	S/Y SEAHAWK	PERINI NAVI	40	PERINI NAVI USA
S/Y ELLEN	PERINI NAVI	32	G-YACHTS	M/Y SECRET	ABEKING & RASMUSSEN	85	BURGESS
M/Y ENDERVOORZ	ROSSINAI	50	OCEAN INDEPENDENCE	M/Y SEVENNS	BAGLIETTO	55	
M/Y ENTOURAGE	ADMIRAL	47	MORAN YACHT & SHIP	M/Y SHADOW	DAMEN	53	DAMEN
M/Y EURUS	BENETTI	29	BENETTI	SHERPA XL	ARCADIA YACHTS	24	ARCADIA YACHTS
M/Y EXCELLENCE	ABEKING & RASMUSSEN	80	ABEKING & RASMUSSEN	M/Y SOLO	TANKOA YACHTS	73	HC & NORTHROP & JOHNSON
S/Y GHOST	VITTERS SHIPYARD	37	BURGESS	SUNSEEKER 74	SUNSEEKER	35	SUNSEEKER MONACO
M/Y GLADIATOR	FEADSHIP	45	Y.CO	SUNSEEKER 131	SUNSEEKER	40	SUNSEEKER MONACO
S/Y GLOBAL	ADA YACHT WORKS	50	FRALER YACHTS	SUNSEEKER 95	SUNSEEKER	28	SUNSEEKER MONACO
M/Y GOLDEN EAGLE	PICHIOTRI	45	Y.CO	SWAN 116 - HIGHLAND 15	NAUTOR'S SWAN	35	NAUTOR'S SWAN
M/Y GRACE	AMELS	52	IMPERIAL YACHTS	M/Y JAZZ 107 200	FEADSHIP - RONAL VAILENT	77	KK SUPERYACHTS
M/Y HERE COMES THE SUN	AMELS	85	AMELS	M/Y ROUTE 327	SAN LORENZO	52	SAN LORENZO
M/Y HONOR	TURQUOISE YACHTS	33	BURGESS	M/Y VANADIS	CINN-CERRI CANTIERI NAVALI	31	CIN
HORIZON FORT SKYLINE	HORIZON YACHT CO., LTD.	27	HORIZON	M/Y VENTURA	HEESSEN YACHTS	50	WACHTZOO
M/Y INCEPTION	HEESSEN YACHTS	50	BURGESS	M/Y VIDA	HEESSEN YACHTS	55	HEESSEN YACHTS
M/Y JOFFREER	DAMEN	45	DAMEN	M/Y VIRTUS	MENG-YAT	44	FRASER YACHTS
M/Y LADY S	FEADSHIP	35	FEADSHIP	YAT 24 EVOLUTION	UPNA YACHTS	27	UPNA YACHTS
M/Y LAU	EXTRA YACHTS	40	EXTRA YACHTS & EXTRA YACHTS				

\*Yacht attendance is subject to change



## Capt. Gabriele Carniglia, M/Y *RJ*

### It's a family affair on board

M/Y *RJ* — Capt. Gabriele Carniglia and his all-male crew of four have known each other since childhood, giving new meaning to crew longevity. Carniglia was involved in the build of Arcadia Yachts' 31.5-meter M/Y *RJ*, which launched mid-2018. Check out his (and his crew's) influences on the vessel's construction and design in this issue's New Launch on page 44.



PHOTOGRAPHY: CLAUDIO GRATTIOTTI

# Captain



SAFE & SECURE  
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WORST CASE  
page 58

THIS MONTH: Top 5 security concerns in yachting and preventing theft

# A Crew Effort on M/Y *RJ*

By Claire Griffiths

**Capt. Gabriele Carniglia** has been working in the industry for the last 25 years. The last 15 years have been on private vessels – and before that, he was on charter yachts. He has been with his current owner for the last 10 years and changed yachts four times during that period. "We only cruise in the Med between Gibraltar and Turkey," he says. "All the crew are from my hometown and I've known them since nursery school. Outside work, we and our families are great friends, so we bring a little Italian reality on board the boat. M/Y *RJ* is the most recent of our fleet."

*RJ* launched from Arcadia's Gulf of Sorrento shipyard in July 2018. She's a 31.57-meter semi-displacement yacht in the Arcadia 105 class designed by Hot Lab and Arcadia Yachts. The hull is optimized to assure a cruising speed of 12 to 14 knots in comfort and with low consumption – up to 10 percent less than the other main players. Her top speed is 17 knots and she sleeps up to 10 guests with five all-male crew.

"I have been involved in this and the three previous constructions. This build started in the summer of 2017," Capt. Carniglia says. "I put all the commissioned technical equipment in

place before and during the build: navigation equipment, galley, tender, etc. – only the aesthetics are not mine. This is a brand-new prototype." Carniglia collaborated and consulted with all the crew – the chef for the galley and the engineer for the garage, anchor, cockpit, engine room, etc. "The chef had many suggestions but at a certain point I had to put up my hand and say 'Stop! We are only four crew on board and all men,'" says Carniglia. "The owner wanted a minimum number of crew and my solution was to have four men and we all do everything."

Carniglia explains that one of the difficulties during the build was finding garage space for the very large (five meter) tender without losing space for the other requirements, such as equipment for the spacious galley. "The owner's wife sometimes likes to watch the chef cook or they choose menus together and that area can either be easily accessed from the guest area or separated, depending on the owner's choice," says the captain. "The owner likes to be at sea for more than ten days at a time; so we also have a freshwater capacity of three thousand





liters. We've covered 2,500 miles in the last one and a half months. Normally our range is 4,000 to 5,000 per season."

M/Y R.J. has won several awards in 2019, including the World Superyacht Award for "Best semi-displacement or planing motor yacht," and was a finalist at the Boat International Design & Innovation Award for "Best Ecological Design & Operation Innovation."

Yacht features include floor-to-ceiling windows that all open and foldable terraces (approximately five meters) for a sea-inside sensation, with windows also on the upper deck. There's a fully enclosed third deck that's protected against bad weather or can open to the sky to enjoy the breeze and 50 square meters of solar panels that can generate more than 4kW of power.

"I love the boat but now that [she] is finished, it is necessary to live on board and find how best it works and operates," says Carniglia. "The outside spaces for the owner and guests are really good and it's important to them to have that direct contact with nature and the sea." His only one real negative thing to say about R.J? "Just a bit too much glass to clean!" he laughs.

"The last project is always the beginning of the next...you never have a 'forever' boat," he says. "Normally, the owner changes boats every three to four years, which is about the time it takes to perfect the current one. But on the other hand, it's good because every time we improve the performance and size and develop our experience. Every day is different."

Carniglia anticipates the next yacht being a 40-meter steel and alloy explorer-style vessel with ample outside spaces for guests. "It will be for transatlantic missions so that we can visit the fjords, for example, but it won't necessarily be ice class," he says. "The owner wants to increase his experience of the sea and our mission is to increase his enjoyment and the performance and luxury of the yacht." ☀



Clockwise from top:  
the sun lounge; VIP  
cabin; aft deck;  
main salon; gallery;  
master stateroom;  
playroom; skydeck/bridge

Previous page from  
top: R.J. running and  
solar panels; rear  
view: Capt. Gabriele  
Carniglia; M/Y R.J.;  
aerial view of the  
beach club

#### SPECIFICATIONS