



Winter 2015

For connoisseurs of luxury travel

A Camper & Nicholsons International publication

Camper &
Nicholsons
International

YACHTING SINCE 1782



SEA +

Caribbean cocktail

Discover the magic of the Grenadines on board the fun-fuelled charter yacht *At Last*; see and be seen with the best of *Virgin Gorda*

On board

The superyacht with the ultimate beach club; new yachts to ring in the New Year; celebrating the jobs behind the yachts

Issue 31

Well decked

Designer apparel for elegant charters on board *Polar Star*; the latest must-have accessories to wear at home and at sea

ULTIMATE EVOLUTION



Official government fuel consumption figures in mpg (litres per 100km) for the Aston Martin Vanquish: urban 14.6 (19.3); extra-urban 31.0 (9.1); combined 22.1 (12.8). CO₂ emissions 298 g/km. The mpg/fuel economy figures quoted are sourced from official regulated test results obtained through laboratory testing. They are for comparability purposes only and may not reflect your real driving experience, which may vary depending on factors including road conditions, weather, vehicle load, and driving style. Energy efficiency class G.



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Vanquish

Contents

Up front

8

SEA+I News

The latest developments and events from *Camper & Nicholsons* and the world of luxury yachting

18

On charter

Highly esteemed new yacht additions available to charter along with hot destinations to consider for both the winter and summer seasons



32

Where in the world

A fabulous selection of the latest hotels to open around the world



38

Abode

Beachfront properties in the Caribbean's Windward Islands

Yachting



26

Yacht focus

Step aboard the recently refitted and extended superyacht *Icon*

28

Word on the bridge

Captain Julian Sincok talks to SEA+I from Abu Dhabi



30

Gourmet gossip

Culinary tales on the brand new *Illusion V*

70

In profile

SEA+I looks at the jobs supported by a yacht once she has been launched

74

Behind the scenes

As *Camper & Nicholsons'* Charter Marketing Department celebrates its 20th birthday, SEA+I takes a closer look at the services it offers

77

Little Black Book

A showcase of some of the newest and most advanced yachts available to purchase

Travel



42

Island life

Virgin Gorda's *Rosewood Little Dix Bay* gives an insight into the best the island has to offer



46

City guide

The sharpest places to stay, eat, drink and view in Istanbul

60

Aboard ashore

Discover the tranquil shores of St Vincent and the Grenadines aboard the fun fuelled charter yacht *At Last*

Lifestyle

40

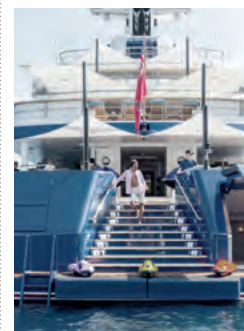
Homme

The ultimate scents and styles to take on board

41

Glam

What she's wearing at home and at sea



50

Life afloat

SEA+I brings you the latest luxury lifestyle aboard the impressive decks of *Polar Star*

66

Expert opinion

The complexities of displaying art on board and the joys that collections can bring

FOR THE NEW EMPERORS



BEIJING - Sparkle Roll
BEIRUT - Atamian
DOHA - Ali Bin Ali
DUBAI - Levant International
www.dewitt.ch - info@dewitt.ch

HONG KONG - Prince
ISTANBUL - Greenwich
LONDON - Harrods
MIAMI - Kings Jewelers

MONACO - Kronometry
MOSCOW - Mercury
NEW YORK - Cellini
PARIS - Kronometry

DEWITT
REVOLUTIONARY BY TRADITION

**Winter 2015**

For connoisseurs of luxury travel

A Camper & Nicholsons International publication

Foreword

A warm welcome to the **winter** issue. This time of year signals a two-fold duty: first you have to see out the current year in style, and then you have to ensure the **New Year** starts as you mean to go on. In this issue of **SEA+I** we've got both covered.

Trips abroad cover the gambit from winter in the **Grenadines** or **British Virgin Islands**, to summer in the **Balearics**. We round up the sharpest places to stay and eat in **Istanbul** and discover a fabulous selection of the latest hotels to open around the world.

And what to take with you? The ultimate in **scents** and **style** are sniffed out in our Glam and Homme pages. As always, we have plenty of **glamour** and exclusivity on board a handful of the finest yachts afloat, from luxury lifestyle aboard the decks of **Polar Star** and the recently relaunched **Icon**, to culinary tales on the brand- new **Illusion V** and a Caribbean adventure on board **At Last** - all your yachting inspiration is at hand.

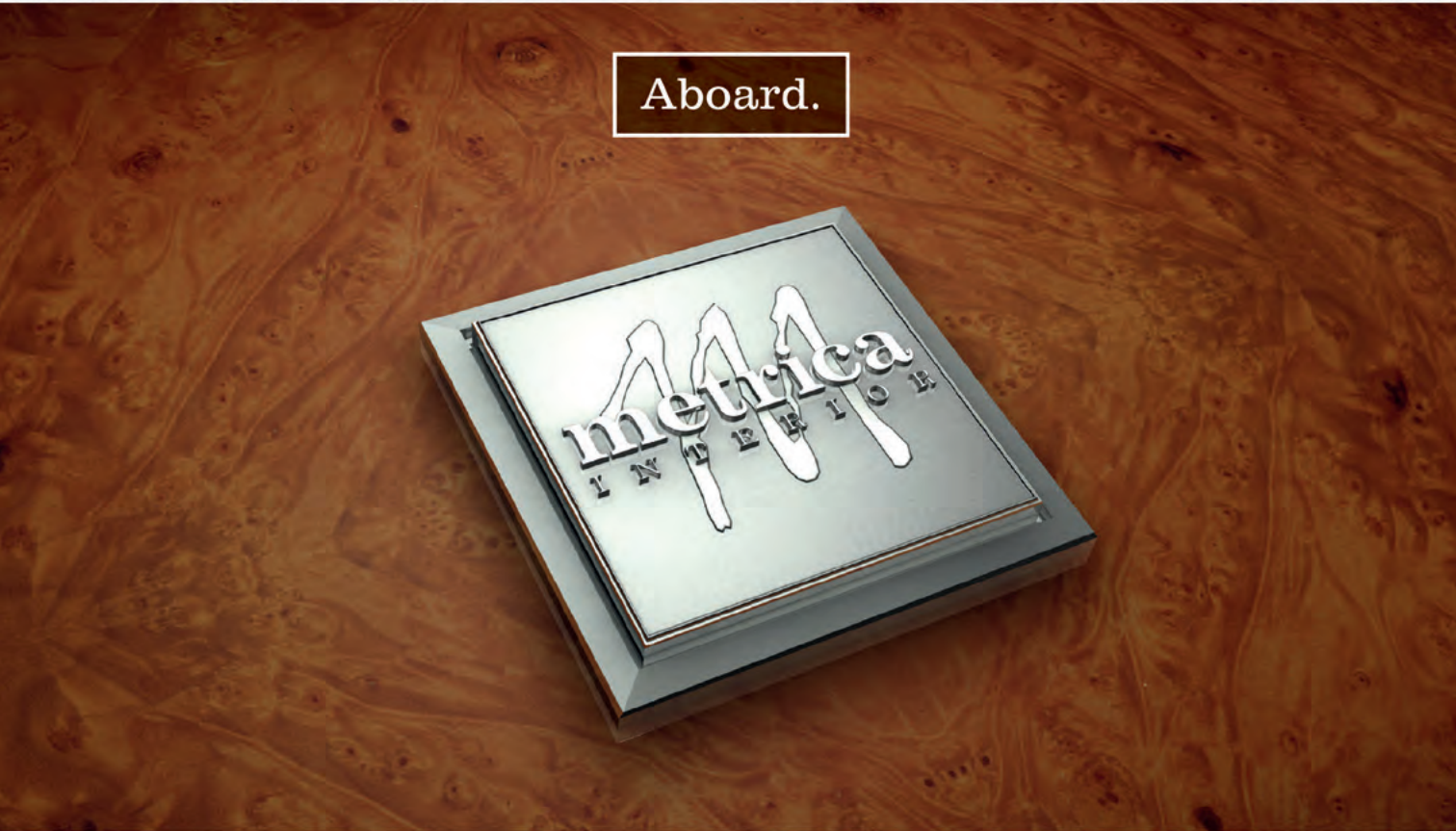
Continuing our theme from our autumn issue, we research behind the scenes of the superyacht industry and our findings show that **260,000 jobs** are supported annually by the industry with the average yacht financing nearly 50 jobs a year. Once again, we talk to experts from the **art world**, this time about how best to display collections on board.

With travel, gifts, fashion and design covered, all that remains is for all of us at **Camper & Nicholsons'** to wish you the best for the end of 2014, and a very happy **New Year** to come.





Aboard.



Aboard.



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SEA+

Published by Camper & Nicholsons International, **SEA+I** is a magazine for the world's most discerning travel connoisseurs - those who have made luxury travel a way of life. It celebrates the exceptional, the extraordinary, the priceless, the indulgent, the esteemed and the ultimate that the world can offer.

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News+



ANTIGUA CHARTER SHOW

With its spectacular surroundings, warm climate and endless berths filled with seriously impressive yachts, it is easy to see why the Antigua Charter Show has become the industry's most eagerly anticipated winter event. One of the most important weeks in the calendar for charter brokers, the show provides an opportunity to look at the high calibre charter yachts making their debut on the charter scene or old favourites with updates. This year's show, which will take place from the 5-11 December, welcomes 100 yachts. *For a full list of yachts attending the show please go to www.camperandnicholsons.com. Should any of the yachts look appealing for your next charter please contact your nearest charter broker, see page 6.*



A FLURRY OF BIG YACHT SHOWS OVER THE PAST FEW MONTHS HAS MEANT IT HAS BEEN A VERY BUSY TIME FOR THE YACHTING WORLD. HOWEVER, WITH TWO OF THE INDUSTRY'S LARGEST EVENTS ON THE HORIZON, THE SHOW SEASON IS FAR FROM OVER

MIAMI INTERNATIONAL BOAT SHOW

Miami is set to host its 27th annual yacht and brokerage show between the 12-16 February 2015. For five days, Miami Beach's famous Collins Avenue will be transformed into a spectacular yachting haven, displaying a selection of the world's most extraordinary and uniquely designed yachts from the finest shipyards. Among the 500 vessels on show will be some incredible offerings from Camper & Nicholsons' sales and charter fleet. The event spans three separate venues, including the Miami Beach Convention Center, the New Yacht & Power Boat Show at Sea Isle Marina, and Strictly Sail at Miamarina at Bayside - making this show Florida's largest annual event. Other attractions hosted over the week include yachting seminars, sports fishing and travel exhibitions, plus scuba diving in the heated pool.

For further information on Camper & Nicholsons presence at the show, please contact your broker or go to www.camperandnicholsons.com



—
CAMPER & NICHOLSONS' CHARTER COLLECTION 2015

Featuring 115 of the charter market's most sought after yachts, along with a guide to the world's most stunning cruising grounds, the 2015 edition of the Camper & Nicholson's Charter Collection is overflowing with vital information for anyone interested in chartering a superyacht. A yacht charter is the key to a world of freedom, providing an unrivalled opportunity to explore the world at your own pace. Gone are the days when superyacht charters were confined to the Mediterranean in the summer and Caribbean in winter; now, they take place all over the world every day of the year, and this year's cruising pages span the very best cruising grounds. Available in digital format and print. Contact your Camper & Nicholson's broker for your personal copy.

Show + tell+

—
CAMPER & NICHOLSONS' PRESENCE WAS AS STRONG AS EVER DURING THE RECENT CANNES, MONACO AND FORT LAUDERDALE SHOWS. CAMPER & NICHOLSONS HOSTED CLIENTS AND FRIENDS AT A NUMBER OF EVENTS THROUGHOUT THE SHOWS AND THE AUTUMN SEASON HAS BEEN DEEMED A GREAT SUCCESS FOR ALL INVOLVED



—
MONACO YACHT SHOW

Monaco has certainly become a dab hand at putting on a yacht show over the past 42 years and this year was no different. With its newly unveiled Yacht Club at the centre of the event, the 42nd Monaco Yacht Show brought about plenty of firsts. Camper & Nicholson's were lucky enough to kick off the show in the spectacular new premises with their annual cocktail soirée. Three hundred guests made their way to the 5th floor terrace for breathtaking views over Port Hercules and the superyachts berthed below on the evening of the show. Guests were also treated to a private collection of inspiring works from fine art experts Gladwell & Patterson, a selection of timepieces from Arnold & Son, as well as delicious wines from Casillero del Diablo.

Camper & Nicholson's also hosted a number of glamorous cocktail parties during the week on board two yachts from its sales fleet - the 63.4m (208') Polar Star and the 44.9m (147'3) Bravado. Guests were, once again, treated to inspiring works of art from Gladwell & Patterson, wines from Casillero del Diablo, Champagne from Piper Heidsieck, and a selection of timepieces from Arnold & Son.

Among the superb fleet on show during the week was the newest delivery from the Italian Benetti shipyard - the 58m (190'3) superyacht, Illusion V. Displayed across from the Camper & Nicholson's stand, the stunning décor of this much talked about Benetti made it one of the event's star attractions. Camper & Nicholson's also had a number of new listings on display during the week, including the 51.7m (169'7) Red Dragon, the 47.55m (156') Princess Too, the 47m (154'2) Yalla, the 46.6m (152'1) Project 12 and the 40m (131'2) Galatea.

Camper & Nicholson's newly designed state-of-the-art stand was a hub of activity throughout the four days, attracting a constant flow of guests and clients in need of advice. A fleet of Aston Martin Rapide S cars and WIDER 32' express cruiser shuttles were also available to Camper & Nicholson's clients, so that travelling around the busy show was a stress free process.





FORT LAUDERDALE INTERNATIONAL BOAT SHOW

The sun shone down on America's East Coast for the duration of the Fort Lauderdale International Boat Show, bringing out the crowds for what has now become the world's largest boat show. Among the visitors were plenty of genuine buyers and a number of the boats on display with Camper & Nicholson's were under offer at the end of the first day of the show.

Yachts from the Camper & Nicholson's fleet attracted a lot of attention during the week and were inundated with viewings, including the 58.3m (191') Unbridled, the 52.12m (171') Gravitas, the 39.62m



(130') Gusto, the 38.16m (125') Northlander, the 30.48m (100') Insatiable, the 26.6m (87'3) Patriot, the 26.19m (85') Playpen and the 23m (75') The Black Dog.

As well as displaying some of the best superyachts at the show, Camper & Nicholson's hosted clients in ultimate style at its VIP lounge right at the heart of the event. As the show area is palatial, Camper & Nicholson's also went the extra mile and provided clients with Porsche Panameras to transport them around the show. Clients were also treated to lunch at Camper & Nicholson's VIP Café inside the Bahia Mar Hotel. One of the most talked about events of the

show was cocktails aboard the 52.12m (171') Gravitas. More than 140 people climbed on board the beautiful motor yacht to sip delicious drinks, including Chai Rum, Champagne and Casillero del Diablo wines, dine on exquisite food and listen to live music. A 918 Porsche Spyder was on display on the deck of the yacht and provided a much admired centre point for the party. Lucky guests also enjoyed pampering themselves with Replete's line of skincare. Other sponsors for the evening included Elite Traveler, YCCS Marina Virgin Gorda, Douglas Elliman Fine Homes and Knight Frank Residential. On the

last night of the show Camper & Nicholson's threw their legendary crew party at their stand for over 300 captains, crew and industry friends

Guests watched the sun go down over the show while listening to live music, enjoyed a wonderful selection of foods made by Grateful Palette and refreshed themselves with drinks provided by Cellars Wine and Spirits. Special thanks also go to Bion Shoes, who provided shoes for over 100 attendees at the event, and Oversea Yacht Insurance, Travelers Luxury Yacht, PI Marine, Underwater Lights Limited, SLS Custom Lighting and YachtSign for also sponsoring the event.

Sales+

Last issue SEA+I predicted shorter selling times for the autumn after witnessing a rise in competitive prices in the market. Fast forward a few months and Camper & Nicholson's recent brokerage activity shows just that. The third quarter saw Camper & Nicholson confirm the sale on a number of yachts after very short marketing periods. These figures show that if a yacht is well priced, buyers are not afraid to act, and fast, which suggests that this winter is going to be a season for clever negotiation.



— PERFECT PERSUASION 45.73m (150') Oceanfast 1997



— PETRUS 33m (108') Sanlorenzo 2007



— PASSE PARTOUT 42m (137'9) Jongert 2001



— BAR CO 25.8m (84'6) Geta Corp 1991



— BOLERO 32.5m (106'7) Bolero Yachts 1991



— REMEMBER WHEN 48.77m (162') Christensen 2011

—
**THE DESIGN
INCLUDES
A RAISED
PILOTHOUSE
WITH OWNERS
SUITE LOCATED
FORWARD ON
THE MAIN DECK**

—
**MOONEN NEW
CONSTRUCTION
PROJECT**

Camper & Nicholsons' broker, Simon Goldsworthy, has placed an order for a 200 Gross Ton yacht from the new Moonen Caribbean Series for a 2016 delivery. The name of the vessel remains under wraps, but the new Matica full displacement, steel and aluminium build represents a substantial departure from the traditional Moonen offering. The design includes a raised pilothouse with owner's suite located forward on the main deck. Being just below 200 Gross Tons, the yacht will offer a range of benefits from an operational perspective and will have a 4,000 nautical mile range. Exterior design is by Rene van der Velden and interior design by Adam Lay Studio.



Calendar


Dates + destinations

Whether you are chartering a yacht for a holiday or corporate occasion, looking for a superyacht to buy, or just planning your cruising programme for the next few months, here is a round up of what's happening on the superyacht calendar and where to head in the next six months


01
Phuket International Marine Expo

8-11 January

London Boat Show

10-18 January

Boot Dusseldorf

17-25 January

Grenada Sailing Festival

29 January - 3 February

St Moritz Polo World Cup

29 January - 1 February

02
Miami International Boat Show

12-16 February

Mumbai International Boat Show

17-20 February

03
Dubai International Boat Show

3-7 March

MIPIM Real Estate Conference

Cannes
10-13 March

Loro Piana Caribbean Superyacht Regatta & Rendezvous

Virgin Gorda
11-14 March

Palm Beach International Boat Show

26-29 March

St Barths Bucket

St Barths
27-30 March

Bal De La Rose

Monaco
29 March

04
China (Shanghai) International Boat Show

9-12 April

Monte Carlo Rolex Masters (above)

Monaco 11-19 April

Antigua Classic Yacht Regatta

16-21 April

Singapore Yacht Show

23-26 April

MYBA Charter Show

Genoa 27-30 April

Antigua Sailing Week

26 April - 1 May

Palma Superyacht Show

Mallorca
30 April - 4 May

05
World Superyacht Awards

Amsterdam
9 May

Formula E Championship

Monaco
9 May

Cannes Film Festival

13-24 May

F1 Monaco Grand Prix

21-24 May

06
Loro Piana Superyacht Regatta

Sardinia
2-6 June

MIDEM Music Conference

Cannes
5-8 June

Les Voiles d'Antibes

France
3-7 June

Superyacht Cup

Palma, Mallorca
17-20 June

For further information on chartering a yacht for the above events, or to attend a boat show with your broker, please contact your nearest Camper & Nicholsons broker, see page 6 or visit www.camperandnicholsons.com



PLANNING AHEAD

Located in the heart of the Mediterranean, Malta is a year round superyacht destination, but spring and autumn are the most popular months for superyachts coming to berth in the Grand Harbour Marina. With a beautiful climate, and ideal central location between the east and west, superyachts of up to 135m (443') in length can cruise straight into the stunning World Heritage City of Valetta and discover an island that oozes culture at every turn and discover 7,000 years of history, colourful fiestas, and museums, or explore the surrounding waters - home to islands such as Gozo and Comino. Active guests can step ashore to rock-climb, jump in to scuba or snorkel, or simply discover the island on foot.

Wavelength+

—
WITH THE FESTIVE PERIOD UPON US, WHY NOT BERTH UP IN ONE OF THE SOUTHERN CARIBBEAN'S FINEST MARINAS AND ENJOY LIVE MUSIC, COLOURFUL CELEBRATIONS, BEACH PARTIES AND AN INFECTIOUSLY JOYFUL ATMOSPHERE, WHILE SIPPING A SPICY RUM PUNCH



PORT LOUIS MARINA, GRENADA

Port Louis Marina is conveniently located a mere five miles from the Grenadines, making it one of the Caribbean's most easily accessible marinas. As well as location, it also offers a fine array of world class facilities for yachts up to 90m (300'), including a private swimming pool, and a wide selection of boutiques, bars and restaurants. This marina not only offers slips for sale as a permanent home base, but also for annual or seasonal rental, or for short-term visitor stays. Surrounded by popular cruising waters, scattered with the island's rich entertainment, culture and adventure, the Port Louis Marina offers a safe and luxurious base for a fun filled voyage.

CHRISTOPHE HARBOUR, ST KITTS

Designed by a superyacht owner for fellow superyacht owners, The Marina at Christophe Harbour promises a homeport with a difference. Surrounded by over 2,500 acres of natural bays and beaches on the southeastern side of St Kitts, Christophe Harbour offers an inviting resort community located in the fashionable cruising grounds between Antigua and St Maarten. Incorporating a Park Hyatt St Kitts hotel, a Tom Fazio golf course and beachside pavilion club, as well as boasting staff comprising experienced superyacht captains, Christophe Harbour is set to be a slick and well operated marina. What's



more, to celebrate its opening in January, Christophe Harbour, in co-operation with Camper & Nicholsons Marinas, is offering Camper & Nicholsons managed charter yachts up to three complimentary nights' dockage, so they can be among the first to

experience the VIP services this marina has to offer. *For further information on any of the marinas and the privileged access and benefits on offer to Camper & Nicholsons' clients please contact your Camper & Nicholsons broker, see page 6.*

Grenada was pure Caribbean.
The friendliest, most soulful of places.
We explored, we smiled, we relaxed
and we discovered a life *#beyondluxury*

Camper &
Nicholsons
Marinas
YACHTING SINCE 1782

Port Louis Marina | Grenada, West Indies

cnmarinas.com/plm



Itinerary » Port Louis Marina » Bequia » Mustique » Canouan » Mayreau » Tobago Cays » Union Island »
Petit Saint Vincent » Palm Island » Port Louis Marina

Crew coach column+



The Monaco Yacht Show once again provided the glittering backdrop for the second annual Camper & Nicholson's Crew Stars awards ceremony. The event was a tribute to the many hardworking crew members that are part of the Camper & Nicholson's family and was a celebration of the finest kind.

In a gala evening

Above, clockwise from top left

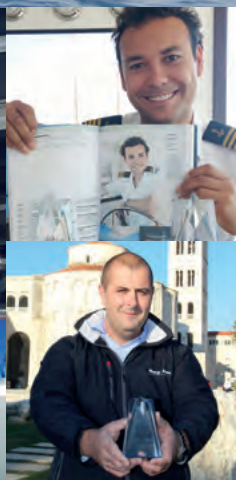
— Captain Wayne Foulis receives the Blazing Stars prize awarded for the Best Exterior Crew on board Vantage; the interior crew of Mary Jean (now named Shake N Bake TBD) winning the Shining Stars award; the All Stars crew performing a marriage blessing ceremony on board Mary Jean

to remember, our hardworking crew joined the Camper & Nicholson's team at the Stars 'n Bars Stardeck in Monaco for a glamorous evening of fun and entertainment, with casino tables, delicious food and an open bar for all to enjoy. Our in-house Crew Coach, Alison Rentoul, presented the prizes to the category winners amid loud

cheers from their fellow crew. Beautiful star-shaped awards were personalised with the winning team or individual names, and those who were at the event to receive their awards in person, were supported with a backdrop of all their award-winning entries playing on the Stardeck TV screens throughout the evening.

In addition to

— THE LATEST NEWS FROM CAMPER & NICHOLSON'S CREW COACH



their awards, winners also received prizes including Champagne from Abercrombie Fine Wines and beer from Blonde of St Tropez, as well as travel vouchers from leading travel agency ISS GMT for the Rising and Guiding Star award winners; a custom designed stainless steel and gold plated bowl from Boutsen Design for the Shining

Stars, and a BOSS internet bandwidth optimisation system from Global Marine Communications for the All Star winners.

This year's Guiding Star and Brightest Star winner, Veli Karacinar, commented on his awards: "Taking home these awards makes me very proud. I believe they will inspire crew to strive to win similar awards

and take pride in what they do. I believe that Sultana has been such a successful yacht as she is a unique and charming vessel. But more importantly, the crew are exceptional. As soon as a guest steps on board the crew make them feel like Sultana is a home from home, going the extra mile for their every request. They are a joy to work with."

Above, clockwise from top left

— Vantage's exterior crew in action; Captain Veli Karacinar from Sultana; Rising Star winner Igor Rozic from Mary Jean; Rising Star nominee Guy Mannering from Vantage; Clint Chisholm, Rising Star nominee from Metsuyan

The official C&NI Crew Stars 2014 Summer Season winners are as follows:

Shining Stars

Best Interior Crew
Mary Jean (now named Shake N Bake TBD)

Blazing Stars

Best Exterior Crew
Vantage

Galactic Galley

Best Crew Food
Thibaut de Larquier (Vantage)

Brightest Stars

Best Engineer
Veli Karacinar (Sultana)

All Stars

Best Whole Crew
Mary Jean

Guiding Star

Best Mentor
Veli Karacinar (Sultana)

Rising Star

Best Yachting Newcomer
Igor Rozic (Mary Jean)

After the formal awards ceremony concluded, crews were spoilt with delicious tapas, a free bar, and a fantastic DJ playing music to party the night away.

The ceremony was the official conclusion to the Mediterranean summer charter season and Camper & Nicholson's would like to thank all our hardworking yachts for an exceptional season, as well as our generous sponsors for partnering with us to recognise and reward our true crew stars.

It might be winter but that doesn't mean you have to hang up your swimmers. Some of the finest vessels in Camper & Nicholson's charter fleet have chased the sun's rays and once again rest in warm climes. Let SEA+I guide you in the right direction so you, too, can bask in the sunshine over the coming months

On charter



A CHARTER MAGNET

Tallying up more than 100 days of charter in 2014 alone, the magnificent motor yacht, Jo, has, once again, proven herself to be one of the charter market's most sought-after offerings. Crowned 'Best Family Charter Yacht' by *Superyacht World* and boasting a long list of equally impressive accolades, Jo is a certified hit and, taking into account

her stunning interior and endless list of pleasing features, it is certainly not difficult to understand why.

Lucky guests who stepped aboard in 2014 enjoyed the fruits of her recent refit, which breathed new life into her celebrated François Zuretti interior. Also helping her stand out from the crowd is her extensive range of water toys allowing hours of fun for everyone, including clear-bottom

kayaks, inflatable toys and even children's learner skis. And, if that is not enough, she also has two highly experienced captains and a fantastic crew to provide a five-star service. All of this makes her justifiably one of the best family yachts available on the charter market.

Length 50m/164'
Guests 12
Winter Prices from US\$195,000 per week

LUCKY GUESTS WHO STEPPED ABOARD IN 2014 ENJOYED THE FRUITS OF HER RECENT REFIT, WHICH BREATHED NEW LIFE INTO HER CELEBRATED FRANÇOIS ZURETTI INTERIOR

20 YEARS OF MAXIMISING CHARTERS

When Camper & Nicholson's International opened its Charter Marketing Division back in 1994, it was the first department of its kind. Believing that its knowledge, expertise and resources could be employed to help owners' yachts stand out from the crowd, Camper & Nicholson's set out on a mission to increase the financial rewards of owning a yacht for its clients. The results were staggering. Seeing how quickly and successfully our Charter Marketing Agents began to increase the potential business of clients' yachts, our competitors quickly followed suit and the world of Charter Marketing was born. 20 years later Camper & Nicholson's Charter Marketing Division is still leading the way, looking after some of the market's most sought after yachts giving satisfied clients the peace of mind that their yacht is in the best hands in the business. *For further information on the activities of C&N's Charter Marketing Department, please see page 74.*

New to the fleet

Despite most yachts being out on the water during the busy summer season, Camper & Nicholsons charter fleet grew considerably with the addition of some exciting new listings. The following is just a sample of what is on offer in some of the world's most stunning cruising locations in 2015



ICON

Designed for extensive world cruising, Icon is a high volume yacht, yet despite her vast size she remains elegant and sleek. Her recent refit and 5-metre extension gives her state-of-the-art entertainment equipment, a gymnasium, a vast beach club area, and a large swimming pool on her main deck. On top of all that, lucky guests who find themselves sleeping in her huge master suite will be able to enjoy a vast and luxurious stateroom spanning two levels.

Length 67.5m/221'5 **Guests** 12 **Winter** Caribbean **Prices from** US\$540,000 per week



LEGEND

A former expedition motor yacht rebuilt for adventurous cruising, comfort and entertainment, Legend provides a vast array of amenities for even the most discerning charter guest. This motor yacht also offers a rare 13-stateroom layout, accommodating 26 guests and making her the ideal choice for larger groups. Equipped with a gym, spa, sauna, movie theatre, Jacuzzi, submarine and helicopter pad, she offers something for all on board, be it pampering or fun-fuelled adventure to some of the most remote and stunning cruising locations.

Length 77.4m/253'11 **Guests** 26
Summer Mediterranean + The Baltic
Winter Caribbean, Antarctica + South America
Prices from €455,000 per week



EASY RIDER

Easy Rider is a beautiful tri-deck motor yacht. Built in 1997 by the legendary builder Hatteras, and boasting an exquisite interior crafted by Palmer Johnson, there is no arguing she is the product of first class craftsmanship. Fresh from a 2014 refit, she is looking better than ever. Her spacious interior features soft neutral colours with rich cabinetry which offers a peaceful and inviting atmosphere in which to relax or entertain. Below deck

she accommodates up to eight guests in four staterooms, including an impressive full beam master stateroom complete with king-size bed, en-suite 'his and hers' vanities, Jacuzzi bathtub, shower, and a walk-in closet. A further two queen staterooms and one twin stateroom, all with en-suite facilities, make her the perfect layout for charter.

Length 35.4m/116' **Guests** 8
Winter Caribbean
Prices from US\$49,500 per week

LAMIMA

Combining tradition with luxury, this wooden built sailing phinisi is a cultural choice to see in a new dawn. Cruising southeast Asia this winter, you can spend the beginning of 2015 taking in the area's fascinating landscape, being told legendary tales of local folklore by an onboard tour guide or recovering from 'night before's' with a rejuvenating yoga class up on deck.

Length 65.2m/213'9

Guests 14

Winter Southeast Asia

Prices €190,000 p/w



2015 IS ON THE HORIZON AND WHAT BETTER WAY TO SEE IN THE NEW YEAR THAN ABOARD A LUXURY YACHT. SEA+I BRINGS YOU THREE EXCEPTIONAL BRAND NEW YACHTS THAT PROMISE TO TAKE YOU JOYOUSLY INTO 2015, & BEYOND



BLUSH

For nights (and days) filled with sophisticated soirées, hop on board the brand new Sunseeker Blush and let her chic decks and contemporary interior provide an inviting backdrop for entertaining. This luxury motor yacht will show you what the bright and bustling coastline of the West Mediterranean has to offer out of season.

Length 47.25m(155')

Guests 10

Winter

West Mediterranean

Prices from

€200,000 per week



Whether you are looking for the ultimate party vessel for the looming festive period or planning a relaxing break to look forward to next summer, SEA+I have scoured the charter market's current offerings to bring a handful of recommendations for the perfect getaway



ILLUSION V

With her large deck spaces, contemporary interior and endless recreational facilities, Illusion V offers the ultimate luxury platform for good times with family or friends. Based in the Caribbean this winter, guests can toast 2015 with a delicious glass of spiced rum punch.

Length 58m/190'3

Guests 12

Winter Caribbean

Prices from

US\$350,000 per week

A Spanish summer

The relaxation on legal restrictions related to matriculation tax in Spanish waters recently saw a few more yachts awarded their Spanish charter licence. As a result, Spain's beautiful waters will be easier to cruise during 2015. However, as the gateways to enticing islands such as Mallorca, Menorca and Ibiza open up, yachts with these licences are likely to get snapped up early. So, in a quest to avoid disappointment, SEA+I has compiled a list of top yachts licensed for Spanish cruising. All you have to do is pick one

**ELENA NUEVE**

This beautiful tri-deck motor yacht knows the Balearics inside out and will take you off the beaten track to idyllic, lesser known areas such as the white sand beaches of Cala Algayarens, Cala Morell and nearby Formentera. What's more, her secluded deck areas are perfect for sitting back and watching the world go by. Sip cocktails as she gently glides past old towns such as Andraitx or berths in the main towns of Palma or Ibiza. With an extremely knowledgeable crew who strongly believe only the best will do, Elena Nueve is sure to provide an unforgettable Spanish holiday.

Length 36.6m/120'
Guests 12
Prices from €106,500

**NATORI**

Recently gaining her Spanish Charter Licence, Natori is now all set to take on the trip of a lifetime around the Balearics. After a leisurely morning wandering the vibrant streets of Palma, relax in Natori's tranquil, Italian-inspired interior, cool down with a dip in the Jacuzzi, or jump straight from her diving platform into the crystal blue water around the historic island of Verda for a day of snorkelling.

Length 41.8m/137' **Guests** 10
Prices from €135,000 per week

CD TWO

Built by Cantieri Navali Nicolini in 1995, CD Two is a fun and fast motor yacht that has had extensive refits during the winters bringing her to a new level of luxury and comfort. Combining large deck areas and great performance, she is the perfect vessel for exploring Spanish waters, taking

you effortlessly from peaceful cove to secluded anchorage. Step on board and discover the beaches of Formentera and Pollensa, or glide into the exclusive ports that dot the islands - the choices are endless.

Length 43m/141'
Guests 13
Prices from €95,000 per week



— Charter a yacht with Camper & Nicholson's in some of the world's most glamorous locations

—
**ST BARTS
 MUSIC FESTIVAL**

9 - 25 January 2015

St Barts has been hosting its legendary performing arts festival for nearly 30 years. Each year the island puts on two weeks of live music and inspiring dance performances by some of the world's most prominent stars from opera, ballet and jazz. Spend your nights being entertained and your days soaking up the sun on one of St Barts sandy beaches.



—
**ST BARTS
 BUCKET REGATTA**

19 - 22 March

If you want to see high performance sailing at its very best head to Gustavia Harbour this March and you will find some of the world's finest sailing yachts battling it out on the water. This is an event where the action on the water predominately takes centre stage, but with such a compelling island backdrop it is inevitable that the week's festivities will seep ashore.



—
ROLEX MASTERS

11 - 19 April

Held in the legendary setting of the Roquebrune-Cap-Martin with panoramic views of



— From music festivals to noisy Grand Prix races, it's not only the superyacht races that attract superyacht spectators. Charter a yacht with Camper & Nicholson's and get closer to the action



the Mediterranean, the annual Monte Carlo Rolex Masters draws tennis fanatics and the fashionable alike. 2015 will see Switzerland's Stan Wawrinka defending his title.

**FESTIVAL
DE CANNES**

13 - 24 May

Once a year, Cannes is overrun with the Hollywood A list and big names from the entertainment world for the Festival de Cannes. During the event, the French Riviera town hosts premiers of the newest and most hotly anticipated films and treats the talented and famous to endless celebrations and parties.

**FORMULA
ONE'S MONACO
GRAND PRIX**

21 - 24 May

Considered the most prestigious automobile race in the world, the Monaco Grand Prix generates a wonderful atmosphere of excitement. Large numbers of spectators position themselves around the city on temporary grandstands and balconies just to catch a glimpse of the adrenaline fuelled action. You can be at the centre of the action berthed in the port.



BV80

The design is flexible.
The delivery is fast.
The quality is fixed.

Semi-custom.
Totally Blohm+Voss

Designed by
Eidsgaard Design

80 metres

The innovative engineering behind many of the world's most iconic superyachts has now been concentrated into 80 metres.

Fast delivery

Following a long period of detailed, behind-closed-doors planning, the BV80 is already at an advanced stage of development.

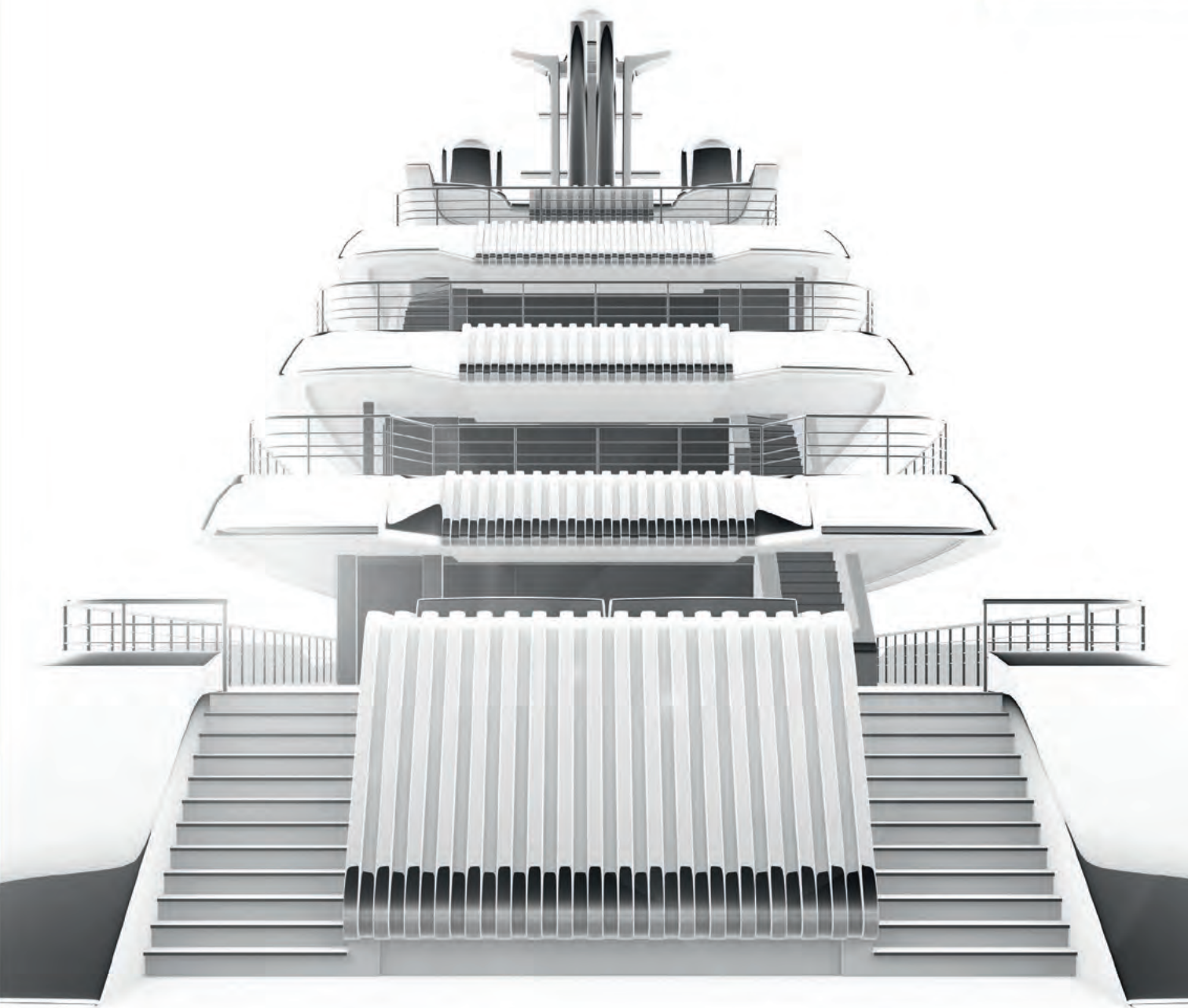
Semi-custom

While the hull, machinery and superstructure are pre-engineered, the guest areas can be customised to the owner's requirements.

Proven quality

The new BV80 embodies 137 years of shipbuilding expertise and our German team's unwavering obsession with precision and quality.

T +49 (0) 40 3119 1200
yachtsales@blohmvooss.com
blohmvoossyachts.com/bv80







Designed by Redman Whiteley Dixon to blend performance with comfort and luxury, Icon is still considered a pioneering benchmark in superyacht design four years after her build. Recently refitted and extended by an extra five metres, she continues to evolve with the latest technologies and now boasts a spectacular new pool, an expanded beach club, a larger gym and a new hammam and sauna.

Icon's Studio Linse designed interior is looking better than ever and her contemporary and elegant furnishings provide a peaceful and inviting environment for relaxed ocean living. Her impressive interior also houses accommodation for 12 guests in seven staterooms, including a deluxe master suite, three double staterooms, two twin staterooms and a convertible cabin.

As well as offering luxurious interior spaces, Icon is also carefully designed for extensive world cruising and comprises advanced technical systems including ultra-modern stabilisation, which limits any roll motion so that guests experience a smooth journey, no matter the weather or sea. Icon and her state-of-the-art features will be cruising the Caribbean this winter season.

For more information please contact a Camper & Nicholsons' charter broker, see page 6.

Specifications

—
Length
67.5m (221'5)
—
Beam
11.4m (37'4)
—
Draft
3.8m (12'6)
—
Builder
Icon Yachts
—
Interior designer
Studio Linse
—
Year + refit
2010/2014
—
Guests
12
—
Crew
17
—
Charter price from
€425,000 per week

Icon

Remarkable design and unbelievable volume certainly makes this 67.5m (221'5) motor yacht worthy of veneration.

British captain **Julian Sincock** has spent many years at sea, but admits he still has oceans left to discover. Currently steering the 40m (131'2) **Princess K** through the exotic waters of the Arabian Gulf, they will be heading to the Mediterranean for charters throughout the spring and summer seasons

Word on the bridge

What do you enjoy most about captaining Princess K?

Cruising and taking in the history of a place, then exploring and sharing that experience with the guests. I dislike sitting in a marina and I am lucky that with most guests we have, we are constantly on the move. Princess K is great for exploring as she allows us to sneak into little anchorages.

What is your crew like?

I am very lucky, my crew at the moment includes some really talented watersports instructors, divers and prize-winning competition sports fishermen, so our guests spend a lot of time in and on the water.

How did you get into yachting?

My first proper experience of sailing was at 13 years old when I helped move a Contessa 32 from Kiel back to Hamble. Following a stint in the army, I returned to yachting at the age of 25 and have been working as a captain ever since.

What challenges does a captain face?

Crew and legislation are the bane of my daily life. Legislation has become a nightmare, it won't put people off but it does give the rest of us headaches. People management is always a problem but my time in the army has helped me with this. Young captains with no management training can really struggle at sea with a large crew to keep in line.

Where is your favourite cruising ground?

I love the quiet life so anchoring off an island like St Barts or Ile Fourche is bliss for me.

Julian Sincock

—

Place of birth
United Kingdom

—

Current yacht
Princess K

—

Number of crew
8

Spotting a muddy J Class on England's charming south coast triggered a love affair with sailing for Julian Sincock in the late 1970s. After trading Contessas and his beloved Swan 51 in for motor yachts, Sincock is now captaining the 40m (131'2) superyacht Princess K.

The Mediterranean is a complete contrast offering a much busier vibe for those wishing to be at the centre of the action. The Balearics has a nice balance of both; quiet bays combined with the bustling old towns of Ibiza and Palma.

Are there certain places you especially look forward to visiting?

I still get excited on all our trips but my favourite spot in the world is the Azores; it is a beautiful cruising ground and perfect for spotting whales up close. It also boasts cinematic scenery with its bubbling mud-baths and volcanoes. As a contrast, I also enjoy the drama of entering ports such as Valletta and Monaco with their respective challenges.

What about favourite onshore hangouts?

I find some of the islands in the Caribbean absolutely stunning and I enjoy getting immersed in all the naval history in places such as Nelson's Dockyard in Antigua. St Tropez is an old favourite of mine but it is at its best slightly off-season without the crowds.

Is there still a place you would like to cruise, but haven't?

French Polynesia is definitely top of my 'to do' list. I plan to retire somewhere beyond Panama in a sailing yacht.

Describe your perfect yacht

It would actually be a 45-footer with a lifting keel, twin rudders and an aluminum hull, which would be manageable for just my partner and me to sail. If I had a different budget then it would be a Lürssen or a Feadship.



Princess K

-
- Length**
40m (131'2)
-
- Beam**
8.09m (26'7)
-
- Draft**
2.85m (9'4)
-
- Builder**
Sunseeker
-
- Year**
2013
-
- Guests**
12
-
- Crew**
8
-
- Winter cruising area**
Abu Dhabi/Dubai
(Arabian Gulf)
-
- Summer cruising area**
Mediterranean
-
- Prices from**
€117,000 per week

SEA+I talks about 5.30am starts and market fare with superyacht chef **Richard Lewis**

Taste notes

British born Richard Lewis spent five years travelling around the Southern hemisphere, perfecting his culinary techniques and experiencing new foods. Developing a fascination with new flavours, Richard combined his passions for food and travel and is currently the chef on board the 58m (190'3) Illusion V.

How did you get into cooking?

It's in my blood. My dad was an executive chef at Lloyds of London. I picked up his classic French style from years of helping in the kitchen. My mum is also a very talented cook and has a cake business. She does the most amazingly delicate decorations and I have learnt from her attention to detail.

What is your favourite part of the day?

Going to the market first thing. I set my alarm early so I get to



the market for 6am for the best produce. At that time of the morning you are surrounded by other chefs and suppliers, which leads to a lot of friendly bartering. It makes for a great atmosphere. Returning to the yacht, I write the day's menu based on the ingredients in my shopping bag so that guests are able to enjoy fresh, seasonal flavours from whatever region we happen to be cruising.

What is your favourite ingredient?

It changes regularly. At the moment fresh

wasabi is top of the list. I use it grated to create a depth of heat in my dishes that is completely different to the taste created using chilli.

Who is your culinary idol?

Michel Roux Jr. He is at the top of his game and comes from a gastronomic dynasty but always keeps a cool, level head.

Have you had many strange requests?

A guest came into the galley once and asked for a cappuccino brûlée for breakfast. He was seven years old!

Illusion V

—
Length
58m (190'3)

—
Beam
10.6m (34'9)

—
Builder
Benetti

—
Exterior designer
Benetti/ Green & Mingarelli

—
Interior designer
Green & Mingarelli

—
Year
2014

—
Guests
12

—
Crew
13

—
Winter cruising area
Caribbean

—
Charter price from
US\$350,000 per week

Where do you see yourself in 10 years?

With a gourmet burger and pizza joint somewhere by the sea. I want to show people that excellent food doesn't have to be fancy.

What are your favourite restaurants?

Simon Rogan's restaurant L'Enclume. He has an inventive style of cooking that I find inspiring as a fellow chef. Nobu is also a trusty favourite as I love Japanese food. Then for good British fare nowhere beats Tom Kerridge's Michelin-starred pub, The Hand and Flowers.

Describe your style?

I have been inspired by so many different styles and flavours from my travels I guess now I'm a bit of a mis-match but there are definite Asian influences in my dishes. I always try to put a fresh twist on classics and I enjoy being inventive.



+ On the menu

—

Lunch

—

Start with...
Pink grapefruit, fennel
gazpacho & soft herbs

—

Followed by...
Steamed zucchini
& scaled turbot,
with glazed figs, roquefort,
asparagus, rocket
& oxtail sauce

—

Finish with...
Summer berry
consommé

—

Dinner

—

Start with...
Jumbo king scallop,
scallop jus, yuze
reduction

—

Followed by...
Char siu belly of pork,
with crispy garlic greens
& truffle sauce

—

Finish with...
coconut & lime
meringue salad



Where in the world

News and updates on luxury travel



A REFRESHED ICON

Sitting on the bluffs above Meads Bay and Turtle Cove on Anguilla, the Malliouhana has emerged from a three year renovation project for the Caribbean winter season. Set in 20 acres of prime beachfront, the Auberge Resort retains its original white buildings, tiled roofs and elegant Moorish arches. The renovation includes the creation of 46 spacious ocean-view rooms and suites, a two-tiered infinity pool, and a new open air cliffside restaurant fronted by New York Michelin-star chef Jeremy Bearman. Guests can also indulge in treatments at the two-storey Auberge Spa, or on one of the two white-sand beaches that crown the resort. malliouhana.com

Above

The Caribbean island of Anguilla welcomes back a refreshed Malliouhana to its shores

A HOP, SKIP & JUMP

The waters surrounding the British Virgin Islands are regarded as some of the world's best cruising grounds, and getting there has just become easier as the BVI Tourist Board announces a new VIP air service. The new flights between Antigua and Beef Island in the BVIs connect with the arrivals and departures of scheduled British Airways and Virgin Atlantic flights between London Gatwick and Antigua. The twice weekly flights, on Fridays and Saturdays, are operated by VI Airlink. To ensure a completely stress-free journey, the new system also includes a personalised meet-and-greet concierge service, with guests being met after clearing immigration and escorted through the baggage hall, customs and security. viairlink.com



BELLEMONT FARM

Kittitian Hill on the Caribbean island of St Kitts has unveiled the first chapter of its luxury sustainable development with the opening of a brand new boutique property, Belle Mont Farm. A collection of guesthouses set within an organic farm, the property works harmoniously with its

surroundings. Located on the north coast of the island, amid 400-acres on the fertile slopes of Mount Liamuiga, Belle Mont Farm will immerse guests in local culture and heritage. Fruit trees grow abundantly in the grounds and there is even an 'edible' Par 71, 18-hole golf course, where players are encouraged to try the fresh fruits that



they see while playing the course. The cuisine is a farm-to-table affair using only the freshest of local produce at The Kitchen restaurant and The Mill bar. The famed Golden Lemon Inn at Dieppe Bay will be part of the Kittitian Hill development, offering a seafood restaurant, beach club and bar.

kittitianhill.com



ECO-LUXE

Located on the Galapagos island of Santa Cruz, Pikaia Lodge is a new concept in land based luxury eco-adventure travel. Nestled in a secluded giant tortoise reserve on a small plateau atop two extinct volcanic craters, the 14-room lodge has been designed as a model of eco-tourism. Formerly a cattle ranch, the area has been restored with more than 12,000 newly planted endemic trees which will foster the return of giant tortoises and indigenous birds to their ancestral habitat. Constructed from recyclable materials, each of the guest rooms and suites is designed in contemporary style, with panoramic floor-to-ceiling windows and private shaded terraces offering breathtaking views. The lodge also has a restaurant, spa and infinity pool, along with a small yacht for day tours of the surrounding Galapagos archipelago.

pikaialodgegalapagos.com



BEQUIA BEAUTY

Bequia Beach Hotel's latest addition, the newly built Estate Villa, offers the sanctuary of a private luxury villa while providing the lavish amenities of the hotel. Located a few steps away from Friendship beach, the Estate Villa's design resonates with the island's classic Caribbean charm. Featuring two twin and two master bedrooms, a large private infinity pool and a striking wrap-around terrace with unrivalled views to Mustique, the villa provides the perfect getaway for families.

bequiabeach.com

Above

The new Estate Villa offers privacy while guests can enjoy the amenities of the Bequia Beach Hotel



EASTERN ESCAPES

Belmond (née Orient Express) has added two new routes to their Eastern & Oriental Express routes. The five night 'Fables of the Peninsula' travels from Singapore to Bangkok and the two-night 'The Ancient Temples of Lanna' travels between Bangkok and Chiang Mai.

The Ancient Kingdom of Lanna overnight journey from Bangkok to the old capital of the northern Thai kingdom of Lanna, Chiang Mai, takes in a visit to Lampang for a tour of the city in its trademark horse drawn carriages, originally imported from England for use by Thai nobility. Tours include guided strolls through a quaint residential Soi (side street); Thai cookery demonstrations; shopping in the traditional markets for arts and crafts that represent Chiang Mai's Lanna heritage; and a visit to the Dhara Dhevi Tea House.

The Fables of The Peninsula 'land cruise' starts with an overnight stay at the legendary Raffles Singapore Hotel followed by a five night journey through Malaysia and Thailand. Daily excursions include the lively city of Kuala Lumpur followed by complete relaxation in the mystic, rolling hills of the Cameron Highlands with an overnight stay at the Cameron Highlands Resort in the famous tea plantation. There is also a visit to historic Penang and tours of the rural community of Huay Yang.

belmond.com

THE STORY SO FAR...

The Belmond Grand Hotel Europe, Russia's first ever five star hotel, has unveiled six magnificent new suites including the largest presidential suite in St Petersburg and five Avant-Garde Suites inspired by 20th century Russian artists. The lavish Presidential Suite is accessed through a grand lobby with a gold leaf ceiling. It offers views of Nevsky Prospekt and Mikhailovskaya Ulitsa and features two bedrooms, two marble bathrooms and a hammam sauna. It also has its own exclusive fitness centre, a games room, dining room, living room with bar, and a combined study and library. There is also

a kitchen and a music room with antique Carl Schroeder grand piano.

Designed in homage to Russian art of the 1900s, the five Avant-Garde Suites are named after famous artists from the era. Opulently decorated with high ceilings, each space is individually designed to reflect its namesake artist and features specially commissioned artwork that is reminiscent of their work. The creation of the Presidential and Avant-Garde Suites is the latest phase in an impressive refurbishment plan at Belmond Grand Hotel Europe, which also saw the restoration of the hotel's neo-baroque façade in 2013.

belmond.com



TEA+SEA

Late 2014 marked an exciting new chapter for Sri Lanka's tourism industry as the country welcomed the glamorous beach resort, Cape Weligama. The second hotel venture for Resplendent Ceylon, the new resort follows the success of iconic sister hotel, Ceylon Tea Trails, to offer the perfect complement of 'Tea and Sea'. Located south of Galle Fort on Sri Lanka's south coast, Cape Weligama overlooks the bay of Weligama, an area which is famed for whale watching. Spread over 12 acres of landscaped grounds, the 40-room and suite resort has a number of dining options, along with a cliff top infinity pool, in-villa spa services, and a fully equipped gym. For those wishing to experience Sri Lanka's legendary tea country, a seaplane service connects Cape Weligama with Ceylon Tea Trails.

capeweligama.com



UNDERWATER ADVENTURES

The Fijian island resort, Laucala Island, has become the first resort in the world to offer a Deep Flight Super Falcon submersible experience. Just 40 minutes from the resort is one of Fiji's most legendary dive sites, the Great White Wall, a vertical wall blanketed in soft white coral. On board the submersible, which is available to guests at a cost of US\$2,000 per hour, guests will have 360-degree views of magnificent coral reefs, abundant fish, and sharks, among other marine life while sitting comfortably in the craft. For those looking for a shallower diving experience, Laucala Island is surrounded by lagoons, colourful reefs and tropical fish, such as coral trout, angelfish, lionfish and octopus, making for an unparalleled underwater adventure.

laucala.com



SUMBANESE VILLAS

Twice the size of Bali yet virtually undiscovered by tourists, the Indonesian island of Sumba lies 250 miles southeast of Bali. A pristine landscape with stunning beaches, tropical scenery and a fascinating tribal culture, Sumba is home to the Nihiwatu retreat. After a major refurbishment programme, Nihiwatu introduced nine new villas to complement the existing 12 villas on the estate - all hand built by local craftsmen using material indigenous to Indonesia, including along along, teak and rattan. Tucked away amongst the trees, Nihiwatu's villas overlook the Indonesian waters and offer the epitome of eco-friendly, understated luxury. Sandy floored bathrooms, private pools and open-air, open-plan living, reflect the simplicity and beauty of Sumbanese architecture, allowing the wild natural surroundings to take centre stage. The resort is set within 580 acres of land (only 10% of which is developed) and overlooks one and a half miles of pristine beach. Along with the new and existing villas, the resort also comprises a bar and restaurant pavilions, boathouse and jungle spa.

nihiwatu.com



ESCAPE TO THE INDIAN OCEAN

The AVANI Seychelles Barbarons Resort & Spa on the west coast of Mahé has been through an extensive redevelopment and boasts 124 revamped guest rooms and suites, restaurants, bars, pool areas and landscaped gardens. Located along the calm secluded bay of Barbarons Beach, guests are treated to unobstructed coastal views with direct access to a 600-metre stretch of beach and turquoise waters.

avanihotels.com/seychelles-barbarons



DOUBLE IMPACT FOR FOUR SEASONS

The Four Seasons Hotel, The Westcliff Johannesburg, recently opened its doors to visitors to the vibrant city of Johannesburg. Located just minutes from the major business centres and tourist attractions, the hotel is nestled among eight acres of lushly landscaped gardens. With 117 guest rooms and suites scattered through nine low rise buildings, the hotel is a welcome respite from the bustling city.

The Four Seasons Resort Dubai at Jumeirah Beach is a green oasis amid Dubai's soaring towers. Located close to the key business hubs, the resort is in the prestigious Jumeirah neighbourhood and is flanked by Dubai's longest stretch of natural beachfront. The 237 guestrooms and suites, dining options galore, pool and a spa area are all indulgently housed in the brand new property.

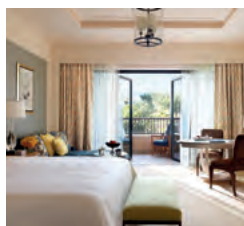
fourseasons.com

Above

The new Four Seasons in Johannesburg provides a welcome retreat

Below

The Four Seasons Dubai at Jumeirah Beach is a green oasis amid Dubai's soaring towers



CLASSIC PARIS

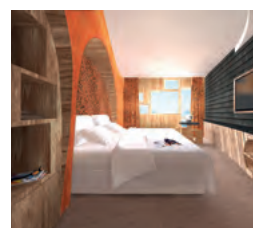
From award-winning hotel group, La Réserve, comes the much anticipated opening of La Réserve Paris Hotel and Spa - a 'hotel particulier' with 40 rooms and suites, hidden between Avenue Montaigne and Faubourg Saint-Honoré. Within a Haussmann style mansion, this new hotel is imbued with the chic and confidential feel of a private club, or an early 19th century private apartment. There are more suites than rooms, all of which have been designed in a graceful, classical style by Jacques Garcia. The hotel also has a library, a 16-metre indoor pool, a gym and spa, and a restaurant serving contemporary French cuisine. Classic Parisian views of the Elysées Gardens, Le Grand Palais and the Eiffel Tower are the pièce de résistance.

lareserve-paris.com



A FRESH LOOK

Situated in the French ski resort of Avoriaz in the heart of the Portes de Soleil ski area, the Hotel des Dromonts has reopened the doors of this boutique hotel. Fifty years after first opening, the hotel has been totally re-configured to incorporate state-of-the-art facilities in the Sibuet's signature style. Featuring three very different restaurants and a spa with indoor pool, Hotel des Dromonts is the only hotel in Avoriaz. Perfectly positioned at an altitude of 1800m for guests to explore the vast Portes du Soleil ski area of over 650km of



runs. Avoriaz is located above the French resort of Morzine and is linked with 12 other resorts either side of the Swiss-French border.

hoteldesdromonts.com

BALINESE BEAUTY

Opening early in 2015, The Chedi Club Jimbaran is a private estate nestling in 22,000 square metres of tranquil grounds in the southern region of Bali. Encompassing 34 butler serviced pool villas, each is equipped with in-room dining service, a full kitchen, and a Balinese pavilion for al fresco meals and barbecues. The resort's spaces are the creation of Robert Nation, principal of Nation Architects, and Jaya Ibrahim, one of Indonesia's foremost interior designers. Guests can look forward to all day dining at The Restaurant, choose from in-villa dining or enjoy a bite by the 25-metre-long U-shaped pool. The luxury resort will also feature a spa and health club to cater to guests' wellness needs as they find rejuvenation in this secluded oasis.

ghmhotels.com/en/jimbaran/



FOUR SEASONS HEADS TO BAHRAIN

Opening in February, the Four Seasons Hotel Bahrain Bay will be a magnificent urban resort. Occupying its own private island, the new hotel has already become an iconic building for Bahrain. The 68-storey structure features 273 spacious guest rooms and suites suspended from the 11th to 28th floors - providing every room with elevated views of the Arabian Gulf and the Manama skyline.

Four Seasons has extended its long standing relationship with Wolfgang Puck with the opening of two signature restaurants and a new bar and lounge from the legendary chef at the new property.

fourseasons.com

The spate of new openings is set to continue in 2015 with the announcement of several exciting new upcoming additions and launches

BATH & SPA

The Gainsborough Bath Spa is one of the hottest UK openings for 2015. Like a potted history of English architecture, the hotel boasts a Georgian façade and Victorian wings, all housed in an Elizabethan building, which sits atop 19th century vaults beneath which are original Roman baths, upon which the very city of Bath was founded. The original baths, which are fed by natural thermal waters, have been revived and are to be used in a newly built colonnaded bathing atrium. The hotel itself is equally splendid, with 99 bedrooms, of which three will be dedicated spa suites with thermal water that springs directly from underground.

thegainsboroughbathspa.co.uk



SEA+I takes a look at hot villas in the **Caribbean's Windward Islands** with views over the ocean and available on the property market right now

Abode



Glenconner Beach Residences

St Lucia

Following on from the success of The Residences at Sugar Beach, the Viceroy Resort has launched a second phase, the Glenconner Beach Residences. Set within the Val des Pitons UNESCO World Heritage Site, Sugar Beach is a 180-acre five star resort located on the south west coast of St Lucia. The residences are a collection of six luxurious properties ranging from two to six bedrooms, all with private access to a white-sand beach, and stunning views of the Pitons, rainforest and Caribbean Sea. Each residence has landscaped gardens, spacious terraces, shaded dining and living areas, and a vast infinity pool. Owners of the Glenconner Beach Residences have full access to the facilities provided by the Sugar Beach Resort. Prices range from US\$8,500,000 to US\$12,000,000.

sugarbeachresidences.com





The Dream

Barbados

The Dream is a spacious five bedroom beachfront villa located in an exclusive neighbourhood on the West Coast of Barbados. Situated right on the beach in St James, The Dream is set at the end of a private drive. Recently renovated and fully upgraded throughout, the open plan contemporary villa includes a magnificent master bedroom suite with balcony and a large media room. The ample living space extends out onto covered terraces and sundeck, with a large infinity pool surrounded by landscaped grounds giving direct access to the beach. Price on application.

savills.com



One Sandy Lane

Barbados

One of the most illustrious addresses in the Caribbean, One Sandy Lane is located along the beach from the legendary Sandy Lane Hotel on the West Coast of Barbados. The brand-new building, which has been constructed on a breathtaking scale, houses eight residences (or apartments) ranging from 8,500 square feet to 10,000 square feet. Designed by the same architect who has worked with the hotel and its villas for years, the traditional-inspired architecture



reflects its location. The vast entrance hall is dominated by an elegant spiral staircase with white pewter-and-iron balustrades,

designed by Les Ateliers St Jacques (restorers of the Palace of Versailles). The new interiors have been created

with a combination of pure coral stone, fine Italian marble and dark woods. The apartments have five bedrooms, including the master bedroom suites, each with private terraces. Spacious verandahs provide entertaining spaces overlooking the gardens and the Caribbean Sea. Between the properties and the beach there is a swimming pool and bar area. The property is serviced by a private staff of 34, including security staff, and residents are able to use the services of the hotel. Prices from US\$21,800,000. onesandylane.com

01

Woody, medicinal and somewhat smokey, **Nasomatto's Blamage** is the final fragrance from the Nasomatto collection of ten. nasomatto.com



01

02

Frapin's **Nevermore** is a sweet Rose de Mai and damask rose blend, suffused with black fruity notes of wine and metallic saffron, and cloaked in amber and cedar. bloomperfume.co.uk



02

03

Mare Pacifico's **Linari** is a salty and lively fragrance where marine notes blend with acidulous accords. linari.com



03

04

Aperture by Ulrich Lang is spicy with pink, white and black pepper combined with wood, tobacco, jasmine and hints of lemon and lily-of-the-valley. ulrichlangnewyork.com



04

05

Cutler & Gross steps back in time with these retro-shaped lenses. cutlerandgross.com



05

06

Taylor Morris shades are perfect for instant style. taylormorriseyewear.com



06

07

Le Specs slick sunglasses achieve shimmering style. lespecs.com



07

08

Panera's **Radiomir 1940 Chronograph Platino** has a decent set of complications to match its fine detailing. panerai.com



08

09

Inspired by the quiet glamour of the Italian fishing village, IWC's **Portofino Chronograph** is timeless elegance personified. iwc.com



09

10

Chopard's limited-edition **Tourbillon QF Fairmined** is the first watch made from Fairmined gold. chopard.com



10

11

Arnold & Son's **Time Pyramid** is a masterful rendition of technical prowess and style. arnoldandson.com



11

What he's wearing

Look to tradition for inspiration - old-fashioned has never looked so new

by Tamsin Vaughan



01



02



03



04

01 — Reminiscent of tuberose, jasmine and lily, **Narcotic Venus** by Nasomatto is an intoxicatingly romantic, intensely feminine fragrance. nasomatto.com

02 — Ruby-rich juices of pomegranate, raspberry and plum are spiked with pink pepper and laced with Casablanca lily and spicy woods in Jo Malone's **Pomegranate Noir**. jomalone.com

03 — **Pluriel** by Maison Francis Kurkdjian is a floral bouquet that leads with notes of iris, violet, rose, lily-of-the-valley, jasmine and orange blossom, all blended with vetiver and patchouli. franciskurkdjian.com

04 — An opulent white floral bouquet, **Lady Caron** by Caron fuses orange blossom and magnolia with rose and jasmine combined with raspberry and peach, sandalwood and oak. parfumscaron.com

05 — Bold blue and tortoiseshell shades from **Karen Walker**. karenwalker.com

06 — **Le Specs** dark shades make an impact. lespecs.com

07 — Pale and interesting sunglasses by **Taylor Morris**. taylor-morriseyewear.com

08 — A tribute to the spirit of travel, Breitling's **Transocean Chronograph** lends a touch of character to any wrist. breitling.com

09 — IWC's **Portofino Midsize** is a timeless design that captures the understated glamour of the tiny Italian fishing village. iwc.com

10 — Chopard's **Imperiale** collection sets the pace. chopard.com

11 — The elegant Rolex **Cosmograph Daytona** is time-keeping perfection. rolex.com



05



06



07

08



What she's wearing

For the lady who likes to impress at home and at sea

by Tamsin Vaughan



09



10



11



Virgin Gorda

Reclining to the east of the **British Virgin Island** archipelago, Virgin Gorda is among the larger islands of the chain. Managing director at Rosewood Little Dix Bay **Edward Linsley** gives the inside track on the island



Anegada





Do

From **The Baths** on the southwest coast to the natural anchorage at **North Sound**, Virgin Gorda has beautiful white beaches, gentle shallow reefs and world famous resorts, making for plenty to do on the island. Early morning take a hike up to the **Savannah Bay Trail** situated to the north of **Little Dix Bay** in time to catch the sun rise over the tropical turquoise water of **Savannah Bay**. Known for its tranquility (10 people is 'crowded'), Savannah Bay is an amazing

Above

Lying to the south of the island, **The Baths** are volcanic boulder formations that provide great snorkelling and swimming opportunities

Sample Virgin Gorda during a charter through the British Virgin Islands. Contact your nearest Camper & Nicholsons charter broker, page 6, for a selection of yachts cruising the area and a detailed itinerary. For further information on Rosewood Little Dix Bay, go to www.rosewoodhotels.com/littledixbay

white sand beach and a favourite with locals. Spend a morning discovering the network of grottos, caves and warm saltwater pools created by the strange volcanic boulder formations known as **The Baths**. With their colourful fish and coral, they are a delight to discover by snorkelling, kayaking, or just simply swimming around. Sail up to **Anegada** for fresh Caribbean lobster straight off the reef. If your superyacht is just too super to navigate Anegada's horseshoe reef - the largest barrier coral reef

in the Caribbean - then come by **Rosewood Little Dix Bay** where we have fresh Anegada lobster every day.

Sleep

When you're not sailing around the Virgin Islands or berthed in the Yacht Club Costa Smeralda, the island has a number of upscale resorts. Founded by **Laurance S. Rockefeller** as an eco-chic retreat and frequented by the international jet set, Rosewood Little Dix Bay has just celebrated its 50th anniversary. It retains its utterly

relaxing atmosphere surrounded by lush rolling hills, a pristine beach and crystal clear waters. Request one of the newly renovated original Laurence S. Rockefeller **Treehouse Suites** at Rosewood Little Dix Bay. The five stunning beachfront suites on stilts all have panoramic views of the bay and are just steps from the beach. Families are set up perfectly in our luxury villas with a private pool, fully equipped kitchen (private chef available) and magnificent 180-degree panoramic views of the Sir Francis

Drake channel and neighbouring islands.

Eat & drink

— The British Virgin Islands are a magnet for international food lovers for one major reason - the archipelago has the best lobster in the Caribbean and they live in abundance in the waters surrounding the island of Anegada.

On Sunday afternoons you will find me hanging out at **Saba Rock** on North Sound where there is no shortage of Veuve Clicquot Champagne and amazing late afternoon views. Lobster tacos are not to be missed. Other places I highly recommend are the **Rock Café** for pasta and pizza, and **CocoMaya**, with its Asian inspired menu and fabulous beachside setting, the restaurant is one of the best on the island. **The Bitter End Yacht Club** maintains its seafaring tradition, but has managed to sneak in a spot of glamour, too. Only accessible by boat, it has two restaurants and bars, an English style pub, boutiques and spa facilities. Rendezvous with fellow seafarers at the clubhouse for fresh fish, lobster, steak and

West Indian cuisine.

Of course, you must dine at our famous **Sugar Mill** fine dining restaurant situated right on the beach, or for al fresco dining try the iconic Pavilion restaurant, which, built in Rockefeller's day, is the striking pyramid structure that can be seen from the water as you arrive at the resort. Be sure to get your famous **Painkiller** cocktail at Rosewood Little Dix Bay Beach Grill from the man who was Rockefeller's personal barman, Clinton Creque ('Bill' for those in the know).

Set on one of the highest points of Virgin Gorda **Hog Heaven** has amazing views out over the North Sound as well as the smaller islands, including Richard Branson's Necker Island, and Larry Page's Estatia Island. It also offers some of the best rum punch in the area. Cap the day off with sunset cocktails at the aptly named **Top Of The Baths** restaurant.

Shop & bop

— The boutique at the **Fat Virgin Café** is great for colourful trinkets and souvenirs and the store at **Rosewood Little Dix Bay** has a great selection of local artisan pieces and international brands,

— TRY THE ICONIC PAVILION RESTAURANT (BELOW) WHICH, BUILT IN ROCKEFELLER'S DAY, IS THE STRIKING PYRAMID STRUCTURE THAT CAN BE SEEN FROM THE WATER AS YOU ARRIVE AT THE RESORT





including an exclusive new collection by designer **Heidi Klein**.

Make a date to see local musician **Morris Mark** playing at any of the fine venues including **Mine Shaft Café** and **Rosewood Little Dix Bay**. A composer as well as performer, Morris' pieces are characterful celebrations of Virgin Gorda, the most famous of which is 'Beautiful Day in Paradise' as well as his pieces for **Bregado Flax Educational Centre** and a dedicated piece for Rosewood Little Dix Bay's 50th anniversary.

Spa

— Dramatically located on a cliff edge, **Sense**, a Rosewood Spa welcomes guests with an open air pavilion and a two-tiered infinity pool, which overlooks the glistening Sir Francis Drake channel. Spa treatments use locally sourced botanicals and indigenous plants to create a unique sensory experience that enhances the Spa's natural and dramatic setting. The favourite Virgin Gorda **Goats' Milk** and **Honey Wrap** uses local honey, goats' milk, and bananas while the special salt scrub uses salt sourced from the BVI's natural salt mines.

TRIP REPORT Istanbul

—
by Miriam Cain



The former Constantinople is being transformed into one of the world's most dynamic cities by a new generation of Turks, elevating Istanbul to a new level of style.

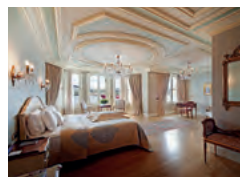
Pillow Talk

—
Quintessentially Eastern, with glittering mosques and beautiful vistas, Istanbul has become a favourite city break destination. The



booming metropolis has a plethora of smart hotels. **The Four Seasons Istanbul at Sultanahmet** is a characterful hotel located close to the sites of **Aya Sofya**, the **Blue Mosque** and **Topkapi Palace**. With its high ceilings and arched portals, the building, which was previously a prison, is faithful to the current trend for Ottoman revivalist style.

The Four Seasons Hotel Istanbul at the Bosphorus (pictured above) is located in the Ciragan Palace Kempinski Istanbul. Once the Sultan's summer retreat, it has long been the most desirable place to stay on the Bosphorus with its waterfront terrace. Also on the Bosphorus, but some distance from the centre, the **Hotel Les Ottomans** attracts Istanbul's social and business elite. Ten lavishly designed suites, a pool, and a Caudalie



Vinotherapy spa are housed in the extravagantly reconstructed 18th-century waterside residence.

Celebrating Istanbul's rich contemporary culture, the **Armaggan Bosphorus Suites** (pictured above) occupy three waterfront mansions on the European shore of the Bosphorus. Available as individual suites, three separate houses, or one large residence, their decor combines the finest in local craftsmanship and hospitality, with exquisite textiles and objects d'art.

Located close to the restaurants and smart boutiques of Istanbul's fashionable Nişantaşı district, the **Park Hyatt Istanbul** (pictured below) is ideal for those looking for absolute privacy. The exterior is Italian palazzo inspired, while the interior is understated.



The Pera Palace Hotel (pictured above) is situated at the far end of Istiklal Cadesi, where Ottoman-

era embassies sit alongside vibrant bars and restaurants. The elegant building was Istanbul's first luxury hotel accommodating passengers coming into the city on the famed Orient Express.

Bucking the trend of hotel locations in the old city or in the entertainment quarter of Beyoğlu, the recently opened **Raffles Istanbul** is located in the Zorlu Centre. Housed in a modern tower block, the interior offers stylish and contemporary rooms where the neutral décor is punctuated with Ottoman inspired detailing.

Eat, Drink + Dance

— Breakfast + brunch...

Having a long and lazy breakfast or brunch is a cultural and culinary tradition when in Turkey. For a relaxed breakfast of homemade jams, cheeses and olives, **Café Privato** in Galata is an old favourite with locals and visitors to Istanbul. **Datli Maya** has a unique and rustic charm with local, organic produce.

One of the oldest establishments in the city is the **Emek Café** where you can enjoy a traditional Turkish breakfast by the water. Also by the Bosphorus, **Bebek Kuru Kahvesi** serves traditional brunch with cheese, eggs, honey and smoked salmon.

Lunch...

The Hamdi Restaurant, which is located next to Galata Bridge, is a favourite for a traditional Turkish



kebab – best enjoyed while taking in the views over the New Mosque’s minarets.

The terrace of **La Mouette** at the **Beyoglu Tomtom Suites** hotel overlooks the old city. With a reputation for being one of the finest restaurants in Istanbul, the imaginative dishes are created using locally sourced ingredients. Further contemporary dishes can be enjoyed at **Lokanta Maya**.

For a pleasurable Istanbul ritual of a long lunch spread out over several courses, with cold meze, hot starters, and a seafood crescendo, head to **Rumelihisari Iskele**. Located right on the Bosphorus in the shadow of a medieval fortress, the setting is magical.

Mixing old with new, the stylish **X** restaurant is located atop the century old Deniz Palas building. Renovated in 2009, the old Sea Palace now houses the Istanbul Foundation for Culture and Arts and the **X** restaurant and is a great place to spend the afternoon.

For more culture and cuisine, head to **Müzedechanga** located inside the **Sabancı Museum**. The menu is known for its creative spins on Mediterranean cuisine, enjoyed in an elegant setting with views over the water from the terrace.

Dinner...

The warm evenings allow you to drink at roof top bars, dine at Bosphorus front restaurants or in courtyards beneath Ottoman mosques.

Istanbul’s trend for roof top dining spots started over a decade ago with **Leb-i derya** when the owners of Beyoglu realised the potential of pairing the city’s magnificent views and warm climate with good food. The newest location of **Leb-i derya** is atop of Istiklal Caddesi’s Richmond Hotel and is a great spot for a drink before or after dinner. More stunning views can be enjoyed from **Ulus 29** and **Sunset Grill and Bar**.

Located in Nisantasi Akaretler, **Gile** is a contemporary, fine dining restaurant serving Turkish cuisine. Just a stone’s throw from the Bosphorus, **Karaköy Lokantasi** is also known for its traditional Turkish cuisine and has been a long favourite with in-the-know locals.

Best reached by boat, **Lacivert** is situated on the Asian side and has spectacular views. Also accessible by boat, out on the Galatasaray islet, **Fish** serves an unusual selection of meze and fresh fish, but aside from its unusual menu, it is known as one of the city’s most



Above

— Take a cruise to the Princes Islands - the summer retreat of the city’s elite; the iconic Grand Bazaar will not disappoint

Below

— Climb the Galata Tower for 360-degree views over the city and beyond



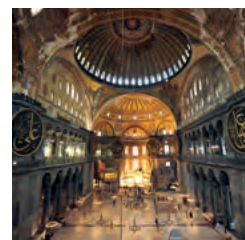
stunning and exclusive places to eat, drink and enjoy the river.

Last but not least, the newly opened Raffles Hotel at the Zorlu Center welcomes **Rocca** to Istanbul’s gastronomic scene. The menu combines **Rocca’s** traditional offerings with Turkish flavours.

Do + discover

— Istanbul has a host of places to visit in the old city and across the **Golden Horn** to the buzzing entertainment quarter of **Beyoglu**. Nestled beneath the historic domes is a city with a vibrant art, design and cultural scene. Originally founded by the Greeks in the seventh century BC, Istanbul became

Constantinople in the fourth century AD, capital of a Byzantine Christian world before it fell to the Ottoman



Turks in 1453. The relics of the two great powers stud the old quarter. Leading historic sites include the **Topkapi Palace** (pictured above), the **Byzantine Church of the Holy Wisdom Aya Sofya** (pictured above),



splendid pavilions of the Ottoman Empire, the **Kariye Museum**, the **Basilica Cistern**, and the **Süleymaniye Mosque**. For amazing 360-degree views of the city and beyond climb the **Galata Tower** in the Beyoglu district.

Istiklal Avenue in the old European quarter houses contemporary art galleries, which sprang up after the opening of the **Istanbul Modern** gallery over a decade ago. The gallery's huge exhibition space is housed in a white cube located on the Bosphorus, with works of art displayed alongside a restaurant, cinema, design store and library. The **Pera Museum** in Galata exhibits contemporary

and Ottoman art and ceramics.

Head to the **Sakip Sabanci Museum** in Emirgan where you will find Ottoman calligraphy collections and temporary exhibits from artists such as Anish Kapoor.

Highlights of Istanbul art calendar include the **Istanbul Design Biennial**, which runs annually from early November to mid-December, and the Istanbul Biennial, which is held before the Design Biennial. Other cultural events run throughout the year including the **Istanbul Film Festival** in April, followed by the **Istanbul Theatre Festival** in May, and the **Istanbul Music and Jazz Festivals** in June and July.

See + Shop

— Shopping in Istanbul conjures up scenes of sumptuous Turkish carpets in an ancient bazaar and it doesn't disappoint. Dating back to the 15th century and boasting almost 4,000 shops, the **Grand Bazaar** stocks everything from Turkish carpets and traditional jewellery to the latest designer labels. Discover the centuries old bazaar that echoes with market traders haggling over Middle Eastern paraphernalia

For a modern take on the bazaar and a more sophisticated market place, step inside **Dhoku** in the Grand Bazaar, where you will find minimalist cool kilims

At a glance

— **Best travel time** Late spring or early autumn is the best time to visit with sunny days providing the ideal weather to explore the city on foot. Mid-summer is hot, and from mid-December through mid-March cold winds blow in from the Black Sea.

— **Currency** Turkish Lira

— **Language** Turkish

— **Vibe** Bohemian cool

woven by hand in Turkish mountain villages. Away from the market, head to **Istiklal Caddesi** where you will find international brands, while the 19th century arcades running off the main street are home to eclectic boutiques.

The **Çukurcama** area is dotted with antique shops, while the **Horhor** near



Aksaray has five floors packed with shops selling everything from fashion to interior design.

For herbs and spices, head to the **Spice Bazaar** situated on the Golden Horn, and for traditional shopping at its best head to the Muslim Orthodox faith district for the Wednesday market **Çarısamba**.

If on the water take a cruise to the **Princes' Islands** (pictured below).



The summer retreat of the city's elite, beautiful wooden mansions dot the landscape and, with no cars allowed, the islands provide a respite from the bustling city of Istanbul.



Shorts by Stefano Ricci,
www.stefanoricci.com;
Tiphane bikini by Varley,
www.varley.com

Infinite horizons

There are charters - and there are Camper & Nicholsons' charters. Whether you're looking for an unforgettable family holiday, truly awe inspiring experiences, day after day, or the ultimate in romance, **Polar Star** has it all





Infinite horizons

On board Polar Star, guests will be won over by the breadth, authenticity and intrepid nature of her build complemented by her classically designed, sumptuous interior. Her abundant and generous outdoor spaces play host to multiple relaxation and sun lounging areas

Dress by Heidi Klein,
www.heidiklein.com,
sunglasses by Burberry,
www.burberry.com

Shirt and shorts by
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Polar Star

—
Length
63.4m (208')

—
Beam
12.8m (42')

—
Draft
3.7m (12'1)

—
Builder
Lürssen

—
Interior designer
Pauline Nunns +
Aileen Rodriguez

—
Year
2005/ refit 2011

—
Guests
12

—
Crew
17

—
Charter price
from €380,000 per week

—
Asking price
€55,000,000

Shirt and shorts
by Stefano Ricci,
www.stefanoricci.com;
Dress and hat
by Heidi Klein,
www.heidiklein.com





The good life

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Polar Star lends itself perfectly to total relaxation. By day, immerse yourself in the serene beauty of your surroundings, kick back and relax with family and friends

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Dress, models own



**A theatrical
experience**

—
Dining is a theatrical
experience on board
Polar Star - whether it's
Japanese tapas on the aft
deck; a sun downer on
the bridge; or a black tie
affair in the dining salon,
the choices are endless

Blouse and trousers
by Burberry,
www.burberry.com

Shirt and jacket
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www.stefanoricci.com;



Castaway Caribbean

After a few years of financial ebb, the Caribbean tide is running high and the islands are once again attracting superyachts to discover their tranquil shores. **St Vincent** and the **Grenadines** remain relatively untouched and offer countless options for dining and relaxation

—
by **Miriam Cain**









Above

—

- 1- St. Lucia
- 2- St. Vincent
- 3- Bequia
- 4- Union Island
- 5- Carriacou
- 6- Grenada

Top left

—

The soaring Pitons are a symbol of St Lucia

Left

—

The 44.1m (145') *At Last* is a charterer's dream, with an abundance of water toys on board

Top right

—

The beach at Sugar Beach is among the best in the Caribbean



Its combination of steady winds, dramatic landscapes and natural harbours makes the Grenadines a perfect cruising destination. This, thus far, unspoiled cruising ground offers an abundance of natural beauty, ample dive sites and some of the best fishing grounds in the world. All you need is your own private yacht. With all her Heesen grandeur, the 44.1m (145') *At Last* is a charterer's dream with an abundance of toys and a brand new 10.6m (35') Scout tender equipped with all the best sports fishing equipment. Why not combine a few days ashore on the Caribbean idyll of St Lucia with a 10-day charter aboard *At Last*, cruising the islands and experiencing a part of the Caribbean that has remained relatively unchanged over the centuries.

ASHORE

—

St Lucia

One of the most naturally beautiful islands in the Caribbean, St Lucia also makes way for idyllic resorts and is the perfect place to spend a few nights acclimatising to the Caribbean pace before stepping aboard your yacht to discover the surrounding Grenadines island chain.

Due to its volcanic origins, St Lucia has breathtaking mountains and a fabulous underwater world. As such, it has great appeal for hikers, divers and nature lovers. From the rugged terrain of the south to the flatter, less volcanic north, the island has something for everyone. With the mountains comes rain, and thus lush rainforests where tropical birds find refuge among the acres of designated rainforest reserve. Towering here are the soaring Piton mountains, which have become a symbol of the nation. The twin volcanic peaks appear more dramatic than they are due to the fact that they rise up from the sea in a sheer, spectacular ascent. Gros Piton provides wonderful opportunities for a hike, while those with a greater head for heights can zip-wire through the rainforest or take the aerial tram that rides over the tree tops and provides spectacular views of the rainforest. Nestled between the twin volcanic peaks that dominate the southwest of the island, Sugar Beach boasts the most spectacular setting on the island. Scattered over more than 180 acres of rainforest and with a stunning beach, the Viceroy resort has recently been refurbished and is today the best resort on the island.

Nearby Soufrière is the oldest town on the island. Named by the French, it is most famous for its stunning natural surroundings, including the sulphur springs which lend it its name. The town used to be the island's capital and it still has some original Creole wooden buildings. Those looking for some history will be charmed by the Fond Doux Estate in the hills behind Soufrière. It is a 250-year-old cocoa plantation where you can wander among the cocoa, banana, mango, avocado and papaya trees and watch



CRUISE TO THE SOUTHWESTERN TIP, PAST PETIT NEVIS AND WINDWARD TO THE FLAT WATERS OF ADMIRALTY BAY AND SOAK UP THE BUSTLING ATMOSPHERE ASHORE IN PORT ELIZABETH (LEFT), WHERE SHOPS AND RESTAURANTS LINE THE WATER'S EDGE

Left

— Soak up the bustling atmosphere in Bequia's Port Elizabeth

Below, left

— The 44.1m (145') *At Last* provides several opportunities for all manner of watersports including big-game fishing, kayaking, diving and snorkelling

hummingbirds among the waxy tropical flowers. To the north lies Pigeon Island, a 44-acre national park that was formerly only accessible by sea but is now connected by a man made causeway. Once the home of indigenous Amerindians, and then pirates, the island today abounds with walking trails and historic remnants of its service as a military base. Alongside Pigeon Island is Rodney Bay, St Lucia's main resort area. A bustling hub of shops, restaurants and bars sits alongside the long sandy Reduit Beach and Rodney Bay Marina, which, along with Marigot Bay, is one of the main yachting destinations on the island.

South of Pigeon Island and Rodney Bay is the island's capital, Castries. Its market is a bustling meeting place, especially on Fridays. Castries Port is a day stopover for many of the large cruise liners and is devoted to duty free shopping, for which there are two options at either end of the port: La Place Carenage and Pointe Seraphine - great places to head if you need some retail therapy, but to be avoided if you desire peace.

ABOARD

St Lucia + St Vincent

Over the years, St Lucia has attracted sailors of all types, from pirates sheltering in the safety of the hurricane hole at Marigot Bay to French and English militia in centuries past, to today's superyachts cruising the Caribbean's Windward Island chain. Step aboard *At Last* in Marigot Bay. Described by novelist James Michener as 'the most beautiful bay in the Caribbean', Marigot Bay is one of the best hurricane holes in the world and a popular watering hole. Here you will find yachties mixing with celebrities enjoying rum, alongside fine cuisine at the Capella Marigot Bay Rum Cave. There is also a little clapboard development of shops including a bakery, supermarket, bank, police station and a handful of restaurants, including the notably buzzy Chateau Mygo.

From Marigot Bay you can discover St Lucia's coastline as you gently acclimatise to life aboard *At Last*. Cruise along the southwestern coastline and jump in and snorkel among the squid as they speed in military formation through the clumps of giant brain coral. The surrounding waters also offer opportunities for scuba diving, deep sea fishing, kayaking and windsurfing. For

amateurs of big game fishing, *At Last* provides several opportunities and Captain Vincent Lauro can show you the best unexplored spots in the currents around St Lucia where he is well acquainted with the marlin, tuna, and wahoo. Captain Lauro is also a Scuba dive master as well as an underwater photographer, and with his knowledge and passion for the undersea world, and a degree in Marine Biology, he is the perfect host for a trip both on and under the water.

That night, as you sleep, *At Last* will cruise on to St Vincent. The island makes a great launch pad for a charter through the Grenadines. It has long been regarded as one of the Caribbean's best kept secrets and now is the time to go - with the opening of an international airport early in 2014, which has increased its capacity to handle nearly four times as many passengers, the island will only get busier every year.

St Vincent is dominated in the north by a 1,220-metre volcano, Soufrière, which last erupted in 1979. The best way to view its volcanic origins is from the decks of a yacht, but those wishing to expend some energy can climb to the peak for impressive views over the surrounding Grenadines chain. The less energetic in the party can spend the day relaxing in the secluded Cumberland Bay on the island's west side, or step ashore to visit the Falls of Baleine, a breathtaking waterfall that spills from a mass of rainforest foliage into a rock-bound pool.

The Grenadines

Sprinkled between the volcanic peaks of St Vincent and Grenada is a 96-kilometre trail of palm studded sandbars, coral reefs and tiny islets, known as the Grenadines, that haven't changed much since Columbus first sailed these crystal clear waters. A hop across from St Vincent, Bequia is one of the most developed islands in the chain. Cruise to the southwestern tip, past Petit Nevis and windward to the flat waters of Admiralty Bay and soak up the bustling atmosphere ashore in Port Elizabeth, where shops and restaurants line the water's edge.

Further inland, explore the old forts and Bequia's summit, Mount Pleasant, or take the tender to snorkel the reef off Princess Margaret beach. The divers in your party will love the wall at Devil's Table along with the deep waters of Moonhole. Spend the evening with locals and A-listers alike at Fernando's Hideaway. The rustic restaurant is tucked away on a hillside forest





Clockwise from left

— One of the most developed islands in the Grenadines, Bequia has plenty to keep charter guests entertained; the five uninhabited palm fringed islets of Tobago Cays are ringed by pristine white beaches and clear waters; the calm waters are protected by the famous horseshoe reef; swim and snorkel with sea turtles in the wildlife reserve and marine-park between Petit Rameau and Petite Bateau

Below

— Swim and snorkel around Grenada's Grand Anse Beach



and is run by the eponymous Fernando, who catches his own fish every morning for the restaurant.

The next day, before you leave the island visit the Old Hegg Turtle Sanctuary on Bequia, before setting off to the glamorous and sophisticated island of Mustique – a private retreat of barefoot luxury surrounded by beaches of pure, white sand. The island's popularity with royalty and the jet set has endowed it with a prestigious reputation. Anchor off Britannia Bay and enjoy some Caribbean revelry with an exotic cocktail at Basil's Bar, or step back a century with afternoon tea at The Cotton House. For fishing enthusiasts among the party, the waters surrounding Mustique are teeming with big game – ideal for offshore fishing excursions. Alternatively, those wishing to stay on dry land can hire a horse from the island's equestrian centre and discover the numerous riding tracks, or simply relax in the calm, shallow waters that lap Lagoon Beach.

Set a course for the short cruise to the Tobago Cays; five uninhabited, palm fringed islets ringed by pristine, white sand beaches and clear waters, which provided some of the backdrops for the blockbuster *Pirates of the Caribbean*. Anchor in the wildlife reserve and marine park between Petit Rameau and Petite Bateau, and swim and snorkel with sea turtles in the calm waters protected by the famous horseshoe reef. Dine aboard *At Last* on fresh fish, lobster and pastries brought to the yacht by locals from Union Island.

After a night at anchor, exchange the peaceful Tobago Cays for a picnic lunch on the equally unspoiled Mayreau Island. One of the smallest islands in the chain, it is ringed with perfect white sand beaches. From here, cruise on to the cosmopolitan Clifton Harbour on the mountainous Union Island – a sailor's delight offering pretty anchorages and a couple of bars and restaurants. Enjoy a stroll along the main street while Captain Lauro completes check-in formalities for St Vincent territory.

A stone's throw from Union Island, Petit St Vincent is your own desert island offering total privacy and seclusion along three kilometres of white sand beaches. A resort island, the owners welcome superyacht guests to step ashore and enjoy its many amenities including the barefoot beach bar and Hillside Spa. Anchor between Petit St Vincent and Petite Martinique for the night and enjoy a barbecue of freshly caught fish. After a peaceful night, breakfast on the aft deck while you cruise towards Carriacou. Known as the Island of Reefs, its varied coastline has many offshore islets that are perfect for diving and snorkelling. Visit the oyster beds around Tyrrel Bay or step ashore and explore the French and English ruins of Belair National Park. Early evening, before you set off towards Grenada, watch the pelicans performing 'aquabatics' around the yacht as you enjoy a last walk on the beach at the flawless spit that is known as Sandy Island.

Grenada

As you draw near Grenada, the fresh ocean breeze mingles with the aroma of spices carried on the trade winds. The southern most of the Windward Islands, lying south of the Grenadines, Grenada has always been one of the more sophisticated Caribbean islands thanks to its abundant production of spices at a time when they were a valuable commodity. The verdant interior of the island today remains unchanged: a landscape of mountains, rivers, waterfalls and rainforest, but at the heart of the island, in the capital of St George, is where you will find Caribbean festivals, fairs and markets among a rainbow of pastel coloured dockside warehouses and red-tiled roofs. There are also a handful of sophisticated developments along this southern stretch of coastline, including C&N's Port Louis Marina. Located on a headland, the marina has views over St George and offers a lively marina village. Venture ashore and visit the spice factory, a rum distillery, or a nutmeg and chocolate factory, after which you may need to spend the afternoon swimming around the gentle bay of Grand Anse Beach. For your final night aboard, berthed in the marina at Port Louis, raise a local rum punch into the small hours to the sounds of a local steelpan band.

For further information on chartering At Last or any of the Camper & Nicholsons' charter fleet in the Grenadines, contact your nearest charter broker, see page 6.



Art afloat

Building a collection of art to display on board your superyacht should be an extension of your collection, but how do the logistics differ from your home displays? **Carla Pinto** explains the joys of displaying art on board and the complexities behind the scenes



Above

— Soothing decor provides a perfect backdrop to the colourful art on board the 44.1m (144'11) At Last

Opposite

— Functionality and aesthetics marry in complete harmony aboard the 40.5m (132'1) Nameless

Akin to the world's most luxurious homes, a superyacht is used to entertain guests, relax, sleep and travel with family and friends while cruising from port to port and crossing oceans. It is not an essential item but rather a luxurious toy that is used for personal pleasure. By its very nature a superyacht defines luxury, and therefore its interior should embrace the highest standards of living. Such luxury can be created through the considered use of extravagant materials such as marble and onyx, ebony and wenge, calf and stingray leathers, silk, custom made carpets, intricate cut glass chandeliers, Lalique panels, and state-of-the-art entertainment and comfort control systems. Add to this Michelin starred chefs, personalised table settings, and an attentive crew with seven star service, all that remains to achieve the ultimate luxury experience is the choice of artworks with which to personalise the environment. Through the careful display of art on board a superyacht an owner is able to create a 'home at sea' environment, and by exhibiting pieces of high profile fine art an owner is able to, at the same time, subtly display their social status and cultural understanding.

The practicalities of displaying works of art on board are complex. There is a fine line between creating a showroom rather than an inviting interior and expert guidance is essential. Deciding on what kind of art goes on board is more considered than choosing the pattern and colours of a wallpaper. As an art collector, the process of art acquisition can at times become a compulsive exercise after falling in love with a particular style, while at other times it will be a deliberate and extensive search for the perfect piece to complement a carefully constructed collection or even a special room setting. But no matter what reason, collecting art has always been expressed by the same manifestation: personal style, and this is the

THERE IS A FINE LINE BETWEEN CREATING A SHOWROOM RATHER THAN AN INVITING INTERIOR AND EXPERT GUIDANCE IS ESSENTIAL

IN PRACTICE, DISPLAYING WORKS OF ART ON BOARD IS NO DIFFERENT TO THAT ON LAND. IN BOTH CASES THE INDIVIDUAL IS TRYING TO ACHIEVE A GREAT DISPLAY THROUGH POSITIONING AND SPATIAL HARMONY, ALL ENHANCED WITH GOOD LIGHTING

Right

—
Baroque-style architecture and art creates a lavish atmosphere on board the 60m (196'8) St David

—
In direct contrast to St David, the cotemporary art displayed on board the 50m (164') Silencio complements the chic interior

—
The innovative use of art on board the 37m (121'4) motoryacht The Snapper helps to create a Zen-like interior

key means by which the owner will enhance the vital qualities of any comfortable and homely living space. Even though it can take a great deal of time, energy and emotion - space and art should ultimately fuse together into a truly poetic and harmonious form. This is the symbiosis that emerges from a true collector expressing his or her aesthetic vision.

One can decide to enrich a new space with the work of high profile artists and thus allow guests on board to embark on a parallel aesthetic voyage through the private and intimate world of the yacht owner's taste in art. The value of great art has always been associated with intellectual beauty and history, and through colour, subject and media one can assimilate the collector's most hidden pleasures and treasures. The same happens while exploring a host's display of books and experiencing their background music - each releasing 'scents' that give an insight into an owner's tastes. Therefore, in choosing artwork for a superyacht, whatever goes on board has to be thought about carefully to ensure that it meets with the owner's approval.

Selected art pieces, from sculptures to paintings, can express poetic, intellectual, historical and philosophical meanings. Away from the hurly-burly of life ashore a yacht owner's personal life style tends to change. They have more privacy and time to contemplate those poetic moments given through art. In practice, displaying works of art on board is no different to that on land. In both cases the individual is trying to achieve a great display through positioning and spatial harmony, all enhanced with good lighting. For a truly successful design it is as important to have an eye for interesting pieces of fine art as it is for creating a great layout with appropriate colour combinations. A book with words means nothing if there is no story to tell.

There are other things to bear in mind when displaying art on board. When the art work carries an excellent provenance then a charter client should be aware of its value, at all levels. For this reason, awareness of the risks associated with it, and ways to protect these assets is vital and so insurance, security and environment all play a vital role. These concerns already exist when displaying art at home, so this is not new to the collector, however, the very nature of a superyacht means that they will be cruising oceans, usually in places with

bright sunlight and high temperatures requiring controlled environments. Most pieces of fine art require ideal temperatures and humidity, and a well maintained air-conditioning system is fundamental and should be checked regularly. Artworks on paper are certainly more fragile and have a higher risk of being damaged than oils on canvas or wood, therefore they should be avoided. Security is essential for these kinds of art since marine theft is not unknown. Both the crew and advanced technological alarm systems play a major role in terms of protection. Superyacht access should also be supervised by responsible crew members at all times and all guests should be carefully identified at every embarkation, as is the case for general safety and security at all times. Moving superyachts around the globe with precious art on board also requires the appropriate supporting paperwork, such as shipping and customs documents, all in good order for inspections.

Insurance is as essential when at sea as it is on land. In some cases an art collection can be included within the owner's other assets already insured or on the yacht's insurance policy itself; however if the art work is taken out of the vessel the risk of damage increases and insurance may no longer cover the asset. The somewhat recondite topics of marine insurance and superyacht security need to be taken seriously at the time of purchasing any fine art but any reputable gallery will be able to provide advice on the specific issues relating to any intended purchase and guide the purchaser to a suitable professional adviser.

Setting aside the memorable experiences and sensory pleasures of a superyacht cruise, any voyage at sea will culminate in unforgettable memories. The advent of today's art of residential yachting offers mariners the opportunity to enjoy what can fairly be described as a museum experience. Guests can be presented with a unique and exclusive selection of fine works to study at their leisure. No longer is superyacht cruising solely about the distinction of the voyage and arrival, but instead it becomes the source of both moments of great beauty as well as the beauty of great moments.

Art advisor Carla Pinto is from the London-based art gallery Gladwell & Patterson. For further information on the gallery go to www.gladwellpatterson.com



Workforce task force

Part II

In the previous issue of SEA+I we took a detailed look at the huge number of jobs that superyachts support, with a focus on the new build sector. In this follow up piece, SEA+I looks at the jobs supported by a yacht in the years following its launch

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by Ellie Brade

49,1

The design, engineering and construction of a new superyacht represents jobs equating to hundreds of thousands of man-hours. Once the yacht completes, the decades ahead see it support countless more hours of work and jobs, from the permanent crew that staff it to the wide variety of support industries it uses. It is therefore unsurprising that of the 260,000 jobs the entire superyacht industry supports each year a significant proportion can be attributed to the completed fleet. The number of yachts entering the fleet grows annually, and therefore the demand for crew and support services also increases. By early 2015 a landmark 5,000 yachts of 30m (100')+ will have been launched.

Anecdotally, many industry professionals estimate that a superyacht costs 10 per cent of its value to maintain every year. With 55 per cent of the total superyacht fleet more than ten years old, and the average yacht now 21 years old, that very rough figure applied to the total fleet represents many years of job support, and billions of dollars of economic impact and salaries. The Monaco Yacht Show, which saw 500 companies exhibiting at the 2014 show, is one very tangible demonstration of the huge number and variety of companies operating within the superyacht industry.

There are no set number of jobs supported by a yacht, as each yacht and the way it is run is different. The range of services used by a yacht that are above and beyond the essentials

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AT THE TIME OF WRITING THE CURRENT FLEET OF 4,946 SUPPORTS 34,000 CREW & PREDICTIONS BASED ON THE RISING FLEET NUMBERS SHOW THAT THIS NUMBER WILL HAVE INCREASED BY 43% TO HIT 49,165 BY 2020



can be huge. Yachts that see a lot of use, with a high percentage of owner/charter guest weeks, or yachts that travel, may draw on far more support from industry companies such as agents or charter brokers, than a little used privately owned yacht based in one place. Some yachts may be run solely by their captains, others may rely on management companies to oversee day-to-day operations.

But, no matter how the yacht is used there are some elements of yacht operation that are a must. Often even before a yacht leaves its shipyard of build, a permanent crew of some size is a necessity. Consequently crew represent a huge proportion of the permanent jobs created by yachts, with every yacht having captains, engineers, chefs and interior and deck crew on board. A worldwide survey of crew, undertaken by the Superyacht Intelligence Agency in 2012 showed that the average yacht has a crew of eight on board, with the largest yachts having anywhere up to 60 crew or more.

At the time of writing the current fleet of 4,946 supports 34,000 crew and predictions based on the rising fleet numbers show that this number will have increased by 43 per cent to hit 49,165 by 2020. That represents nearly 15,000 new jobs in the crew sector alone over the next six years. As well as the actual employment of the crew themselves, the hiring of yacht crew also finances onshore jobs at support companies such as recruitment, management companies

165*

and superyacht uniform specialists. Training is also important - in addition to their required professional maritime qualifications, many owners will support training companies when they invest in yacht specific courses for their crew such as in bridge equipment, helicopter operations, or watersports certification.

Another essential of yacht ownership is the on-going maintenance and obligatory class survey work on the yacht, which is the bread and butter work for the superyacht industry's refit and repair sector. Consequently, refit yards around the world are guaranteed a regular supply of work from the superyacht fleet and are able to maintain their skilled staff accordingly. Yards specialising in refit, or in refit and new build, contribute 14.4 per cent of all direct superyacht jobs, more than the 13.3 per cent of jobs from those yards that solely undertake new build work.

On top of all necessary work, many owners also see the value in additional investment in their yacht's maintenance, whether to help maintain its appearance and value or to change the look and feel of their yacht. The purchase of a yacht by new owners will very often be the catalyst for a major refit, representing substantial bonus work for refit yards. The 47.55m (156') Feadship Princess Too (listed for sale with Camper & Nicholsons) is one example of a yacht that has contributed to the refit sector, having

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been beautifully maintained over the years with work on her including a full interior refit in 2010.

In addition to crew and refit, other necessities for yachts will include legal and insurance services, power, bunkering and berthing. Superyacht marinas and ports are a crucial part of yachting, being a yacht's point of contact with land, and contribute 19 per cent of all superyacht jobs worldwide. Demand outweighs supply in many popular destinations and marinas continue to invest in their facilities to cater to the transient yacht fleet. When a yacht is in port, it will likely take advantage of the huge supply network that exists to serve the yacht fleet. Superyacht agents, provisioners, florists and chandleries are just some examples of the smaller businesses whose livelihood depends on superyachts.

The 50m (164') Silencio is a popular yacht in the Camper & Nicholsons charter fleet and her travels have taken her around the world five times since her launch in 2001. The yacht supports a full time crew of nine, taking on additional crew for crossings or work periods and hiring race crew for regattas. As well as supporting the jobs of her crew, over the past 13 years Silencio has had a positive economic impact on the numerous countries the yacht has visited, always opting to use local suppliers where possible.

"We like to support the local industry of

260,

the country we are visiting wherever we can," explains Karina Jaworsky, chief stewardess on board *Silencio*. "Although our main suppliers are in Europe, when we are cruising abroad we say to the local suppliers that if they can supply the same quality we'll use them. The whole point of the boat going round the world is that we can make the most of, and support, the places we visit."

"We will also use an agent whenever we are cruising," added Captain Angus Biffin. "Although we do as much as we can for ourselves, agents are invaluable support as you are always going to come across things you can't sort yourself." The yacht will also make use of local contractors, as and when needed. "Almost everywhere you go there will be excellent contractors to hand to undertake work if it is needed; when you are short on time you rely on the help and support of local experts."

A charter yacht such as *Silencio* will also support the jobs of those working within the charter industry. Twenty per cent of the superyacht fleet is listed for charter, with these yachts all making use of the wide network of charter companies around the world. This is yet another demonstration of the significant numbers of specialist jobs created by demand from yachts. Charter managers and brokers play a crucial role in liaising with the owners, and promoting the yacht and its current

*
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cruising location to potential charter clients. Once a charter is secured, this sees further positive impact down the supply chain, with every charter representing significant spend on everything from food to fuel, once again benefiting those who work within the superyacht industry.

With 30 per cent of the fleet listed for sale, the size of the new build brokerage sector is even more significant than that of the charter sector. The reality is that most owners will at some point look at the sale of their yacht, whether they are exiting yachting, building a new yacht, looking for a change or to liquidise capital. This is where the brokerage market comes in, with brokerage houses building huge teams around the marketing, purchase and sale of yachts. Working with new and existing buyers to sell existing inventory is a crucial arm of yachting, and the entry point to the market for many new owners.

To conclude, every yacht represents huge numbers of jobs. With 260,000 jobs supported annually by the superyacht industry, the average yacht finances nearly 50 jobs a year. Thankfully, there is growing awareness of this, as the industry works to promote the fact that those who invest in yachts are responsible for the maintenance and creation of significant numbers of jobs. 260,000 jobs a year, and counting, is something to celebrate, and to be proud of for those who own and charter yachts.



20 years at the helm

As Camper & Nicholson's **Charter Marketing Department** celebrates its 20th year, SEA+I takes a behind-the-scenes look at the services offered by a charter manager and explains how they can be worth their weight in gold

Camper & Nicholson's Charter Marketing Division

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Twenty years ago Camper & Nicholson's recognised that their knowledge, expertise and resources could be employed to help owners' yachts stand out from the crowd, thus maximising the financial benefits of owning a yacht. When Camper & Nicholson's Charter Marketing Division (CMD) opened back in 1994, it was the first department of its kind. Seeing how successful the charter yachts that the new department managed became, others quickly followed suit. Today, Camper & Nicholson's have just under 100 of the world's most prestigious superyachts under charter management and a team of 10 charter managers and support staff based in Monaco and Fort Lauderdale in the USA. Each member of the experienced team has a thorough knowledge of the superyacht industry and can offer specialised marketing and promotional services to their clients, along with all the standard services mentioned above.

Managing a charter yacht is a full time job akin to managing any business. Anyone who has ever owned a company will no doubt agree that an advertising agency and marketing agency, along with a PA, play an essential role in day-to-day operations. Every company needs to be well run, promoted and coordinated, with staff being managed, meetings arranged, decisions made and profits accrued.

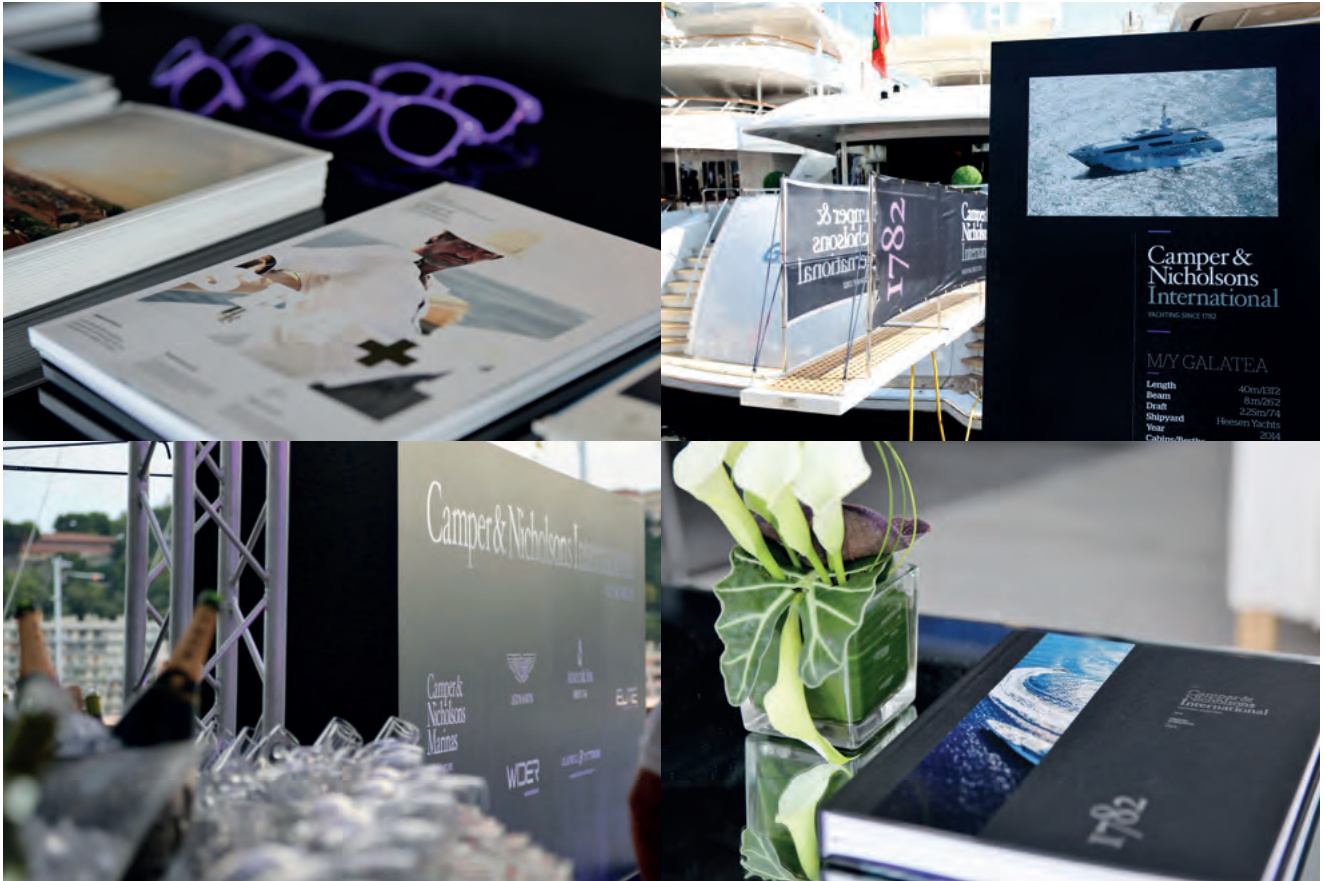
The chartering of a superyacht is much the same: you need to maximise its potential, market it to the right people in the right way and ensure all its charters run like clockwork. Rather than hiring a separate PR consultant, a marketing agency, an advertising agency, a human resources manager and a PA, you can roll it into one with a good charter marketing division.

Charter managers have expertise in every aspect of charter management and take a very personal approach to each yacht on their books. It is not unrealistic to say that they know each yacht inside out and are always in close contact with the owner, crew and captain - forging the all-important link between them. They also know the superyacht industry like the back of their hand and have the additional support of a team of experts that they can draw on for dedicated legal, tax, fiscal and insurance advice, along with expertise on the latest codes of practice.

Most yachts are privately owned, but due to escalating maintenance costs and the impracticality of using a large yacht solely for private use, most are chartered out to offset the running costs and maximise investment. Along with managing the yacht while it is actually chartering, there is also the issue of getting clients on board (in the first place) - a task that requires considerable marketing skills, industry knowledge, expertise and innovation - a good charter manager is therefore invaluable in such a role.

SEA+I profiles the skills, services and support that a good charter manager should provide, from managing the yacht's calendar to the yacht's marketing.

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AND CAPTAIN -
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THEM



Calendar management

— Most owners typically spend between four to eight weeks of the year on board their own yacht. Some may not use their yacht at all and regard it solely as an investment, while others will only allow their yacht to be chartered for a limited period. Advising owners on peak seasons, popular charter grounds and up-and-coming hot spots is a vital part of the charter management process. Owners are encouraged to make their yacht available during peak seasons and, where possible, the yacht is scheduled for maintenance in the off-season months. The difficulty with this is that an owner will naturally want to cruise on his or her own yacht during the best seasons and a shrewd charter manager will balance both interests ensuring that the owner and his family have the

yacht when and where they want it, while still optimising its charter potential. In planning the yacht's annual itinerary, the charter manager will not only schedule in all the charters but will also take account of berthing, maintenance and docking considerations.

24-hour service

— Liaising with the owner, captain and support teams means that a charter manager is on call 24 hours a day, seven days a week. This level of support is particularly vital while guests are on board during a charter but it is also necessary when liaising with retail charter brokers on both sides of the Atlantic and further afield. Charter managers should always have access to in-house expertise on legal advice, yacht management and crew placement, and with such a strong support network they can provide

an all-round service for any problem that may arise, be it sourcing relief crew members and engine parts at 24 hours' notice or processing legal documents and visa enquiries.

Yacht marketing

— In the competitive international yacht charter market, the most successful yachts maintain a high profile. Active, direct marketing is vital to increase a yacht's profile and therefore its charter income. Placing a yacht under charter marketing ensures it is presented in the right way, at the right time, to the right people worldwide. A successful marketing strategy will include brochure production and distribution, magazine advertising, print and online editorial coverage, exposure at boat shows and shrewd use of personal contacts all around the world.

ACTIVE,
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Legalities

— Tax laws are constantly evolving and with the changes come the complexities of running a charter yacht. Recent years have seen changes in Italian, French and Spanish VAT on charter fees, and managing the tax liabilities of the busy Mediterranean season is a huge challenge. Aside from the tax legalities, a charter manager will also organise the contractual liabilities involved in chartering, and acting as stakeholders for the contract between the owner and charter client.

Whatever level of management you require for your yacht, the services of a professional charter manager are invaluable. The larger the organisation the more resources and support they are likely to offer to provide that vital link to successful charter management. For further information visit camperandnicholsons.com

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1782

Little black book

Camper & Nicholson showcase some of the newest and most advanced yachts available on the brokerage market

See a comprehensive list of available yachts at www.camperandnicholsons.com





SEA+I LOOKS BACK AT THE BROKERAGE MARKET IN 2014

Another year comes to an end and a new one begins lined with optimism. Here at Camper & Nicholson's we have certainly seen a major upturn since the difficult period following the global financial crisis. We were already witnessing this last year when the US market started to bounce back and we hoped that the rest of the market place would follow suit - which it has. We are still far from the boom business levels of 2007 and 2008, but the gap between the volume of activity, if not value, is certainly getting smaller year on year.

The number of superyachts available to purchase is gradually declining and supply is beginning to level out. After five years of brokerage when sellers' expectations were higher than buyers' appetites, it seems that a balance between the two has been reached. The global economy is proving solid, and the US markets are performing well. There is currently no longer a fear of a second major financial meltdown, though the predicted growth in China and other markets has not been as fast as expected. Instead we are looking at a steady growth over the next few years, and if financing improves then perhaps a faster growth. However, in terms of volumes and values, it is quite apparent that volumes may increase but value is still invariably down. There are more buyers in the market than in 2009, but they are looking for fair prices and a fair value on quality products.

The expertise of a good broker is therefore essential, and Camper & Nicholson's brokerage team have an excellent understanding of the best the market has to offer. Supported by a highly experienced team and with all the latest tools and a selection of the best yachts in the fleet, Camper & Nicholson's brokers continue to exceed clients expectations, determined to find the best deals the market has to offer.

For further information please contact your Camper & Nicholson's broker, see page 6.

Unbridled

—
58.3m/191'

—
Trinity, 2009

—
US\$43,950,000

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58.3m



56.73m



Cleopatra

—
56.73m/186'

—
Amels, 1985

—
€13,000,000

Contact

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Polar Star

— 63.4m/208'

— Lürssen, 2005

— €55,000,000

Contact

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63.4m



RM Elegant

— 72.4m/237'6"

— Lamda Nafs, 2005/2012

— US\$34,000,000

Contact

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72.4m



52.12m



Gravitas

—
52.12m/171'
—
Leadship, 1995
—
US\$23,500,000

—
Contact
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Du Voyager

—
49.7m/163'
—
Ruea Yachts, 2016
—
Price on application

—
Contact
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49.7m

49.07m



Oceana

—
49.07m/160'11"
—
Custom, 1964
—
US\$1,350,000

—
Contact
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Tales

—
53.4m/175'2

—
Proteksan Turquoise Yachts,
2002

—
€15,000,000

Contact

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53.4m

47.55m



Princess Too

—
47.55m/156'

—
Leadship, 1999

—
€17,500,000

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DB9

—
52.3m/171'9

—
Palmer Johnson, 2010

—
US\$31,000,000

Contact

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52.3m

Lionwind

—
47m/154'2"
—
Leadship, 1983
—
US\$4,990,000

Contact

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47m



Project 12

—
46.6m, 152'10"
—
Cantieri di Pisa, 2013
—
€19,500,000

Contact

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46.6m

Yalla

—
47m/154'2"
—
Heesen Yachts, 2004
—
€17,500,000

Contact

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47m



44.9m

Bravado

— 44.9m/1473

— Abeking & Rasmussen, 2004

— €21,500,000

Contact

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Wider 150 #2

— 46m/153'11

— Wider, 2015

— €25,000,000

Contact

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46m



44.2m

Idyllwild

— 44.2m/145'

— Benetti, 2005

— €11,750,000

Contact

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47m



CDR

— **43m/141'**

— Ruea Yachts, 2016

— Price on application

Contact

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Gusto

— **39.62m/130'**

— Westport, 2003

— US\$8,950,000

Contact

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39.62m



Dia's

— **44.2m/145'**

— Benetti, 2006

— €9,900,000

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44.2m



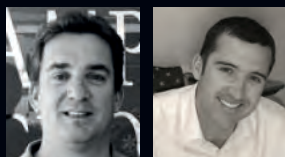
43m

Hana

—
43m/139'9
 —
 CRN, 2008
 —
 €12,950,000

Contact

Simon Goldsworthy
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 sgoldsworthy@camperandnicholsons.com



Green Voyager

—
43.9m/144'
 —
 Kingship Marine, 2015
 —
 €14,800,000

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 sgoldsworthy@camperandnicholsons.com



43.9m



43m

Axantha II

—
43m/141'
 —
 JFA, 2011
 —
 €14,950,000

Contact

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 rbabravicius@camperandnicholsons.com



Ariela

—
39.6m/129'11"

—
CRN, 2004

—
€5,500,000

Contact

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cehrardt@
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Rospiya

—
39.3m/129'

—
Devonport Yachts, 1994

—
€1,100,000

Contact

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Northlander

—
38.16m/125'

—
Moonen, 2009

—
\$18,500,000

Contact

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dsargus@
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Forty Love

—
42m/1371

—
West Coast Custom Yachts, 2003

—
US\$12,000,000

—
Contact

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bobrien@
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Nameless

—
41m/1321

—
Mondo Marine, 2013

—
€19,500,000

—
Contact

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Forever One

—
39.65m/1301

—
Overmarine (Mangusta),
2007

—
€6,900,000

—
Contact

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Tanusha

—
36.58m/120'

—
Benetti, 2010

—
€9,750,000

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36.58m



36m

Lake Daimon

—
36m/118'

—
Tecnomar, 2009

—
€4,000,000

Contact

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Hic Salta

—
42.5m/139'5

—
Valena Yachting, 2006

—
€3,100,000

Contact

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tlangmead@
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42.5m

Red Dragon

—
51.7m/169'7

—
Alloy Yachts, 2008

—
€21,000,000

Contact

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sgoldsworthy@
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51.7m

49.8m



Silencio

—
49.8m/164

—
Perini Navi, 2001/2012

—
€17,500,000

Contact

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Lulworth

—
46.3m/151'9

—
White Brothers
Southampton, 1920

—
€10,800,000

Contact

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46.3m

46.1m



Wellenreiter

—
46.1m/151'2

—
Jongert, 2003

—
€9,500,000

—
Contact

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Renaissance

—
39m/127'11

—
CNT Castagnola, 2012

—
€7,500,000

—
Contact

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39m

Philanderer

—
40.01m/131'2

—
Concorde Yachts, 1992/2009

—
€2,100,000

—
Contact

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40.01m





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