





Shantal Amber

















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## LOOKING FORWARD!

The "bumper edition", as they are calling it, "will take place from the 30th of April until the 3rd of May, 2021 and will serve as a unique celebration of the show's growth and place in the local and global yachting community"

ike the majority of the superyacht events, Palma Superyacht Show also suffered the Covid-19 impact and has been postponed until 2021.

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Charter brokers will be pleased to know that there will be no overlapping with the MYBA Charter Show in 2021, which will be ending on the 29<sup>th</sup> of April.





ver the past few months the nautical industry has had to evolve and adapt to comply with the changes in the market. The Balearic Islands are top player in the marine industry with a broad range of professionalised businesses in a prime location in the centre of the Mediterranean. New technologies have allowed us to take the marine industry to a new level and open up to international and national markets. The Balearic Yacht Show is a new virtual yacht experience connecting the Balearic Islands with visitors from all over the world. It's a secure way to open up the nautical sector online without limitations. The show will be hosted on a new platform; Balearic Marine which is a hub for information, events and news on the nautical industry in

The Balearic Islands. This platform will be live for 365 days of the year and launched weeks before the main event. Meaning conferences and content will still be accessible after the Balearic Yacht Show has taken place. The BYS will take place on the 18th, 19th and 20th of November 2020 and made available to anyone with an internet connection. We are also preparing some smaller pre-events in the weeks leading up to the main show to assist with the launch of the Balearic Marine platform. The project was initiated by the Chamber of Commerce of Mallorca, Balearic Marine Cluster, and all the leading nautical associations from the Balearics. Aiming to position the islands as a nautical destination of reference and a solution to the recent difficulties in attending

events, fairs and conferences. We are expecting to see a broad range of visitors including captains, yacht enthusiasts and industry professionals, as well as locals passionate about the Balearic Islands. Tickets to the event are free of charge, however there will also be a limited amount of VIP tickets (by invitation only) from exhibitors with a virtual stand. The exhibitors range from small boats to superyachts and services, refit, charter, marinas and more. Exhibitors will be able to open up to a much bigger market, show their products with new technology, improve their digital strategy, save on operational costs and of course promote their business in a much more sustainable way than would be possible at a physical event.





**Kate Branagh,** the lady behind the organization of the longest running superyacht regatta in Europe shares her 2020 challenges and plans for 2021

n early March this year Steve and I were preparing for a trip to the Caribbean for the Antigua Superyacht Challenge and the St Barth's Bucket for an almost three-week trip. Being a bit of a BBC World Service News addict, I had been following closely what was going on in China and other parts of Asia and as the statistics bells rang for us here in Spain. We contemplated cancelling our trip but as we had committed to a boat as race crew and had various engagements planned, we decided to go ahead. During the first few days of the Superyacht Challenge in the Caribbean everyone was



aware of the development of COVID 19 but there did appear to be complacency from many that it on immediate plans. In a matter of a couple of days, things changed very dramatically and travel restrictions started to be talked about. At this point Steve and I rescheduled flights and decided to fly straight back to Mallorca rather than continue on to St Barth's for the Bucket. We were extremely lucky and managed to get back on the last day of regular flights - a stressful dash through Gatwick and on to Palma. By now the Bucket had been cancelled and I was seriously considering the effects on plans for the Superyacht Cup.

Of course, no one had any idea how long the state of emergency was going to last, but with increasing severity across Europe it certainly appeared that there would be a long-term restriction on movements between countries, which is so important for all our with yachts that had already entered for the 2020 regatta and talking with our sponsors but the uncertainty and risk just continued to increase. I made the difficult decision before the end of March to cancel. I believed it was better to make a quick decision so that all the suppliers, participants and sponsors had plenty of notice.

We have had very encouraging participants over the past few weeks, who are looking forward to the 25th Anniversary Superyacht Cup in 2021. With many boats on completely new schedules there is time to make new plans for next the future. We have all learnt how quickly things can change but also learnt how important it is to do what is important for you and your family and I think people excitement of racing and sharing time with family and friends. We are looking forward to bringing in some new elements to the regatta and make Superyacht Cup 2021 a very memorable year. 🔷



## ASTILLEROS Interviews

#### Captain Christina Jackson

## WOMAN IN COMMAND OF A SUPERYACHT



"To breeze over the next few years, through hard work, commitment, some natural talent and love of the ocean, I moved quickly through the ranks and had my first Chief Officers role in 2002, and it was from this point I realized that becoming a captain would not be out of my reach."

## hen did you decide to become a captain and what inspired you?

It was quite the journey really, back in the early 90's a career in yachting was not something that was widely published. I was traditionally trained in seamanship, rigging and sail making, and worked on several tall ships, and only when I was sailing in the US did the idea of transferring to yachting become an option.

I was hoping for a position on a sail yacht as a deckhand as I had over two years on traditional yachts sailing around the world, but I could not get to the interview stage, and eventually took a temp position as stewardess on a performance sail yacht, to show the crew agent I



was flexible, so perhaps that would help for future positions that came available. I had great fun, and stayed past the temp role to help with the de-rigging of the yacht for the winter. My next role was on a private sail yacht, but another traditional yacht which was 140ft, with only 4 crew and I was paid the salary of \$1,000 per month, there were many adventures on this yacht, but for a different interview!

Speaking with crew agents at the time, they advised me to pursue an interior career as at this time women were not often considered for a deck role so from here, I understood that further qualifications may potentially get me an interview.

I went back to teaching sail training and took my yachtmasters qualifications and some months later the captain of my previous sail yacht called as he needed a temp deckhand for 4 weeks to cover to the end of the season and as we worked together before, he knew he would not have to train me. So, I went to this position and stayed for over six months, and this was my entry into yachting as a member of the exterior department.

To breeze over the next few years, through hard work, commitment, some natural talent and love of the ocean, I moved quickly through the ranks and had my first Chief Officers role in 2002, and it was from this

point I realized that becoming a captain would not be out of my reach.

In the following years I was lucky to work with captains who were happy to mentor me for this role and two in particular I will mention, Mike Gribble and Giles Smith.

It was not easy to find a way in, and it came from working hard in any role I was given an opportunity in, proving that I was as capable as any other candidate.

What are the challenges that a female captain must be prepared to face when in command of a superyacht?

The role of captain is ultimately full

of challenges, but as a female in the role, it's the initial surprise from contractor, shipyards and crew, who will question that you are actually capable of the role.

Some crew are suspicious, and will often test your capabilities and temperament, which I have not witnessed when it has been a male in charge, but nowadays I find that most people are quite happy with a female, but you still have to prove your worth, where a male in this role is accepted without a second thought.

I do still believe as a female we have to have a better knowledge of every aspect of the running of a yacht to be considered an equal to a male, but to be honest I always strive for this anyway.

"A big challenge in the industry for a female wishing to follow this route is the potential number of sacrifices that perhaps do not apply to a male." Often, I receive the comment "oh, you are the captain, well done", which is always meant in the nicest of ways, but I never hear the same comment on first introduction to a male captain. I always smile to myself and have to remember that there are currently not that many female captains and its meant as a compliment.

## Do you think the yachting industry is now ready to welcome women in deck roles?

Yes, I totally believe that the prejudice that I experienced in my early years of yachting has passed. It is rare to not see a female in a deck role on sail and motor yachts; society is totally aware that male and females can function in the same roles and that each gender can bring a different outlook to a role as can just different candidates as a whole. It's much more about building a team that functions for the yacht and program than it is about gender. This goes for all departments on a yacht, not just deck.



A big challenge in the industry for a female wishing to follow this route is the potential number of sacrifices that perhaps do not apply to a male. Considering your ultimate life time goals is important, as the role of captain does not fit with the stereotypical family roles, this is of course not to say that it cannot work, but it is another hurdle to be considered and the other unspoken prejudice being age. I remember a magazine headline from many years ago "Yachting, if you are not young and beautiful, you need not apply". We see many 50 to 60+ male captains, but very few females, we don't become less competent with age, we become less "yachting".

## You have been with us with a boat undertaking a refit when COVID-19 paralyzed the whole world. How did you and the crew cope with the lockdown on board?

On the whole the crew coped extremely well during the lockdown. The challenge for me was to find the right balance for them in a work to life balance, when free time was restricted to the yacht. We were in the yard during the initial lockdown so were only allowed off the yacht to





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take the garbage ashore. Fortunately for any yachting crew we often spend extended periods on board the yacht during the season, so being restricted to the yacht is not unusual in itself, just unusual in port.

We kept to a normal working week, as there is always plenty to maintain and train, and on weekends we were fortunate to be able to use the exterior decks to enjoy the weather, so we were much better off than a great many people in Spain and the world. We also arranged group events on weekends, but had to be very conscious of the whole environment as there were many people who overlook the property, and of course you could hear a pin drop in Palma during this period.

I found that I needed to stay 100% up to date, and would spend a great deal of extra time confirming the "real" news and would brief the crew on world and local updates throughout the week, and information supplied from the Shipyard was very helpful in this regard.

It was also important to recognize

the effects on crew and their mental health, and information and group meetings really helped alleviate some issues, but of course it was an evolving and unknown situation which has been world changing.

A further challenge was when the lockdown lifted and we had the need to reintroduce contractors to the yacht, which was a safe zone with no outside contact for many weeks. Risk assessments, crew meetings and the procedures from the Shipyard made the transition back to "normal running" a great deal easier.

## What has been the impact of this unprecedented experience (the pandemic) on the best practices onboard?

I found that the understanding and use by all crew members in all departments of risk assessments has significantly improved. Using accurate and up to date information to form a new procedure to unprecedented events, never before experienced, enabled crew to create best practices with a complete understanding of

how these procedures came about. This will benefit crew, yacht and owner in the future for all best practices in all procedures.

## What does a refit process look like under a Covid-19 prevention protocol?

During the initial lockdown, when non-essential works were not permitted, it was difficult as we were coming to the end of a major refit, but also planning some major works for the short period afterwards (a number of which had to be cancelled due to the border restrictions which were in place across Europe).

With our outstanding jobs, we worked closely with the yard and outside contractors to ensure as best as we could that parts were on route, or at least in the shipping queue and the plan in place was to complete the work once restrictions were lifted. The Shipyard were available to help at all times so it was great to know that there was assistance if we needed it.

#### KNOWLEDGE SHARING





#### **A REAL**

# "KNOWLEDGE-SHARING" PLATFORM

We are pleased to announce that our educational project, the 'Tech Cafe Lectures' has now been opened for participation by the whole yachting industry in Palma.









hese Tech Cafe Lectures were initiated 2 years ago and were designed as a corporate knowledge management tool to streamline the learning process and provide our team with the most up to date information on specific technical topics. Subsequently, as a result we feel that it is a good idea to give other industry stakeholders access to these practical resources and transform our internal educational talks into a real "knowledge-sharing" platform, supporting the needs of our sector.

The format of the Tech Cafe lectures is a 1-hour presentation, followed by a Q & A session and ending with a happy hour to enjoy good company and conversation.

As soon as the COVID-19 pandemic is well under control we will be back with more sessions and we hope to see you all among the participants. ---

#### So far we have covered many interesting aspects with themes such as



"Yacht Paint Management during the lifecycle maintenance program" presented by Alejandro Exposito of Optimiza.



"AV/IT Technology design on yachts" presented by Edwin Edelenbos of FWD Innovations.



"Failure of structural material & detection capabilities of NDT methods" presented by Ramón Servent of Testia.



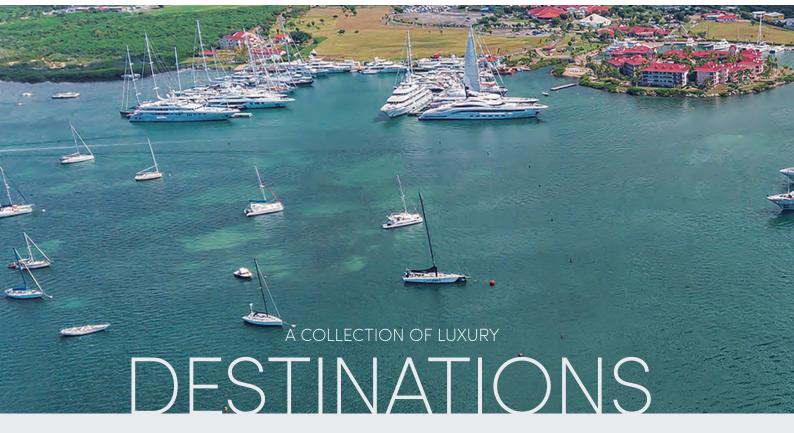
্রী "Managing Guest & Crew expectations using the relevant communication system" presented by Roger Horner of e3 Systems.





### Knowing our PARTNERS





We are pleased to announce our newest strategic partnership with IGY Marinas, and affiliation to the world's leading superyacht vessel support network — The IGY Anchor Club.



With the ability to match our professional levels of customer service and transparent business ethics, both companies focus on the alliance of bringing together the highest industry standards of service.

"The addition of Astilleros de Mallorca as an IGY Marinas Anchor Club Strategic Partner is an exciting and positive step for both the shipyard and IGY Marinas, and we are very much looking forward to building our relationship and welcoming more vessel support companies throughout Europe" comments Bert Fowles, Vice President of Sales and Marketing for IGY Marinas. "IGY, as the market leader in nautical tourism, is thrilled to launch this strategic partnership with such a respected global leader in the repair and refit sector."

Setintheheartofthe Mediterranean,

Astilleros de Mallorca is the preferred expert of more than 250 Captains and Project Managers per year. Through its strategic alliance, Astilleros de Mallorca's refit fleet can benefit from IGY exclusive offers including long term berthing packages specifically designed for the world's largest superyachts over 100m.



#### **About IGY Marinas**

Based in Fort Lauderdale, FLorida, IGY Marinas is one of the largest international marina companies in the world and a leading point of contact for superyachts in the Americas and Europe. The company's network includes 18 marinas operating in 11 countries, United States, Mexico, Panama, Colombia, Turks & Caicos, St. Maarten, St. Lucia, France, Italy and Spain; with more than 9,000 unique vessels serviced annually and approximately 100,000 customers

each year. With nearly 3,000 slips under management, IGY Marinas caters to a variety of markets, including sportfish, cruise, sail and megayacht. IGY Marinas also has more than 400 slips accommodating vessels over 80 feet (24 meters), making them the leading destination ports for some of the world's largest yachts - servicing more than 1,000 superyachts per year. Additionally, IGY Marinas boasts one of the world's leading large-vessel support networks, the IGY

Anchor Club Strategic Partners, which encompasses an array of services from provisioning to crew training, along with health and maritime travel. IGY Marinas also hosts top international sailing, fishing and nautical-related events, making its marinas highly soughtafter maritime activity destinations. With a passion for giving back on a global scale, the company supports its marinas twice a year as part of its "Inspire Giving through You" philanthropic initiative.

#### **Knowing our PARTNERS**



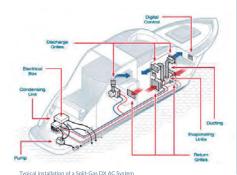
#### **Check the state** of your boat's ductwork





he extraction ducts of your vessel accumulate waste. which in certain quantities and due to its flammable nature, poses a great threat. The accumulation of grease in the galley, soot in the engines and lint from the dryers can lead to fires.

Some installations require specific tools for precise diagnostics. VILO YACHTS is a Spanish company based in Mallorca, leader in the technical cleaning sector with a benchmark in innovation and sustainability. They perform specific treatments for the cleaning of galley exhaust ducts, laundry ducts, sanitisation, as well as cleaning and disinfection services in air conditioning systems for any type of vessel. All works are certified and they use the same cleaning and disinfection methods as in the most demanding environments. A thorough annual clean promotes fire prevention.





#### Professional desinfection

methodology disinfection to high levels of sterilisation, which also increases the overall quality of the air.

During the disinfection they use ionized water, a powerful natural disinfectant that achieves a level of disinfection 80 times more powerful than any chemical product, in a completely natural way.

Vilo Yachts use ozone to eliminate any kind of virus and bacteria that is spread through the air and thus ensuring a healthy environment.

Their disinfection methods do not pose any risk to people, whom may return to the vessel after disinfection has been completed and can sleep onboard that very same day. ---

#### Technical cleaning services of ducts and exhaust pipe

#### Galley Extractor fan and ducts

Maintaining your galley facilities up to date in terms of cleanliness, hygiene and fire protection.

#### Laundry ducts

Elimination of accumulated fibres, dust, cotton, nylon, etc. which damages machinery, shortens the useful life of the system, and is the cause of many fires, due to the build-up of static electricity which generates friction inside the ducts.

#### Exhaust pipe

Cleaning of smoke exhaust pipes and removal of accumulated soot, thus improving performance and consumption onboard the vessel.

## Knowing our PARTNERS



## Rigging

In this edition of our magazine we put the spotlight on one of our longest standing partners, Trabajos en Cabos

■rabajos en Cabos (T-E-C) specialises in Running Rigging and the supply and splicing of traditional and hi-tech lines for all yachts, be they race or cruiser. Over the past 15 years, T-E-C has become increasingly involved in bigger and more comprehensive projects, resulting in a large following of Superyacht clients. Not only do they provide a splicing service, working with hi-tech modern ropes for these superyacht clients, but they also offer traditional rigging for the classic yacht clients. Their extensive splicing and rope working skills have been gained through many years of sailing as competitive sailors, beginning with racing dinghies, and honed nowadays by crewing aboard some of the most high-profile racing yachts in the world. The qualities that Astilleros appreciates the most is that their team is always going that extra mile to ensure the right product for each bespoke project. In addition to supplying lines and running rigging, T-E-C also provides a consultancy and advice service. The most important part of their work is the fabrication of Running Rigging and the necessary specifications for each application, T-E-C can produce certifiable Lifting



Strops and Slings. Reduction of weight, hand ability and ease of storage are key factors for these final products. Working with hi-tech modern ropes as well as traditional rigging, every type of line can be built in their workshop with their state-of-the-art splicing benches. T-E-C caters for all types of yachts, be it sailing or motor, and can undertake any custom build project no matter how large or complex. Over the past two decades, T-E-C has ensured race support for projects during races and/or events and have the possibility to travel throughout Europe with its equipment and service, in addition to offering an Intercontinental service. Undoubtedly, one of their guarantees, are the companies they partner with. The close relationship with Marlow at the forefront of technology and development, T-E-C is able to deliver

some of the best projects in the world. It is for this exact reason that we continue to work extensively with T-E-C. Cutting edge products combined with meticulous splicing and rope working skills has created an unbeatable team.



## Inside ASTILLEROS

## Astilleros de Mallorca is becoming a **Bonded Store Operator**





After having been granted the Authorised Economic Operator for Customs Simplification, Astilleros de Mallorca has applied to be a Bonded Store operator. Considered today a key element of our industry and especially useful for yachts under refit, this new inhouse activity enables us to handle the constantly increasing captains' and subcontractors' demands for materials & equipment importation outside the EU.

The Bonded Store concept is particularly advantageous for high-cost goods imports with a low or medium rotation, allowing in this way to defer payment of import VAT and any import duties that may otherwise apply. Our Bonded Store will be located onsite at our main shipyard facility, thus offering the necessary space to temporarily store materials and equipment, without the need to import them. Meanwhile custom authorities will apply a temporary suspension of import duty.

This will undoubtedly become a focal point in the variety of services already offered by Astilleros de Mallorca and complete perfectly the already existing and essential TPA (inward processing) service.

Dimensions and services linked to the warehouse will be made public in the near future.



#### Our new

#### **Store Products Catalogue**

stilleros de Mallorca is glad to share with you our brand new Store Product Catalogue.

As a former new build shipyard, over the decades we have forged a strong relationship with hardware suppliers. We stock thousands of different references that our workshops have tested over the years, selecting the best equipment from each brand. This gives us the opportunity to not only offer high quality products, but to also negotiate very competitive prices.

In a world where the trend is to minimise stock, it can be extremely challenging to cope with a sudden urgency. Every reference found in our catalogue is in stock. In our sector, immediacy can be

an outstanding factor. For this reason, we have made a big effort to stock essential items, as well as those "last minute" necessities. we know can make all the difference. This makes Astilleros de Mallorca a key supplier to take into account for essential yacht equipment while in or around the Balearic Islands.

Please do not hesitate to contact us with your query and we will try our best to satisfy your request.

malonso@astillerosdemallorca.com









ASTILLEROS Case Study

M/Y
Cocoa Bean

REFIT PROJECT
FOR A 74m
SUPERYACHT

Astilleros de Mallorca, Langan Design and PINMAR complete the 3-phased refit project for the 74m M/Y Cocoa Bean.



hilst marking our 75<sup>th</sup> anniversary in 2017, we became involved in an important refit challenge and were selected as the shipyard of choice for the refit project of the 74m M/Y Cocoa

Bean. The internationally recognized Langan Design Partners were in charge of the architecture & design aspect of this ambitious refit, while the leading paint company PINMAR took care of her re-paint. Now that



this complex refit task has been completed, we are proud to share the end result.

Commissioned by her current owner, the 74m Cocoa Bean was launched in 2012 at the now closed Trinity Yachts shipyard, and was the largest yacht the shipyard had ever built. The vessel was hauled out in our facilities for the first time in 2017. In order to keep the yacht operational during the Summer season, but to also ensure the best possible control of technical specifications and associated costs, it was decided by Hydrodynamics, the Owner representative company, to extend the refit project over 3 phases, starting in 2017. During this initial project phase, we installed a new waste treatment plant, built and installed a new custom designed composite jacuzzi. We



also installed an updated crew mess and performed some additional maintenance work. The 2<sup>nd</sup> refit phase saw the installation of a completely redesigned, modern, and functional galley, along with a new extraction system. The 3<sup>rd</sup> and crucial phase, undertaken during

the refit season 2019-2020, focused primarily on improving the exterior styling of the yacht. Driven by the owner's desire to make the profile of the yacht more homogeneous, this latest refit gathered more than 150 professionals who have worked towards the common goal of making

the Principal's vision a reality. The perfect synergy between all involved parties ensured the essential ingredients for reaching the desired quality and bespoke delivery times.

"Cocoa Bean gives an impression of power: she is a large yacht, with a relatively low profile for her length and



an impressive 12-meter beam. The changes made during this refit were substantial: the brows on the top and bridge decks were extended, the fashion plates and engine room grills redesigned, the aft bulwark lowered, a new larger flagstaff was installed, and trim details were added or enhanced. For each of these changes, the goal was the same: to make the overall design feel more consistent, natural, in keeping with the impression of power and grace the yacht conveys.

These changes were also an opportunity to provide a better experience while on the yacht. The lowered bulwark affords guests on the main deck seating area aft a clearer view of the yacht's surroundings. The service counters integrated into the new air plenums mean less clutter on the aft bridge deck and allow the crew to layout a buffet while not intruding on the guests socializing and enjoying the view.", commented Thomas Degremont from Langan Design Partners.

Our latest refit agenda included a full vessel repaint, re-styling and reconfiguration of E.R. air grills and fashion plates, new piping detail to house sides, re-styling of transom, antenna mast styling modifications, new deck wash lockers, completion of ABS 5-year special survey and extension of superstructure brows. Thanks to Langan's high quality drawings we have been able to produce detailed drawings and mapped the concerned areas. We have cut down the bulwark and re-welded the fashion plates. In addition, we integrated new







stainless-steel handrails with teak cap rails.

The most challenging part here was to lower the vent pipes, all under Flag and ABS rules compliance, and to fit them under the new, very limited height of the bulwark and successfully integrate the newly remodelled passarelle door

without redesigning the whole mechanism. The stern crane lead had to be modified as it is now fully integrated into the new bulwark shape and the newly designed rotating stainless steel flagstaff was manufactured in order to avoid interference with the stern crane during its manoeuvre.





#### Other key points of phase 3 were:

- ▶ Re-design and complete reconstruction of the fashion plates including the air grills. In addition, the handrails had to be adapted to the new design.
- ▶ Re-design of the washing lockers along with the entire piping system, redirecting the fuel intakes to the garage in order to improve operational area effectiveness and better functionality for the crew.
- ▶ Removal of the two countertops located on the aft bridge deck and integration into the new fashion plates 2 new, fully equipped service counters(fridges, lighting, electricity, storage,...) with a BBQ which remains completely hidden when not in use. In addition, removable wind screens have been installed.
- ► The bow fashion pipes have been completely redesigned and built.
- ➤ The two brows (bridge and upper deck) have been extended to lengthen the superstructure.
- ▶ A complete re-paint has been carried out with complete fairing of the affected areas.
- All discharge valves have been changed from the AISI standard to the DIN standard by changing all

the distant pipes and flanges.

▶ All the cranes, gangway, ladders, doors, etc. have been dismantled in order to carry out maintenance repairs and to carry out the complete re-paint, being reinstalled at the end.

Parallel to the reform, the ABS special 5-year survey Hull and Machinery had to be completed. Another challenge has been how to start the engineering process (scanning, construction drawings and cutting files) before starting the refit process. It is quite common to not consider the engineering process in the refit period, so it is very important to properly schedule

the whole time frame according to the actual project needs and timings. The deadlines were, from the very beginning, very stretched. We had to coordinate the structural reform (all the hot works) with a complete paint system application from PINMAR, subsequently having to work in areas with different delivery dates and on a partial delivery basis. In this way, we optimized the planning and reduced the margin of complications to a minimum. Some paint details were changed and the superstructure is now a different shade of white with a striking new boot-stripe, resulting in a more improved modern-looking Cocoa Bean. --



