

# Why do you need Camper & Nicholsons for operational management?

The  
Superyacht  
Report

The Superyacht Report + Camper & Nicholsons  
PARTNER CONTENT

## Camper & Nicholsons offers a full-range of operational management services to ensure yachts are maintained and operated to the highest standards.

Camper & Nicholsons' operational management is comprised of a wide range of services provided by a highly qualified team of mariners. Due to the depth of first-hand operational experience, the yacht management division communicates exceptionally well with current captains and crew, simply because they speak the language. As yachts get larger in size, purchasing becomes more significant and a greater amount of compliance and expertise is required, so considering a management company is the prudent move for protecting an owner's investment, maintaining the asset to a high standard and improving the user experience.

A shoreside management team is not there to advise on how a boat should be run, or reduce the role of a captain or crewmembers – it is there to be at the disposal of those on board if they require the need to outsource responsibilities or better allocate tasks. This allows the crew and captain to focus more on the operation of the vessel itself, without the headaches of accounting and compliance. The Camper & Nicholsons yacht management division has a thorough understanding of formal codes for best practice, rules and regulations, technical expertise, reliable administration, commercial awareness, and the more subjective factors of yachting. This guarantees peace of mind for the owner that the yacht and crew is operating safely and efficiently.

Peter McCarthy, Director of Yacht Management Division at Camper & Nicholsons, explains that the firm is now on its third safety management system (SMS) since they first became legally required for large yachts. The benefit of this third iteration is that, through trial and error, the SMS has been continually

refined for the benefit of every yacht in the firm's fleet. Furthermore, it means that the vessels adhere to ISM and ISPS, achieving compliance at a minimum expense.

The accounting requirements of large yachts today are immense and costs can spiral out of control without precise management. Camper & Nicholsons checks invoices and makes financial plans for an entire fleet of yachts based on known and expected expenditure. "We have logged the outgoings of hundreds of boats, which is a great resource. It means that if a boat is going into a survey, we can tell you what the deal is meant to be. We take great care with getting the most value out of a budget," adds McCarthy.

Having a cast-iron, fit-for-purpose crew is another pivotal facet of a superyacht's operation and, according to McCarthy, it all stems from employing the right captain. "Running a safe and successful yacht starts with an effective captain-owner relationship. We are fortunate in that we are a very established and reputable yachting brand, so good captains want to work with us, which makes our placement of captains a lot easier."

Camper & Nicholsons' Crew Placement Division boasts a comprehensive database of over 20,000 qualified captains and crew that have been interviewed personally by the company with no less than three references (more for captains) to compile certificates and documents before onboarding. But, it's always a worthwhile process. Why? Because it is providing a 'matching service'; it allows Camper & Nicholsons to be selective and choose the right crew for the right boat, which, in turn, minimises crew turnover and offers a better service and experience for the client.

Camper &  
Nicholsons  
International

YACHTING SINCE 1782

If you think hiring  
a professional  
is expensive, try  
hiring an amateur.

[camperandnicholsons.com](http://camperandnicholsons.com)