

SONAR

(((THE DOLPHIN WEAR & DECKERS ECHO)))

HIGH PROFILE

03

Chief stew
Rebecca Cape

TRENDS AT SEA

04-05

Look smart and feel comfy

POLISH CONNECTION

06-07

Young Poles join the game

FRESH & FIZZY NEWS

08

Crispy news from around the
world



"TRIBUTE TO
LADIES"

DWD

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DOLPHIN WEAR & DECKERS
UNIFORM SOLUTIONS

03
HIGH PROFILE

08
FRESH & FIZZY NEWS

04-05
TRENDS AT SEA

08
WELLBEING

06-07
POLISH CONNECTION

08
WHAT'S UP DWD?

SONAR

THE DOLPHIN WEAR & DECKERS ECHO

EDITORIAL

TRIBUTE TO LADIES

After a very hot and busy summer we invite you to chill out with our latest autumn edition of SONAR magazine. A lot has happened in the yachting world in the past couple of months. In this edition, we are celebrating the many women in the yachting industry, and the elegance and devotion they bring onboard.

We hope this will bring interesting reading to all and we do not know many men who will object to the pictures featured in this edition either. Joking aside, it is the feminine professionalism, keen eye for detail and high sense of responsibility that are among the many valuable assets contributing and making the yachting business grow and shine at its brightest. Women are the sunshine of our industry and nobody can deny it! At Dolphin Wear & Deckers, we are extremely proud to employ so many ladies: their numbers have recently reached 80% of our team!

When flipping through the pages of this edition you will find some interesting stories, as well as interviews and insights from a few ladies in the business. Our Fresh & Fizzy news will keep you up-to-date with recent goings on. But above all we hope you will find some interesting, relaxing and enjoyable content. Please stay in touch and give us your feedback, we love it!

PATRICK GILLIOT & DAVID IRELAND, DIRECTORS
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"At DWD, we are proud to represent our business with over 80% female staff and would like to pay tribute to all ladies working at sea, as they bring a valuable contribution to the yachting industry."



HIGH PROFILE

CHIEF STEW
REBECCA CAPE

° Rebecca, what are the most pleasant aspects of your job?

R.C. - As a crew member I am able to travel to many exotic places all year round, places that most people will never have a chance to visit. As it's impossible to foresee travel plans months in advance, I really enjoy the excitement of every new destination that pops up in my agenda from one day to another.

° What about human relationships onboard?

R.C. - This is a very valuable aspect of the job, as along with gaining a better understanding of others you learn a lot about yourself. Living with other crew members for months at a time offers you a unique opportunity to make friends for life.

° The best memory you can recall?

R.C. - (laughing) It's probably not the memory you're expecting, but 7 years ago I met my fiancée thanks to my work in yachting. We met on the Isle of Wight where both of us were undergoing training at the time. We had been in a long-distance relationship for 2 years when we ended up working on the same yacht together for 4 years.

° What is your recipe to deal with homesickness?

R.C. - Living far away from home for more than 6 months a year might be an issue for some. I call my family and friends regularly to touch base on their everyday lives, which releases the feeling of homesickness that has built up. I also try to live in the moment and focus on the place I'm at at the time. The environment onboard is pretty exciting and enjoyable, and the people you work with are interesting, which does not leave much space for homesickness to settle for good.

° What are the challenges of a Chief Stew on board?

R.C. - Keeping up the 6-star service requires a tremendous amount of self-control and a great capacity to deal with stressful situations. No matter the circumstances, you must always be a good role model to your crew. Working on board can also be a challenge, but a healthy dose of mutual respect and understanding helps overcome most conflicts.

° Has the Chief stew position evolved within the past couple of years?

R.C. - Well, of course a lot depends on how big the boat is, but in general a Chief Stew may have previously been seen as focusing on guest service. Nowadays, we are seen more like officers due to our involvement in ISPS and ISM management. Alongside the responsibility of safety of the crew and communication with all departments, managing aspects that cross over such as engineering and deck to ensure the operation of the yacht runs smoothly.

° What do you think about dresses used on board?

R.C. - When it comes to dresses it's all a matter of quality and comfort. I actually love the Aruba dress from the DWD collection because it's breathable and made of a light fabric. I will highlight also the economic aspect, as they easily last a couple of seasons.

° What are your professional plans for the future?

R.C. - I always embrace the work opportunities that come my way in the yachting industry, as I am very much enjoying a rotational position, this enables me to have the time to keep learning, educating myself and of course travel. I continue to enroll in distance learning qualifications whilst still earning money to hopefully open more doors for the future, for when I do decide to move shore based.

Born in the North east of England in the seafaring town of South Shields, famous for its prestigious Marine School, Rebecca Cape has always been drawn to hospitality and service. After her first experience as part of a cabin crew for a UK airline she decided to orientate her future career towards the yachting industry. At the age of 19, Rebecca joined the UK Sailing Academy where she attended compulsory yacht hospitality training. Aware that the diploma could offer her a real step up in her career, in 2011 she bought a one-way ticket to Antibes, France, and was accepted for trial on board a 72m yacht. Nowadays Rebecca works as a Chief Stewardess on 80m+ yachts and enjoys her outstanding professional adventure more than ever.

TRENDS AT SEA

Women represent 35% of staff on board. Surprising? Not really! A growing feminine presence on board is a natural consequence of their sense of hospitality, attention to detail and, without any doubt, their elegance!

THE WIND OF CHANGE

Along with the growing industry's requirements and clients' increasing expectations, presentation has become an important issue for all the yacht industry's stakeholders. No place for nostalgia remains. A fresh breeze has blown away the former polo-skirt tandem. Now, simple black and white all-day uniforms have progressively been replaced by stylish outfits respective to daytime and evening, keeping up perfectly with the increasingly high standards of the swanky environment they are destined for.

KEEPING UP WITH THE HIGH-CLASS STANDARDS

"Events, business meetings and high-class cocktails on board brought forward a new requirement for professionally classy daytime and evening outfits for the feminine crew members..."

Light and dark pencil dresses made their big entrance on board of most luxurious yachts. They are usually available in 5 regular colours off the shelf: classy black, traditional navy blue, soft beige as well as stunning white, and grey.

More than a dozen designs have already been accepted with enthusiastic support from professional buyers. **The great variety of cuts make dresses suited to all women's morphologies.** Whether it's the close-fitting, elegant Alicante dress or the short-sleeved Antalya dress with a modern neckline, they were all designed with one major goal: **make the crew look smart and unique, just like your yacht!**



LOOK SMART AND FEEL COMFY

Onboard dresses meet the requirements for an easy and practical wear, offering a number of options to make the everyday life of a crew member more manageable. Earpiece wires, able to ruin even the best look, are now no longer in sight due to specially-designed discreet holes. And what about the nightmare of a wrinkled dress when you're supposed to look immaculate? Dolphin Wear & Deckers is already one step ahead and provides wrinkle-resistant fabrics for a wide range of their designs. In the Caribbean, where the sun is shining and clouds are rarely seen, all crew members need to stay cool. Light polyester and stretch fabric is ideal for this - the Aruba dress is the perfect solution to the constraints of the tropical climate. However, **whichever model you choose, you are already on a roll!**

LOOK SMART AND FEEL COMFY

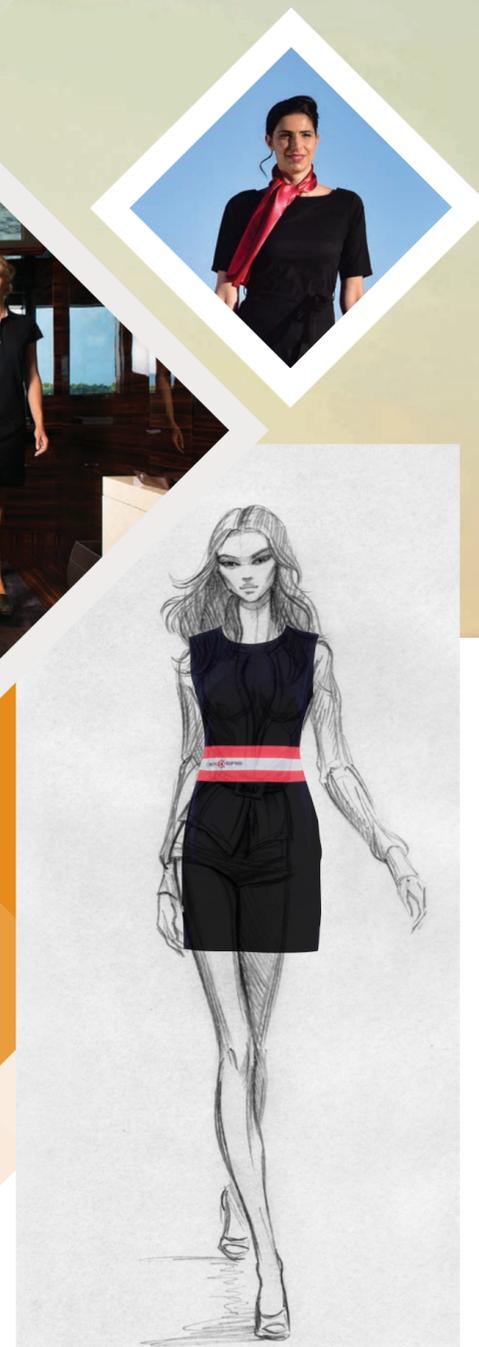
The wind of change



HAVE IT YOUR WAY

"A made-to-measure solution was created to satisfy even the most demanding clients."

If you count yourself among customers willing to explore their creative flair, the Dolphin Wear & Deckers team will welcome your wildest ideas and go truly above and beyond to make your fashion dream come true. Embroidered brand logos, coloured belts and specialised cuts are just some of the details that can be customized, but this list is far from exhaustive. So if you're dreaming about a fabric not available in-house, or a cut that does not exist in the catalogue, the challenge can be taken up to provide you with your ideal dress.



POLISH CONNECTION

The multicultural, dynamic yacht industry has been dominated by Britons, New Zealanders or Australians for a long time. Citizens of Eastern European countries have rarely been seen onboard yachts. However, the marine landscape has been progressively changing for a couple of years, and crew members from Eastern European countries, such as Poland, have appeared on the scene. Although still far less represented than their British colleagues, their presence has been more and more noticeable.

OUT OF THE SHADOWS

“Stunning natural beauty and an impressive economic growth are not the only resources that Poland has to offer.”

Everybody has heard of Poland, the big Slavic country with its rich and turbulent history, amazing, yet untouched nature and incredible variety of landscapes but ... barely any yachting culture! Very few know how modern and dynamic the country has become within the last couple of years. The human capital of a young, well-educated and open-minded generation counts among the best resources of the country. Young Poles score the points and make their way to the exciting environment where travel dreams become reality and palm trees under clear skies turn into a pleasant « routine ».

HERE WE JOIN THE GAME!

Monika, Malgo, Iwona, Anna or Karolina: you have certainly heard these unusual names more than once in your career, or maybe even worked with some of these ladies. No matter how various their backgrounds, their motivations and their lives,

they all share the same positive feeling about their experience on board.

Malgo comes from Szczecin in the north of Poland and graduated with a degree in Art History. Karolina was born in the south and is a creative, independent soul. Monika was born in Gliwice, a small town in the south of Poland far away from the seaside. Anna studied banking in one of the best universities, in Warsaw. One day, they all decided to drop their occupations and change their lives. Whether it was by accident, out of curiosity or due to a deliberate reflective decision, these ladies ended up in the yachting industry and have fallen in love with the outstanding environment, completely unlike other “standard” jobs. This is how Karolina recalls her beginnings in the industry:

“I found a temporary summer job as a nanny of two adorable boys whose father was a captain. At the end of the summer I was offered a job onboard of the yacht he worked on. Seriously, who would decline such an offer?”

Karolina started her career as a Deck-stew and evolved progressively to a Chief Stewardess/Purser position due to her hard work and a number of ongoing trainings.

BROADEN YOUR HORIZON

“An additional dose of tolerance and respect but also an open-minded attitude are crucial to thrive in this multicultural environment.”

Many Polish people are drawn to the yacht industry as it offers exotic travel possibilities all year round, as well as some additional perks like working in a stunning environment which, frankly, is rarely the case for shore-based jobs. The financial aspect of onboard positions is also an important issue that can tilt the balance in favour of an offshore job. Above all, yachting broadens your horizons. When far from home and out of one’s comfort zone, one needs to step up their efforts to let communication with other crew members flow. Use of a foreign language on a daily basis may at first be a barrier, but “... as time passes, linguistic skills are developed and playing with words becomes a pleasant everyday game” (Karolina).

Young Poles join the game

“
I graduated in Art History in Poland and Italy and was considering joining a post-grad scholarship project of monument restoration and heritage in Italy. On my way to Italy, I stopped at the Cote d’Azur and accidentally got into the yacht industry for seasonal work. And that was it!
”

MALGO RUTKOWSKA

“
The yacht industry offers a great opportunity to gain new skills, such as a leadership capacity but also makes you feel like a real team player. This high standard environment lets you develop your self-control and conscientiousness.
”

KAROLINA SZCZYTOWSKA



GIVE THE BEST OF YOURSELF AND EVEN MORE...

For many, yachting may be considered a fantastic adventure, which it certainly is, but above all else it is hard work that requests discipline, professionalism and responsibility. It helps you gain new skills as a team player, but also as a leader (Malgo). 6-star service on board sharpens your eye for detail forever, says Iwona. As a Chief Stewardess you need to think on your feet and learn to solve problems really quick! (Monika) When it comes to stress, well, it is part of the game that one will need to learn to play or... quit. All are unanimous: yachting helps take your overall skills a notch higher and offers you a great opportunity to understand your strengths and your weaknesses. You will never be the same person again.



“
Working on exclusive, 50m boats taught me patience and developed my eye for details.
”

IWONA

“
I’ve met only few Polish people since I’ve been into business but those I met were awesome. Poles are not afraid of hard work and they do it with all their heart, that’s priceless.
”

MONIKA SEARLE

AND NOW?

“Then comes a day when an offshore job becomes an issue if you plan to set a family and settle down.”

Some significant changes in one’s life need to be embraced and the final decision to quit never comes easily. Malgo has come back to her roots-restoration and art. She considers herself very lucky as she has a chance to collaborate with a well-known French-Canadian artist Anne Renaud specialized in hyper realistic renovation and wood repair. She helps Anne to expand the company, while enhancing her own skills. Karolina is expecting an exceptional event together with her husband and their dog Nelly: her bump keeps growing announcing a baby to come. After 9 years in the yacht industry she has decided to focus on her family. Her creative flair has only grown, and so her business of long-lasting custom-made flowers was born. The idea came straight from her experience on board where so many flowers are bought, and shortly thrown away. Karolina enjoys her new life and does not regret the hard decision she made.

Some of the girls like Anna or Karolina decided to quit the industry for personal reasons and welcomed a new chapter in their lives. Others continue their extraordinary adventure and progress in their offshore or shore-based careers in the yachting industry. Whatever the choice, the yachting business has a lot to offer and remains a great environment to make your professional life really exciting.

FRESH & FIZZY NEWS

JUICY NEWS FROM AROUND THE WORLD



ALL CONCERNED

Whilst travelling becomes more accessible for all, nature pays the price. Mission-Ocean is a French non-profit organisation founded by passionate volunteers who sail around the world on board their catamaran. During their stops in various ports, they organize conferences and meetings in order to build awareness of the oceans' crucial role in the ecosystem.

Follow their adventures on their Facebook page: <https://www.facebook.com/missionocean06/>

WHERE ARE YOU WHALE?

Drones and eco-scientists make a great team. Equipped with 5 submarine microphones able to record whale calls up to 2 km below sea level, these huge high-tech drones (17m long & 4m wide) can follow whales as far as 10km away. The goal? Better knowledge of the whales' movements and usual feeding areas helps to prevent their unexpected, and often disastrous, collisions with boats. The French start-up SeaProven, inventor of the drones, has recently released one in the Bay of Toulon.

WELLBEING

We asked three Chief Stewardesses who have made the move ashore, what they like to do to relax on land. Kate, Caroline and Shelley share their tips on favourite places and activities.

Everybody needs some rest and quality time from time to time. It is the key to a balanced and healthy lifestyle.

LARAZUR RESTAURANT IN ANTIBES

Having a delicious meal can help you forget all the little sorrows and woes of everyday life! The Larazur restaurant boasts creative, quality food and friendly staff. Member of the French Association of Maitres Restaurateurs.

For reservations tel. 04 93 34 75 60 • 8, rue des Palmiers, 06600 Antibes

LA BAUME CAMPSITE, FREJUS

«Going away for a weekend with friends and family feels like heaven. Far away from your work and laptop, you can relax and enjoy your time off to the full. No rules, no stress just fun.» Make your holidays a blast at this family-friendly campsite Caroline and her family frequent.

For reservations tel. +33 (0)4 94 19 88 88
3775 rue des Combattants d'Afrique du N, 83600 Fréjus
www.labaume-lapalmerie.com/en/

EATING OUT IN PALMA

Chaflan de Patxi is a bustling and friendly restaurant described as "Exceedingly good value" in recent reviews. If you're lucky enough to get a table, your seafood and meat tasting adventure is just about to begin. A parade of delicious squid croquettes, smoky anchovies and many others are sure to put a smile on every face. If you are into meat you will definitely not be disappointed, they will cater for every need! Their juicy T-bone steak cooked on a charcoal grill will be the best you've ever tried. It is best to book before going, free tables are rare here!

Carrer d'Espartero • 28, Palma de Mallorca

PEIRA CAVA AVENTURES

A fantastic adventure park where there is no lack of activities: high rope parks, pony rides and paintball, to name a few. If you're a fan of glamping this place is perfect for you. On offer is a variety of unusual accommodations. Between Mongolian yurts and tree houses, there is something to suit everyone.

Lieu-dit Peira Cava, Les Granges du Lac, 06440 Lucéram
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CAROLINE CLARKE

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Food is one of my favourite things whether it is in a Michelin star restaurant or BBQing with friends.

I love reading! so if you pass me my kindle, a sun lounger and a glass of rosé you'll make me happy.



KATE TARRATT CROSS

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This might come as a surprise, but I've just taken up knitting!

It's relaxing and helps you forget your other worries. Lounging around in the water has always been a favourite pastime of mine.



SHELLEY BUTLER

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When onboard during the summer I try and make time to exercise in-between trips, it's good for the body and the mind!



WHAT'S UP DWD?

° We recruit for Sales positions

DWD is searching for Sales Executives and Sales Managers. The positions are open in three locations: Palma, Barcelona and Antibes. If you're interested, please check our detailed offers here: <https://www.dolphinwear.com/careers>

° So far so good!

The announced merging of two companies: Dolphin Wear and Deckers, is complete. By the end of the year both companies will share the same database, which will substantially improve their customer follow-up as well as stock availability.

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