



SAIL BOAT



MOTOR BOAT



SUPERYACHT



WORK BOAT



SPORT FISHING



COMMERCIAL FISHING

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Company News

QUEEN'S AWARD



INTERNATIONAL TRADE 2022

Digital Yacht have been awarded a prestigious Queen's Award for Enterprise. The award is for international trade where we have shown exceptional growth over the past 3 years with exports to over 100 countries. Exports now represent more than 75% of our revenues.

These awards are the most prestigious for UK businesses. The Queen makes them annually on recommendation from the Prime Minister and this year's announcement (21st April 2022) coincided with her 96th Birthday. Thank you to all our international customers.

Find out more inside...

Plus!
New Products
Now Shipping



DIGITAL UPDATE

May-June 2022

Top Achievement - Queen's Award for Enterprise for Digital Yacht UK

NavAlert - Shipping Now! Our latest NMEA 2000 monitoring & control solution

Digital Yacht Foundation - Great ideas and actions for making our community a better place

Made in Europe - We're proud we think globally and make locally and adapt to local conditions

New R&D Capability - We've just added a new facility for product design and development

We're Growing Too! New R&D Expansion at Number 7 Farleigh Court



International Trade Achievement & New R&D Office Too

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The Queen's Award For Enterprise: International Trade 2022

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"This award is an amazing team achievement that celebrates everything we do from product development, local manufacturing, international marketing, logistics and our corporate social responsibilities" commented Nicolas Guerin who heads up business development. He joined Digital Yacht 7 years ago as a business graduate and has seen the business grow with the opening of a new European office in Rouen last year. Digital Yacht also has a Boston based office for the US & Canadian market.

Founder and CEO, Nick Heyes added "Digital Yacht started back in 2011 with just a handful of products. Since then, we've organically developed innovative products and solutions spending 15% of revenues on R&D. We think about the global market place right from the outset. To earn this Queen's Award for Enterprise is a huge accomplishment for the business and the whole crew. Well done team Digital Yacht"

Thank you for all your support - and especially our international customers. Over the next few months, we'll be sending all our customers a small gift to celebrate.

We have now expanded our UK design and development capability with the opening of a new office adjacent to our existing Farleigh Court facility. You can now find us at Number 6 & 7 Farleigh Court!

Farleigh Court is now a modern development of offices but it started life as the Bedminster Union workhouse, built in 1837 on what is now Old Weston Road at Flax Bourton. The Poor Law Commissioners authorised £6,600 (how much is this today?) on its construction which was to accommodate 300 "inmates". Right now, the DY Team love the idea of being an inmate!

A large chapel, dating from 1860, was added at the south of the site. Designed by John Norton, it was dedicated to St George and built at the expense of William Gibbs of Tyntesfield - now a famous National Trust house. The chapel is now occupied by a food technology business. Times change thank goodness!

Between 1929 and 1956, the workhouse became Cambridge House, a mental deficiency colony run by Somerset County Council. It subsequently became known as Farleigh Hospital, which was the centre of a scandal in 1971 when two members of the nursing staff spoke out about the appalling treatment being meted out to the vulnerable patients.

Now Farleigh Court has been redeveloped as modern offices with hopefully a much happier working atmosphere and environment - although much of the original building, church, courtyard and gardens has been preserved.



Working late at Farleigh Court where we now occupy another office focused on design and product development



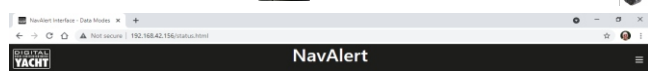
Next Generation Alerts & Monitoring For Any NMEA 2000 Network

NavAlert is Digital Yacht's latest innovation and allows an alarm to be set for any parameter that's available on the boat's NMEA 2000 network. That could be navigation data such as depth, heading or speed, electrical data such as voltage and engine/generator data including temperature, pressure, tank levels, fuel flow etc.

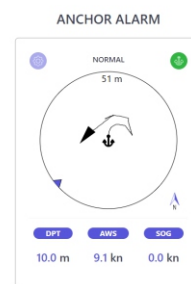
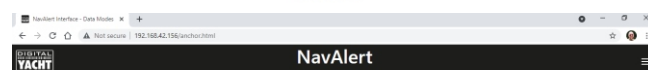
Operation is simple. Simply search for the wifi network that NavAlert creates and connect via a smart phone or tablet. Open a browser and connect to NavAlert and you're presented with a clear graphical interface allowing easy setup, configuration and viewing of the alerts and network data. NavAlert constantly monitors the whole network so alert parameters can be set for any variable.

In addition to its built in audible alert, alarms can also be relayed back onto the NMEA 2000 bus which then allows compatible devices (Garmin support this) to display a pop up window in the event of an alert. An SMS alert text message can also be sent through our 4G Xstream to a remote phone - ideal for remote monitoring

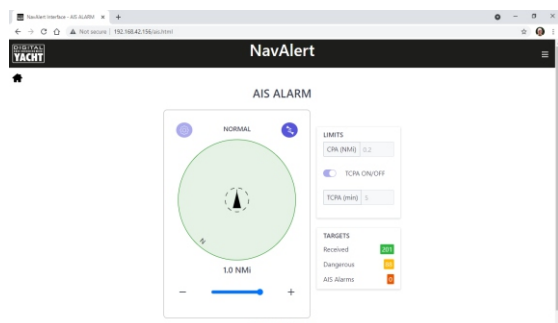
Alarms are independent of any alarms set on a plotter allowing NavAlert to operate even without a primary multi function display being powered up - an important feature for power limited sail boats.



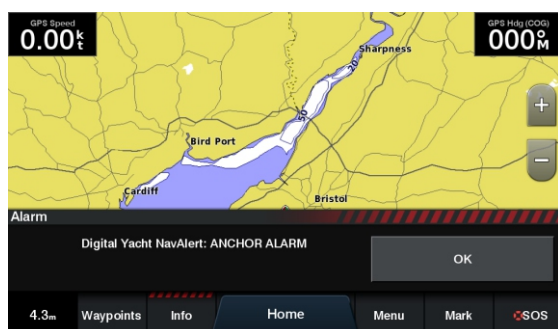
ALERTS STATUS				
DATE	TIME	ALARM DESCRIPTION	STATUS	COUNT
30/06/2021	10:54:43	Door open or locking device not secured (representative)	DISABLED	1
30/06/2021	10:54:52	Seawater Flow - Low	NORMAL	1
30/06/2021	10:55:01	Phase C - Frequency Unavailable	ACTIVE	1
30/06/2021	10:55:10	Phase B Frequency - High	SILENCED	1
30/06/2021	10:55:28	Overload	ACK'D	1
30/06/2021	10:55:34	Communication Error	ACK'D	1
30/06/2021	10:55:42	Rotation - wrong way	ACK'D	1
30/06/2021	10:55:51	Superheater outlet temp - high	ACK'D	1
30/06/2021	10:58:11	Lat / Long Function - Unavailable	NORMAL	1
30/06/2021	11:12:43	Sludge level - high	DISABLED	1
30/06/2021	11:12:58	Bathing Platform Up Sensor Failure	NORMAL	1
30/06/2021	11:13:16	Edge Pump Running Sensor Fail	ACTIVE	1



Anchor drift remains a worry for boaters and a customisable anchor drift alarm is built into NavAlert. In addition to a graphical display showing track and anchor drop point, the alert has an algorithm for boat length, depth of water and length of chain to calculate the optimum alarm radius



Collision remains a major threat at sea so NavAlert uses AIS data for a custom alarm. CPA (closest point of approach), target range and TCPA (time to closest point of approach) variables can be preset.



Alerts can also be relayed to compatible multi function devices (Garmin supports this function) for a pop up data window indicating an alert and the ability to acknowledge



Digital Yacht Foundation

Gateway for CSR Activities



Our Social Ideas For Environment, Education & The Maritime Community

Digital Yacht has set up the Digital Yacht Foundation and we're really excited about it! This is a project that has been in the pipeline since we took a timeout over the pandemic to think about what is important to us and what we can do as a business to give back to the maritime community.



Find our more at
www.digitalyacht.org
e-mail eleanor@digitalyacht.org

The Foundation and how it works

The Digital Yacht Foundation is dedicated solely to supporting causes that are close to us. Initially we have decided to donate to charities that are already up and running and doing great work. Knowing where to start was a task in itself but with our focus on the three themes of Environment, Education and Engagement with the maritime community, we have managed to choose five charities which embody our values and are aligned with what we're doing as a business. The charity in the spotlight this month is The Cirdan Sailing Trust and we would like to encourage you to make a donation at www.digitalyacht.org

Who are the Cirdan Sailing Trust and what do they do?

The Cirdan Sailing Trust was established in 1983 and since then has provided around 33,000 young people from across the UK with self-development, integration and learning opportunities through the challenge of life at sea aboard their large sailing vessels.

Why has Digital Yacht Foundation chosen Cirdan Sailing Trust as a charity to support?

The Cirdan Sailing Trust is a unique charity as it provides children who are suffering from mental health and learning difficulties with the opportunity to talk about their problems outside of a clinical setting. The children express how much easier it is for them to open up when conversations arise naturally and when they're not pressured into having intense one-on-one conversations. The experience is a kind of 'adventure therapy', allowing children to tackle adversity together with the support of psychologists and professional sea staff. It encourages children to leave their houses and inspires them to live their lives outdoors and to learn more about the environment; this sense of fun and adventure, coupled with the peace that people can find at sea, is what we love and encourage more than anything here at Digital Yacht Foundation!

Proudly Made in Europe

We're proud of our design, manufacture and service heritage and happy to put a stamp of **Made in Europe** on our products. Digital Yacht is a UK headquartered company with subsidiary offices in Europe and the US. We have a global development team but still manufacture in Europe. We're now exporting to over 100 countries. Our new French office opened in 2020 to make European distribution seamless and we're growing fast too! Back in action after the Covid pandemic, we've been busy at the Paris, Grand Motte & Palma boat shows. Last month, the European team moved to a new office in Rouen. Regardless of the issues of Brexit, we're happy to present a range of products **Made in Europe** and we can't wait to start building products in the **United States** too. Watch this space...





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