



# SEVENSTAR YACHT TRANSPORT



by Marieke Derks



Sander Speet,  
Sevenstar Racing  
Logistics

In this SEA Yachting issue, we bring you the latest news from Sevenstar Yacht Transport around the globe and are highlighting two dedicated logistics divisions. Wiebke Bokelmann talks about the newly launched Sport fishing Logistics department and Sander Speet gives us an inside peek into Sevenstar Racing Logistics. With Laura Mattiello, who

## SHIPPING RACING YACHTS WITH THE PROS

With over 15 years of full-time professional racing experience, **Sander Speet** understands the need for spotless logistics in campaigning a yacht racing team like no other. He sailed in the Fastnet Race multiple times, won the Maxi World three times, and was seen all over the professional racing circuit globally in positions as trimmer or helmsman offshore.

When Sander joined Sevenstar in December of 2021 to manage the Sevenstar Racing Logistics department, he had already been dealing with loading and unloading race yachts from transport cargo vessels multiple times. "From that experience I knew that Sevenstar Yacht Transport has the best load masters to handle delicate freight, the best engineers to prepare lift & stowage plans, an excellent network of local agents and is a reliable logistics partner with direct access to a large fleet of company-run vessels."

recently joined Sevenstar Operations, we talk about the role of local port and customs agents. Ton Schouten, Technical Director at Spliethoff tells us about the migration to Cloud Fleet Manager, the companies' new fleet management system. And finally, we give you the latest update on Sevenstar's sailings to and from Asia/Pacific.

## Complete logistics packages

"Not only do racing yachts need to arrive well in time in order to prepare for events, a racing yacht is also one of the most fragile types of yachts to ship", says Sander. "This asks for careful preparation and cooperation between the racing team and a logistics partner like Sevenstar. It is not just the yacht that needs shipping but also cradles with splashes, spare parts, containers, tools, workbenches, separate masts, and so on. All items need to arrive in time with the yacht, calling for local paperwork experts to guide the team's gear through custom's formalities."

## Planning ahead

"Planning ahead of time is the key to the game", continues Sander, "enabling the teams to fully concentrate on what they need to focus on on the day of racing. In-depth knowledge of the racing circuit and timing between races allows us to anticipate and to plan ahead together with our clients, keeping logistics stress to a minimum."

Opposite and below:  
Loading sport fishing boats  
in Golfo on Sevenstar's  
MV Dijkgracht sailing.

## Maxi Yacht Rolex Cup 2022

"An example of forward thinking is the Mini Maxi circuit. We are shipping several racing teams after Newport Race Week to participate in time for the Maxi Yacht Rolex Cup 2022 in Sardinia, where the Maxis will meet again on the water from 5 September."

## Innovations and custom solutions

"The racing industry thrives on innovations in materials, hull construction, keels, foils and masts. Our in-house engineering team likes to keep ahead of the game by devising custom shipping solutions, when required."

## Love for yachting

"When I joined Sevenstar at the end of 2021, I knew I was going to work in a professional organisation. However, the overall level of understanding of all varieties of yachts, the eagerness to learn and develop and above all, the shared love for the sea that I witness in my colleagues, goes far beyond my expectations. It's great to see that we are very much part of the sailing community, and I am happy that, as Sevenstar, we sponsor several RORC races. So, if yacht racing is for you ... I hope to see you out there on the water!"



## SEVENSTAR LAUNCHES 'SPORT FISHING LOGISTICS' DIVISION

"The world of sport fishing is a world of its own", says **Wiebke Bokelmann Ratha**, Sevenstar Trade Manager USA East to USA West, Asia and Pacific v.v.



"Sevenstar has been catering to the sport fishing community since 2012. Offering regular dedicated sailings for Sport fishing tournaments all over the world as well as continuing to sponsor publications and tournaments throughout. After 10 years of lifting, stowing and lashing these unique yachts, Sevenstar has developed the industry's most experienced and advanced operational procedures. We have learned that the sport fishing client group has its own specific requirements and needs its own approach and attention. Therefore, a new Sevenstar Sport Fishing Logistics department has been launched, spearheaded by Kris Caren, who is also managing our USA West Coast Office. In this way can provide an even more personalised and dedicated service and offer better shipping solutions to our sport fishing clients".

## Dedicated and personalised approach

"Shipping a sport fishing boat is different from relocating other yachts. Fishing boats have a different technical set-up with multi-level high towers and outriggers. Clients need a load master in port longer beforehand to help prepare the boat for transport. With the boat also comes the need for power and water while on deck,

the need for riders on board and for shipping (sometimes cooled) containers with fishing gear together with the boats, all cargo to arrive in time for the events."

## Custom sailings for sport fishing tournaments

"Sport fishing is a big thing in the USA and that is why we schedule dedicated sailings with round trip packages for the main sport fishing tournaments", says **Kris Caren**, "and also why we are the official sponsor of Bisbee's Black & Blue in Mexico, one of the main tournaments on the calendar.

For the coming Bisbee's Black & Blue events, held from the 25th to the 29th of October off the coast of Cabo San Lucas in Mexico, we have scheduled a September sailing with our MV Delta-gracht vessel from Palm Beach to La Paz. Perfectly in time for yacht owners from the USA planning to join this epic event with their own sport fishing yachts".



Kris Caren,  
Sevenstar Sport Fishing  
Logistics

"the best  
load masters,  
engineers and  
company-run  
vessels"







## LOCAL PORT AGENT FROM GENOA, LAURA MATTIELLO, JOINS SEVENSTAR OPERATIONS

Say hello to Laura Mattiello, a former port and customs agent at Multi Marine Services, who has now joined the Sevenstar Operations team at the companies' headquarters in Amsterdam. Hailing from Genoa, Laura has been at the forefront of handling port calls for large and small cargo vessels for over 12 years. In her role as local agent, she assisted Sevenstar clients with customs formalities and other paperwork and local knowledge, and she organised logistics for loading and discharge operations at Sevenstar's main port of call in the Mediterranean.

### Transparency

When asked what was most important for her in her role as local agent, Laura says: "It is transparency. From the inside out, I understand the importance of accurate, transparent, and best possible information, enabling clients to plan ahead for loading or discharging their yacht. In shipping we are dealing with ever changing situations, and, although that is exactly what I like most about my job, for clients who have little understanding of the shipping world, this is not always easy. It is our job to help them better understand and plan their logistics, even in case of unforeseen changes."

### A global network of local knowledge

"Working at the operations department of Sevenstar, I will be managing vessels and working with Sevenstar's global network of local (port) agents. Now I will be the one depending on their local knowledge. In any case I will do my utmost to feed them with the best information possible, so we can keep improving our service to clients globally and locally".

Photo credit: Port of Genoa  
by Kurt Liebhaeuser



## 'CLOUD FLEET MANAGER': THE NEW FLEET MANAGEMENT SYSTEM AT SPLIETHOFF



I am catching Ton Schouten on the last day before his annual leave. Spliethoff's Technical Director joined the company three years ago, after a life in shipping and marine related companies and organizations. Since his arrival at the company, Ton, together with the four Fleet Teams in the Technical Department and the Fleet Support team, has been working on the migration to a new fleet management system for the about 100 cargo vessels in the Spliethoff Group. The shore-based part of the system is called 'Cloud Fleet Manager' (CFM) and the ship-based counterpart is called 'Cloud Ship Manager' (CSM).

"Sevenstar is a member of The Spliethoff Group, says Ton, "and the majority of yachts transported by Sevenstar, is shipped on company-run Spliethoff and Big Lift vessels, and of course also on Sevenstar's sister company DYT's semi-submersible vessels, including the newly launched MV Yacht Servant. These ships are managed within the Spliethoff Group, both commercially and technically and access to up-to-date, correct information and short communication lines are key for efficiency, for safety of operations and for providing the best possible service to the cargo owners, our clients."

### One single source of truth

The new cloud-based fleet management system, developed by Hanseaticsoft, a full subsidiary of Lloyds' Register, includes maintenance, purchase, safety, certification, crew and reporting modules in an integrated

environment. "With the new system, that we are gradually implementing, everyone in the company has access to the same data. It doesn't matter if you are working on the bridge or on shore, whether you are in a technical or in a commercial department, all will see the same information. The new system contributes to more uniformity and transparency", says Ton. He explains: "CMF and CSM provide 'one single source of truth' as every piece of data is only stored once, offering the opportunity for increasing collaboration and streamlining processes

with different departments and clients. It is an all-in-one intuitive solution on the vessels, compliant with today's security standards, privacy laws and reporting requirements."

When asked what Sevenstar's clients will notice of the new system, Ton answers: "Increased efficiency of operations, less down-time of vessels due to maintenance or repairs and increased efficiency of safety management, for instance through the management of safety certificates for all lifting gear and other items on board, are key advantages both for us and our clients."

*"increased efficiency, less down-time and more accurate information"*

## UPCOMING SEVENSTAR SAILINGS TO AND FROM ASIA

### EUROPE - ASIA

#### AUGUSTUS

Genoa    Phuket\*    Singapore\*    Hong Kong

#### SEPTEMBER

Southampton\*    Genoa    Fethiye    Phuket    Hong Kong    Busan

#### SEPTEMBER - MV PALMGRACHT (OR SUB)

Baltic    Genoa    Fethiye    Phuket    Newcastle    Auckland

#### OCTOBER

Koper    Genoa    Fethiye    Phuket    Singapore    Mackay

\* port call on demand

### ASIA - EUROPE

#### MID AUGUST / MID SEPTEMBER

Hong Kong    Singapore\*    Phuket\*    Fethiye\*    Genoa

### ASIA - AUSTRALIA & NZ

#### OCTOBER & NOVEMBER SAILINGS

Singapore    Phuket    Newcastle    Auckland

### ASIA - USA

#### MID SEPTEMBER / MID OCTOBER

Phuket    S'pore    Laem Chabang    HK    Khaosuiung    Pt. Evergl.



## YOUR CONTACT FOR SHIPPING

Are you considering to ship your yacht? Welcome to contact the Sevenstar Yacht Transport Asia team for Thailand, Malaysia and Singapore. We will be happy to assist you.



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