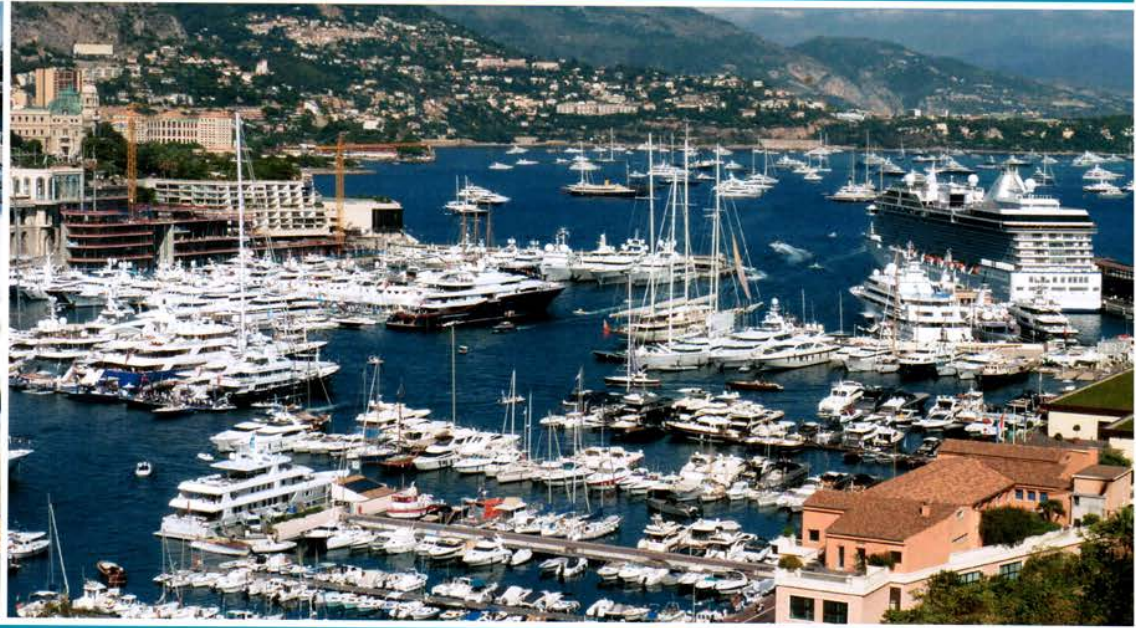


Word on the Sea



At Yellow & Finch Publishers, owners of SuperYacht Industry, we circumnavigate the maritime world to bring you back the latest industry news. Find out what the "Word on the Sea" is with Marco Geels

Around the World in One Week

Yellow & Finch's Marco Geels in Monaco

Every year, one event whisks me around the world in just five days – the Monaco Yacht Show. Although this year was lucky number seven for me, the scope of people and projects I come across still surprises me. The first morning, **Heesen Yachts** wasted no time to announce their new yacht series, which focuses on high performance and low running costs – a prevalent client desire.

That evening, the **Deutsche Yachten** (German Yacht) group kicked the week off with drinks at their quayside booth. The packed party gave me chance to catch up with German companies **Wolz Nautic**, **Piening Propeller**, **Spectec** and **Fuchs**. I discovered **Yachtlite** was the lighting genius behind the first-ever illuminated helideck onboard the 72m *Stella Maris*. I also spoke with **Dornbracht** about their world's most expensive shower – believe me, it's worth googling.

The next day, my colleague Courtney and I toured the incredible 74m *Mogambo* with Holger Kahl of **Nobiskrug**. I can't give away too much – we'll feature this German-built beauty in the next SuperYacht Industry. Courtney and

I also had a delightful, candid chat with rough-and-tumble Southerner **Billy Smith** from Mississippi-based **Trinity Yachts**. Generated on a false economy, he believes the industry won't see numbers like it saw in 2006-2007. His advice to survive this economic climate? Diversify. Venture into new areas for revenue, a trend I started to see throughout the show.

"... the atmosphere was ripe for swapping secrets of the trade."

Every evening tough, the real parties started. Whether kickin' back with a few beers from our friends at **Hamann**, **Blücher**, **Vacompact** and **Nicoverken** or sipping champagne at Hotel de Paris with Italy-based **Palumbo** – the atmosphere was ripe for swapping secrets of the trade.

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