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For connoisseurs of luxury travel

*A Camper & Nicholsons International publication*



# SEA +

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**Issue  
25**

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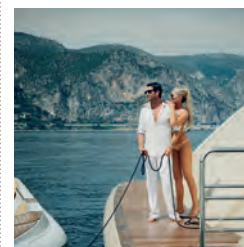
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**Autumn 2012**

For connoisseurs of luxury travel

A *Camper & Nicholson's International* publication

## A new chapter...

# Foreword

This year, *Camper & Nicholson's* celebrates its **230th anniversary** – a phenomenal achievement by any standards. Since 1782, the company has grown beyond imagination and is, today, a world leader in luxury yachting. In this special issue of **SEA+I** we look back on a few of the company's most notable achievements with a six-page review of all its divisions, along with messages from distinguished members of staff across its ten offices.

But it is also a time to look forward, and with that in mind **SEA+I** has undergone an exciting transformation. Its fresh new design is combined with inspired ideas on where to cruise, with maps to help you plan your itinerary and great photography bringing each region to life. You can read up on the latest builds and get updates on boat shows around the world, and keep up to speed with expert insight on current industry developments – all of which reinforces **SEA+I**'s status as a premier, must-read magazine guiding connoisseurs of luxury travel through the season ahead.

This issue, along with our popular yacht reviews and news, we bring you a new **Little Black Book** section with 16 pages of yachts for sale. We also profile charters from the two extremes of the United States: **Alaska** in the North and **Patagonia** in the South. We dig beneath the surface of yacht design in our interview with **Horacio Bozzo**, founder of Axis Group Yacht Design with regards to its in-build project **Forever One**, and we dip deep with an expert profile on the best Caribbean waters for **scuba diving**.

We hope you enjoy the new-look **SEA+I**. Here's to the next few centuries of luxury yachting.



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Published by Camper & Nicholson 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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# Scenes+

## A TOAST TO THE FUTURE OF YACHTING

An international audience of superyacht owners, designers and industry leaders celebrated excellence in yacht design at the Showboats Design Awards, hosted at the Monaco Opera House, in Monaco on 22 June.

Along with the presentation of awards, guests were afforded an insight into the industry by one of its most long-standing and respected experts, George Nicholson. Giving a rare speech, Mr Nicholson shared his extraordinary experiences and views on the market and highlighted the importance of nurturing young talent – designers, in particular – as they are the ones who will shape the future of the industry.

Appropriately, the winner of the fifth annual Young Designer of the Year Award was announced during the evening. The award, sponsored by Camper & Nicholson's, is open to design students and recent graduates and has been responsible for uncovering some of the industry's most exciting and innovative creative talents over recent years. Entries were submitted by candidates from countries such as Bangladesh, The Netherlands, France, Great Britain, India, Indonesia, Italy, New Zealand, Russia, Taiwan and the US.

The judges scrutinised each entry and, after much deliberation, selected five outstanding finalists, with the overall winner being Benjamin Toth (from Vienna, Austria; pictured right with George Nicholson) for his entry ReSeadence 50. Toth received a cash prize of €5,000 and, along



with all the other finalists, had the opportunity to gain first-hand industry experience at the invitation of Lürssen Shipyard.

"I want to thank Camper & Nicholson's and Boat International Media for supporting young designers," says Toth. "I feel truly honoured to have been considered worthy of the Young Designer Award during the Showboats Design Awards in Monte Carlo. It was a pleasure to receive the golden Neptune for my project ReSeadence 50.

"The gala dinner that followed the awards was an



ideal occasion at which to meet leading industry professionals in a relaxed setting and I have no doubt that these contacts will continue to provide me with invaluable advice throughout my career.

"I thoroughly enjoyed coming up with my design for ReSeadence 50. My aim was to maintain an original hull platform and combine classic and contemporary features with an innovative take on the trend to 'up-cycle' traditional styles and structures.

"The overall design is inspired by a combination of modern architecture and the features and styling of an explorer yacht. This reflects my background as an industrial designer with a penchant for high-class products and materials.

"I believe that the Young Designer Award encourages new talent in the industry. I certainly enjoyed working on the project and, as a result, am reassured that

## GEORGE NICHOLSON SHARED HIS EXTRAORDINARY EXPERIENCES AND VIEWS ON THE MARKET AND HIGHLIGHTED THE IMPORTANCE OF NURTURING YOUNG TALENT

the yacht industry is the arena in which I would like to pursue my career."

## CRUISES FOR HEROES

Luxury yacht charters are reaching a new, very deserving, audience thanks to a recent initiative called Operation Cruise.

Launched in 2011, the programme organises the donation of luxurious yachts and their crews to wounded US Special Operation Force veterans and their partners for weekly cruises. The programme is the brainchild of yacht owner

## Calendar



Gary L Markel and Camper & Nicholson's is delighted to support the initiative and honour many of the servicemen and women who have, and continue to, devote their lives and careers to protecting others.

Each charter includes an experienced, licensed psychologist to support the veterans and their families with the after-effects of their experience, and help them adapt to a new life following injury or trauma in the line of duty.

The inaugural cruise was aboard Markel's motor yacht *One More Toy*, in early 2011. Five wounded Special Operations veterans and their partners and a counsellor were invited to cruise the Virgin Islands for a week, and the initiative proved to be of great physical and psychological value to those on board.

For information, contact your Camper & Nicholson's charter manager, see page 6

#### Dates + destinations

The yachting industry has a full schedule of events on the horizon, a number of which you are invited to attend during a charter with Camper & Nicholson's



## 09

**11 – 16 September**  
Festival de la Plaisance de Cannes  
*Cannes, France*

**13 – 16 September**  
Newport International Boat Show  
*Newport, US*

**19 – 22 September**  
Monaco Yacht Show  
*Monaco*

**25 – 29 September**  
Les Régates Royales  
*Cannes, France*

**26 – 30 September**  
Barcelona International Boat Show  
*Barcelona, Spain*

**29 September – 7 October**  
Les Voiles de Saint-Tropez  
*Saint-Tropez, France*

This is one of the largest gatherings of sailing yachts worldwide, with more than 300 vessels participating. Following the Régates Royale in Cannes, the fleet of classic yachts cruises down the coast to the bay of Saint-Tropez for another four days of racing and fun. The classics are joined by a fleet of modern sailing yachts that also race – albeit on a different course. If you want to watch the action rather than join in, charter a yacht for the event and enjoy a first-class view from its decks.

## 10

**6 – 14 October**  
Genoa International Boat Show  
*Genoa, Italy*

**8 – 11 October**  
MIPCOM TV Film & Video Conference  
*Cannes, France*  
Superyacht charters are all about luxury, inspiration and indulgence, making them an ideal opportunity for entertaining clients or rewarding or motivating valued employees. The annual trade fair MIPCOM is a great occasion to meet key decision-makers in the television/film, digital media and advertising sectors. As such, it is an inspired event at which to host a corporate charter.

**13 – 21 October**  
Athens International Boat Show  
*Athens, Greece*

**25 – 29 October**  
Fort Lauderdale International Boat Show  
*Fort Lauderdale, US*

## 11

**8 – 10 November**  
Boys & Girls Clubs Rendez-vous  
*Palm Beach, US*

**14 – 16 November**  
MAPIC Retail Real Estate Conference

*Cannes, France*  
The MAPIC exhibition is dedicated to retail real estate, bringing together leaders from both sectors to explore the most innovative projects, discover new retail properties, forge partnerships, close deals, and stay on top of trends and innovations. Many of the leading companies at the exhibition charter a superyacht to entertain and conduct business throughout the event.

## 12

**3 – 5 December**  
Hong Kong International Boat Show  
*Hong Kong, China*

**6 – 9 December**  
Art Basel Miami  
*Miami, US*

**8 – 16 December**  
Salon Nautique de Paris  
*Paris, France*

For further information on opportunities available for corporate entertaining at these and other events worldwide, contact your Camper & Nicholson's charter manager, see page 6

# News+



**NEW TO THE MANAGEMENT TEAM AT CAMPER & NICHOLSONS**

Camper & Nicholson's has recently seen its management team expand. Monaco welcomes a new Director of Charter Marketing to its European division. Sacha Williams (above) enjoyed a successful career as a stewardess on yachts before heading back to land-based life with a position at a leading yacht brokerage company. She worked there for five years, progressing through the ranks to become head of charter marketing. In this role, Williams was responsible for a fleet of more than 50 yachts and five charter managers. Her first-hand experience at sea, combined with her previous management role, means Williams brings a wealth of knowledge and expertise to her new role.

Michael Payne, Camper & Nicholson's Chief Commercial Officer, comments on Williams' appointment, "We're excited to welcome such an experienced director. Sacha has an excellent reputation among both crew and clients, and her knowledge of the industry is impressive. I look forward to working with her on new ventures."

Williams will be based at Camper & Nicholson's Monaco office.

Camper & Nicholson's also welcomes Rusty Preston (above right) as the new President of Camper & Nicholson's US. Thanks to an impressive background in a variety of



influential roles within the yachting industry, Preston brings a great deal of knowledge to Camper & Nicholson's.

Formerly a founder and CEO of Westport Yacht Sales, a founder and general manager of Westship Yachts, and a commercial director of Fraser Yachts, Preston's experience of large yacht brokerage is impressive.

Camper & Nicholson's Chairman & CEO, Eric De Saintdo, comments on Preston's appointment, "Rusty's move to Camper & Nicholson's will undoubtedly be a significant one for the company's future prosperity. His long-standing and impressive career within the large-yacht sales sector is testament to his genuine passion, deep understanding and natural aptitude for the job. We are delighted to welcome him on board and are confident he will bring first-class results to our company."

**NEW TO THE US BROKERAGE TEAM**

Three new sales brokers have joined Camper & Nicholson's US brokerage team.



The first is Andrew LeBuhn (above), whose previous employment includes positions at IBM and Lever Brothers. He has also been executive assistant to Paul W Adams, a well-known transatlantic racer and yachtsman. In 2010 LeBuhn joined Bartram and Brakenhoff Yacht Brokerage. He is now based at Camper & Nicholson's Palm Beach office.

Keith Lawrence (below left) also joins the Palm Beach office as a sales broker. His experience at sea includes professional diving, and marina development and management. He has also captained yachts for over 35 years. Drawing on his extensive technical knowledge of yachts, he began to oversee new builds and refits worldwide, which led to a move to the brokerage sector where he has generated a strong client base.



The US also welcomes Alain de Grelle (above right) to its sales team. De Grelle began his career as a broker at Camper & Nicholson's (Miami) in 1994. But in 2000 he moved on to pursue his other passion: wine. For the next 12 years de Grelle built brands and connections for boutique wineries throughout the Americas and the

Caribbean. He returns to Camper & Nicholson's as brand ambassador for the northeast region of the United States.

**NEW TO THE EUROPEAN BROKERAGE TEAM**

Camper & Nicholson's also welcomes James Rayner (below) to the brokerage team in Antibes. He has been working in the industry for six years. Before becoming a broker, he was an RYA instructor at a UK maritime academy. His most recent experience in the marine industry comes from four years spent with Simpson Marine in Hong Kong and Opal Marine.



The European brokerage team also welcomes Adam Papadakis to the London office.

Papadakis has ten years' experience in the industry and a masters in Marine Engineering, and has been involved in the construction of some very impressive yachts.

Most recently he has been based in the Middle East, initially overseeing the Dubai Royal Family's yacht fleet. He then moved on to take a role as managing partner in a yacht and marine services company.





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# Scenes+

**THE MONACO GRAND PRIX**

Friends and clients of Camper & Nicholson's were treated to spectacular views of the 2012 Monaco Grand Prix during the world-famous event last May.

Every year Camper & Nicholson's provides first-class hospitality to clients during the Grand Prix. This year the company's sales and charter brokers offered more than 60 associates and clients first-class refreshments and entertainment while enjoying an exceptional view of the action on the circuit from the 12th floor of the Panorama building.



**A DOUBLE BUCKET-LOAD OF FUN**

Having sponsored the St Barths Bucket in March this year, Camper & Nicholson's is delighted to once again have been an official sponsor of the sister event in the US – the Newport Bucket. The famous, invitation-only regatta, held from the 24 to 26 August, is always a great excuse for sailing yacht owners and their crews to get together and take part in some competitive fun.

Open to yachts over 27.4m (90') in length, this fun regatta encourages safe, enjoyable racing and always delivers a week of great entertainment. This year, one of the finest sailing yachts in Camper & Nicholson's charter fleet was in the line up – the 30.5m (100') Virago.

Built by Nautor's Swan in 2006, Virago has proven to be a fantastic high-performance yacht and was a favourite during the regatta.



**SAFEGUARDING THE SEAS**

The International SeaKeepers Society will host its 2012 award's ceremony during its annual Bal De La Mer gala at the Monaco Yacht Show this September.

SeaKeepers is a yacht-centric non-profit organisation with a mission to inspire the leaders of the world to become a voice for the oceans by bridging the gaps between scientific advances and the business and yachting communities.

SeaKeepers was founded by a group of yacht owners who were appalled by the deteriorating conditions of the sea. The SeaKeeper 1000 – a monitoring system that provides scientists with data on the health of the oceans – is now deployed on yachts, cruise ships and ferry boats, and on buoys and piers worldwide.

During this annual event, SeaKeepers recognises and honours one outstanding individual who has made



a strong commitment to marine conservation. This year's recipient of the award is global style icon Agnes b (left), who is a philanthropist and founder of Tara Marine Expeditions, an organisation that has been arranging research missions aboard the schooner Tara, for the past nine years and has had eight successful trips to date. The missions focus on scientific research on the impact of global warming on the world's ecosystems. They also increase awareness about environmental issues and are used to collect scientific data.

Camper & Nicholson's is happy to assist clients wanting to get involved with SeaKeepers and is keen to help support its mission of 'protecting and restoring the world's oceans for generations to come'. For information on how to get involved or to attend the annual Bal De La Mer event during the Monaco Yacht Show, visit [www.seakeepers.org](http://www.seakeepers.org)

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**CANNES**

The scenic port of Cannes was bustling with yachts this September as they lined up as exhibits at the annual Festival de la Plaisance de Cannes.

Boasting a wide selection of the finest yachts currently on the sales market, Festival de la Plaisance de Cannes is always a must-visit show for potential buyers who want to see the yachts and talk to experts first-hand.

This year, Camper & Nicholson's had some of the industry's most sought-after yachts on display. These included the 42m (137'7) Oxygen (below, top) from Baglietto, the 41.7m (136'6) Il Cigno from Nicolini, the 39.6m (129'9) Centium (below, centre) from Astilleros M.Cies, the 35.4m (116'1) Mistral 55 (bottom) from Pershing, the 31.2m (102'3) Luna from Admiral, the 28.5m (93'5) Martello from Astondoa, the 26.21m (85'9) Serendipity Blue from Falcon Yachts, the 25.6m (84'4) Cascais M from Italversil, the 23.9m (78'5) Jaycee III from Riva, and the 23.9m (78'4) Ghada from Sanlorenzo.

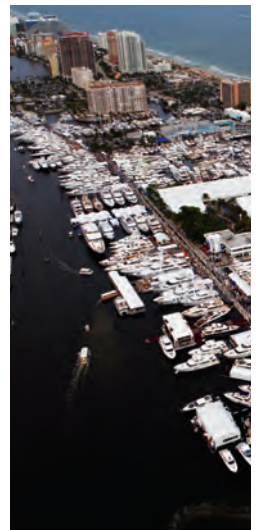
**Scenes+**

**CAMPER & NICHOLSON'S WILL BE DISPLAYING SOME OF THE BEST YACHTS THAT THE SALES MARKET HAS TO OFFER AT THIS YEAR'S MONACO YACHT SHOW**



**FLORIDA FOCUS**

Playing host to the largest boat show in the world, Fort Lauderdale is gearing up to greet yachts of all shapes and sizes between the 25 and 29 October. Camper & Nicholson's stand, housing its brokers and experts, will be located at the heart of the show where it will provide guests with information and advice. Camper & Nicholson's will also be exhibiting yachts from its sales and charter fleets. Yachts confirmed to date include the 63.4m (209'5) Turmoil from Royal Denship and the 34.7m (114') Cortina from Newcastle Yachts.



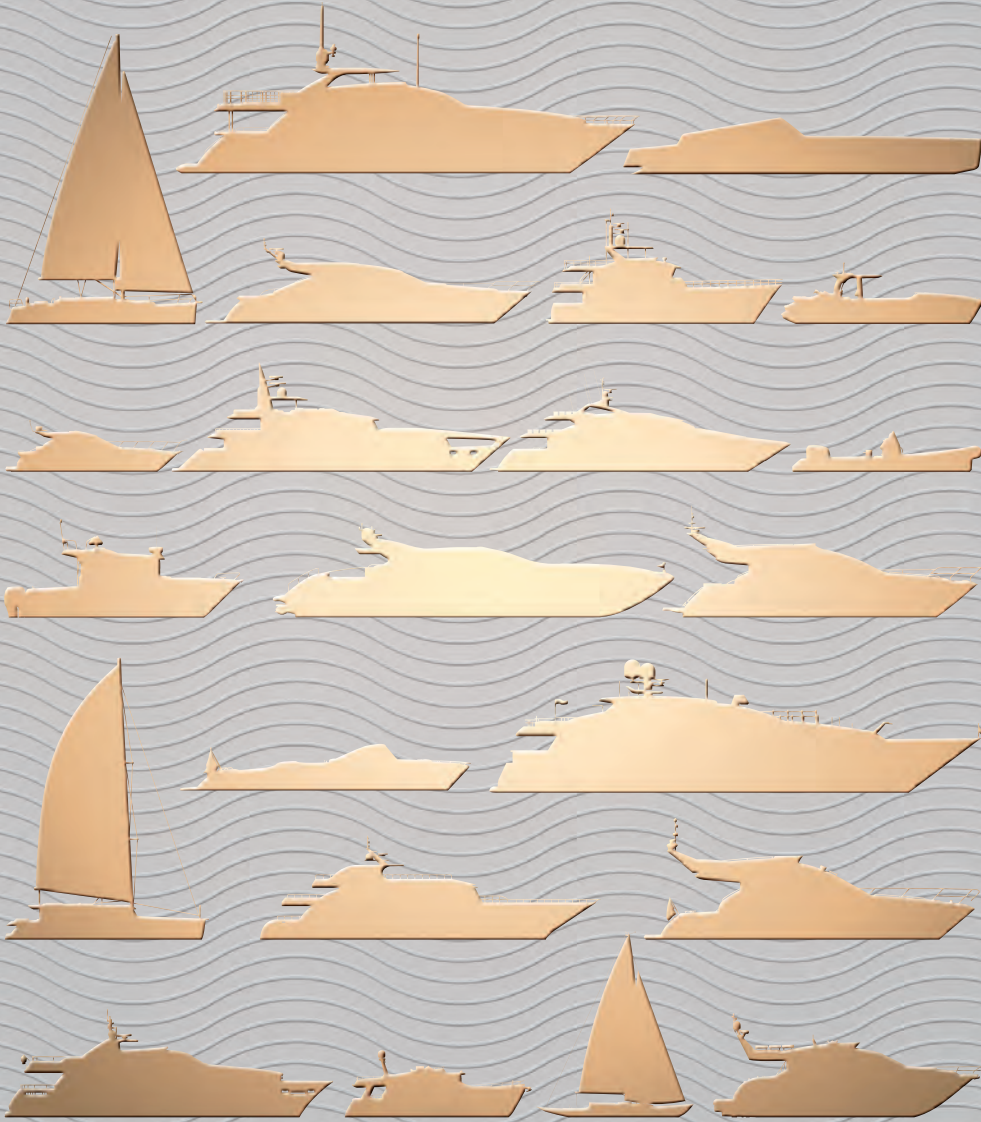
**GET SET FOR MONACO**

The Monaco show is a major event on the yachting calendar, and this year is set to be another memorable occasion. From 19 to 22 September, Monaco harbour will see the world's finest yachts gather after a successful summer season. Adding to the fine selection of yachts on show, Camper & Nicholson's will be

displaying some of the best yachts that the sales market has to offer, including the 54.7m (179'4) Tiara from Alloy Yachts, the 49.8m (163'4) Mary Jean from Campanella, the 47.5m (156') Feadship Princess Too, the 47m (154') Benetti-built Imagination, a 46m (150') Benetti, the 44.2m (145') Smile, also from Benetti, and the 43m (141') Hana from CRN.



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# FESTIVAL DE LA PLAISANCE



# CANNES

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WE HAVE SEEN AN INCREASE IN THE NUMBER OF AMERICAN CLIENTS PURCHASING YACHTS AND PLACING NEW ORDERS AND WE ARE CONFIDENT IT WILL HAVE AN EFFECT ON THE EUROPEAN MARKET

# Sales+

## PAST FEW MONTHS...

Michael Payne, Chief Commercial Officer for Camper & Nicholson's, reviews how the sales market has weathered during the first half of 2012.

"The first quarter of 2012 started well up on previous years, and early signs were promising, with just under 100 yachts sold by the end of the first quarter. The second quarter was not so good, and in May and June especially (which are typically the strongest months in brokerage terms) the figures were well down on the same months in 2011. In all, by the end of the second quarter, only 50 more yachts had been added to the total, with just under 150 sold by the end of June, and a total asking price value in excess of US\$1.1 billion. The total asking price value in 2011 at the same time of year was US\$1.051 billion.

"The question is, does this mean that the rest of the year will follow the first quarter, or the second?"

"Over a third of the yachts sold were ten years and older, and just under a third were under five years old. The most popular bracket was the under 30m (984) motor yacht sector, which accounted for 46% of the market, while 34% were in the 30 to 40m (984 to 1312) motor yacht sector, and the remaining 20% were over 40m.

"The latter sector saw a number of good sales such as a 70m (2296) Rossi Navi, a 60m (1968) CRN, a 59m (1935) Baglietto, a 50m (164) Codecasa and a 40m (1312) Alloy, which had been on the market for under a year.

"Looking back at 2011, the sales market had been positive compared to the previous two years so 2012 was perhaps entered with false confidence. Uncertainty in the economy



continues and, although wealth is still as it was in 2011, the fluctuating Euro has had its effect on European buyers. On a positive note, we have seen an increase in the number of American clients purchasing yachts and placing new orders and we are confident that such positive results will have an effect on the European market.

"Typically, the US market is primarily interested in smaller yachts and the 24m to 30m (787 to 984) range has seen an increase in volume of sales. The declining European market has always been strongest in the 30m to 40m size range and, although it remains the largest sector in terms of number of sales, the percentage is down on previous years.

"Looking further afield we have seen a sharp increase in interest from emerging markets. The booming Brazilian economy brings with it savvy buyers who

are well suited to yachting life. The Chinese market, however, has proved more difficult for the yachting industry to enter.

"We have developed some good relationships in China and now understand that their interest in yachting is more about corporate entertainment and status, and therefore using their vessel as a platform for these purposes rather than for family fun. It seems that when it comes to the Chinese market it's about who you know rather than what you know and Camper & Nicholson's has put in the groundwork and reaped success with a number of new orders and new yacht sales.

"On the new-build side, shipyards have seen just under 50 new orders, which is a similar number to the same period in 2011. Camper & Nicholson's has placed a significant number of these, including the two largest to date this year.



## Yachts sold by Camper & Nicholsons during the past six months



47.5m (155'1) Lady Dahlia from ISA



44m (144'4) My Petra from Heesen



37.5m (123') Bushido from CEK-LIFT/Paolo Scanu



36.6m (120') Beverley from Benetti



34.1m (112') Hide Out from Westport



34m (111'6) Helena from Ferretti



34m (111'6) Celebration from Ferretti



27.42m (90') MM from Pershing



26.4m (86'7) Ocean Glory from Yarrow & Co



24m (78'8) K2wind from Wally



22.9m (75') Floating Dream from Ferretti



22.5m (74') Tiger Five from Marlow Marine

Autumn promises a number of highlights on the yachting scene, including these from the Camper & Nicholsons charter fleet

# On charter



## SILVER CLOUD

With her unique SWATH (Small Waterplane Area Twin Hull) design, Silver Cloud (above) caused a stir on the yachting scene when she was launched in 2008. Four years on she is still known for her innovative design.

Guests on board experience nothing but smooth cruising, and her improved stability allows for unmatched comfort even in rough seas. Silver Cloud spent the summer cruising the mystic Baltic Sea and the 41m (135') yacht proved ideal for charters around the fjords and many islands of the Norwegian archipelagos. The innovative twin-hull

design of this yacht enables her to maximise stability, even in high seas and at fast speeds.

Another popular feature of Silver Cloud is her new 2012 Intrepid Sport Yacht tender with Seakeeper M800 Gyro Stabilizer, a fully equipped air-conditioned interior cabin and three Yamaha 300hp engines. This fantastic tender combines cutting-edge technology and features that, until recently, have been unavailable in the leisure yachting industry.

**Length** 41m (135')

**Guests** 12

**Winter cruising area** Caribbean

**Prices from**

US\$160,000 per week



## New to the fleet

GUESTS ON BOARD SILVER CLOUD EXPERIENCE NOTHING BUT SMOOTH CRUISING. HER IMPROVED STABILITY ALLOWS FOR UNMATCHED COMFORT AT SEA

### SEABLUE'Z AT THE 2012 OLYMPICS AND BEYOND

As an eventful summer draws to a close in the UK and London fever finally begins to subside, those fortunate enough to have been at the heart of the action report back fantastic memories. The elegant 36.5m (120') Seablue'z (left) from Benetti spent the Olympic weeks in the capital city's vibrant Canary Wharf where she was chartered by high-profile businessmen.

Being on board a superyacht at the London Olympics was a genuine once-in-a-lifetime experience and a fantastic charter opportunity. Following all the action, Seablue'z is now heading to the Mediterranean and will be available for charters in the Adriatic next summer.

**Length** 36.5m (120')  
**Guests** 10  
**Winter cruising area** Mediterranean  
**Prices from** €105,000 per week

Camper & Nicholsons welcomes a number of new additions to its charter fleet



#### 1. ONE MORE TOY

The 47.24m (154'11") motor yacht One More Toy (top left) joined the Camper & Nicholsons charter fleet this summer. Built in 2001 by the Christensen yard, this six-stateroom cruiser has a large external area, a beautifully designed and spacious interior and state-of-the-art entertainment systems. Her accommodation includes a vast master stateroom on the main deck, complete with a well-equipped owner's office, a spacious VIP on the deck below, and four additional guest staterooms. Up on aft bridge deck she offers a variety of dining, entertaining and relaxing areas, as well as a Jacuzzi, bar and barbecue on her top deck.

**Length** 47.24m (154'11")  
**Guests** 12  
**Winter cruising area** Caribbean  
**Prices from** US\$150,000 per week

#### 2. GRIFFIN

The 41m (135') motor yacht Griffin (top right) was delivered earlier this year by Palmer Johnson. The brand new

PJ135 boasts beautiful interior design and has generous exterior areas. Maintaining the sleek lines of her smaller 120 predecessor, the larger, faster 41m yacht promises great performance with no compromise on luxury or comfort. Her generous beam allows for a large sundeck, impressive flybridge, Jacuzzi and five guest staterooms.

**Length** 41m (135')  
**Guests** 10

**Cruising area** Griffin is available in the South of France until October and will return to the charter market next summer.

**Prices from** €140,000 per week

#### 3. MAGENTA M

The 43m (141') motor yacht Magenta M (bottom left) from CRN joined the Camper & Nicholsons fleet this summer for charters through the Eastern Mediterranean. With exceptional volume for a 43m yacht, she accommodates ten guests in a full-width master stateroom on the main deck, two large identically sized VIP staterooms with king beds, and two twin

staterooms. One of the many highlights of the yacht is her media system, which features a large projection screen. Magenta M recently underwent an extensive refit, further increasing her appeal.

**Length** 41m (141')  
**Guests** 10  
**Winter cruising area** East Mediterranean  
**Prices from** €130,000 per week

#### 4. OBSESSION

The 55m (180'5") Obsession (bottom right) is a yacht with very distinctive styling and sleek lines. Her Jon Bannenberg designed interior offers beautiful, light and airy accommodation for up to ten guests, and she comes fully equipped with a gymnasium, two tenders, water skis, wakeboard, waverunners and windsurfers. Her sun deck features a Jacuzzi and plenty of space for relaxing, entertaining and dining.

**Length** 55m (180'5")  
**Guests** 10  
**Winter cruising area** West Mediterranean  
**Prices from** €180,000 per week



## Caribbean + Bahamas

The Caribbean has long been the favourite winter cruising ground for superyachts. Whether you are looking for glorious sunshine, picture-postcard beaches or sporting adventure, Camper & Nicholson's has a stunning line up of superyachts based there this winter and available for charter.

The nearby Bahamas also has a fantastic reputation as a winter cruising destination, and charterers can explore the beautiful reefs and white sands of these low-lying islands over the coming months.

# Winter cruising



42.9m (140') Koo



39.7m (130') Parvati



30.5m (100') Insatiable



39.6m (130') Lionshare



34.5m (113') Top Times



30.5m (100') Virago

These yachts are just a selection of those available this winter. For further information, please contact your Camper & Nicholson's charter broker, see page 6



53.5m (175') Hurricane Run



51.4m (168'6") Lazy Z



47.2m (155') One More Toy



49.1m (161') Anjilis



41.1m (135') Odyssey



49.8m (163'5") Mary Jean



40.2m (132') Monte Carlo



25m (82') Inukshuk



45.3m (149') Helios



45.6m (149') Illusion



49.9m (163') Lady Ann Magee



40.2m (132') Sea Dreams



36m (118') Savannah



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**LYANA IN THE MIDDLE EAST + INDIAN OCEAN**

The 60m (1961) Lyana (above) is preparing to explore new waters. Stopping off in Abu Dhabi in November for the Formula One Grand Prix, she will then make her way to the Indian Ocean where she will cruise around the scenic Maldives and Seychelles

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**STOPPING OFF IN ABU DHABI IN NOVEMBER FOR THE FORMULA ONE GRAND PRIX, LYANA WILL THEN MAKE HER WAY TO THE INDIAN OCEAN**

islands. These destinations, combined with her spacious layout, beautiful decor and wide range of entertainment and water sports facilities, promise to establish her as one of the most sought-after yachts on the charter market this winter.

Launched in Livorno, Italy, in May 2011, Lyana features naval architecture by Benetti, design by Stefano Natucci and an interior by François Zuretti. Her sophisticated interior has been modified by the famous interior designer Pierre-Yves Rochon. She has accommodation for 12 guests, including a master suite on the main deck forward with full-beam, walk-in closets and his and her bathrooms. She also features an eight-person Jacuzzi on the sundeck, a gymnasium, a discotheque and a great assortment of water toys.

**Length** 60m (1961)

**Guests** 12

**Cruising area**

Far East/Indian Ocean

**Prices from**

US\$420,000 per week

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 These yachts are just a selection of those available this winter.

For further information, please contact your Camper & Nicholsons charter broker, see page 6



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**SILVER ANGEL IN THE INDIAN OCEAN**

For a truly unforgettable cruising experience, explore the Indian Ocean aboard the magnificent 64.5m (211'7) Silver Angel (below). Vast in size,

appeal and potential, she is probably the highest volume yacht of her length in existence and perfect for world cruising. Her interior is elegant and sleek while her exterior offers an impressive

array of dining and relaxation areas.

**Length** 64.5m (211'7)

**Guests** 12

**Winter cruising area**

Indian Ocean

**Prices from**

US\$450,000 per week





## Alternative destinations

Those looking to cruise a different course this winter can discover a selection of lesser-known charter regions as certain vessels in the Camper & Nicholsons charter fleet venture to more distant shores



### CALLIOPE IN NEW ZEALAND

Discover the dramatic landscapes and inviting waters of New Zealand aboard the award-winning Calliope (left). No expense was spared when it came to building this 42.28m (138'8) yacht and she was tailor-made to her owner's every wish.

The yacht's naval architecture and exterior styling are the work of Langan Design Associates, who delivered clean, distinct lines with a very traditional feel throughout her interior and exterior.

**Length**  
42.28m (138'8)

**Guests** 10

**Winter cruising area**  
New Zealand

**Prices from**  
US\$160,000 per week

Luxurious, sophisticated and packed from bow to stern with impressive facilities, RoMa is a prime example that it is possible to have it all

# RoMa

Family-friendly accommodation and sleek sophistication are two things that are seldom uttered in the same sentence, but when it comes to superyachts the two categories are often expertly married, and RoMa is a fine example.

Built by Viareggio Superyachts and designed by Espen Oeino, this is a yacht that is minimalist and design-led but still manages to be comfortable. Her contemporary interior is slick, fresh, achingly chic and inviting, and every detail has been beautifully crafted and painstakingly executed – a prime example being the walls and carpets of her master suite, which are lined with champagne-coloured silk. It is this down-to-earth yet elegant style – along with her fantastic facilities – that gives RoMa her universal appeal and has made her an extremely successful charter yacht since her launch two years ago.

She has three spacious and well-appointed decks – all linked by an elevator – as well as a popular sun deck, guaranteeing plenty of space for her 12 guests, who are waited on hand and foot by a crew of 17.

Along with the silk-lined master suite, RoMa has VIP staterooms on the bridge deck and twin staterooms below. As well as the usual complement of social areas, she has a state-of-the-art gymnasium, a cinema/games room and an exceptionally large Jacuzzi.

The yacht's excellent facilities continue at the stern of the yacht, where a beach-club area houses some of the best water toys on the market, including SeaBobs, kayaks and paddle boards. However, the star of the show has to be her 15m (50') inflatable water slide. When RoMa is anchored out at sea, this vast slide delivers her more adventurous guests from the tropical heat of the sun deck to the cool waves in a matter of seconds.

*For information on chartering RoMa, contact your Camper & Nicholsons charter broker, see page 6. RoMa is also available for purchase. For further information, contact Camper & Nicholsons broker Simon Goldsworthy in the London office or at [sgoldsworthy@camperandnicholsons.com](mailto:sgoldsworthy@camperandnicholsons.com)*

## Specifications

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### Length

62m (203'4)

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### Beam

11m (36'1)

–

### Draft

3m (9'8)

–

### Builder

Viareggio Superyachts

–

### Exterior designer

Espen Oeino

–

### Interior designer

Newcruise

–

### Year

2010

–

### Guests

12

–

### Crew

17

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### Winter cruising area

East Mediterranean

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### Charter price

from €395,000 per week

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### Purchase price

€39,900,000







Barbara Sgouromallis, chef of the 65m (213') Silver Angel, elaborates on the joys of being a chef on board a superyacht

# Taste notes with..

## Barbara Sgouromallis



"I started cooking professionally in Melbourne, Australia, when I was 18 years old. I completed a four-year apprenticeship, which involved working in a variety of restaurants where I gained experience in all the necessary disciplines, from assisting the head chef to mastering pastry and dessert techniques.

"The first restaurant I worked in specialised in Asian cuisine, I then moved on to a traditional Italian restaurant where I spent most of my time, perhaps not surprisingly, making pasta dishes. Once I finished my apprenticeship, I secured a position as a sous chef at one of Melbourne's iconic restaurants, The Stoke House, but after three years it was time for a change and that's when I moved into yachting. I had always planned to work for just a season to see what it was all about and then go back to a restaurant in Melbourne but I ended up loving life at sea.

"I started out on a 35m (115') sailing yacht that had great owners and I was able to experiment with all sorts of culinary ingredients and dishes – an opportunity I would not have been afforded working in restaurants ashore.

"Sailing yachts do have advantages over motor yachts but cooking when the boat is heeling is not one of them – it's hard on the legs! That said, whether on board a motor yacht

### Silver Angel

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### Length

64.5m (211'7")

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### Beam

12.1m (39'6")

–

### Builder

Benetti

–

### Exterior designer

Stefano Natucci

–

### Interior designer

Argent Design

–

### Year

2009

–

### Guests

12

–

### Crew

19

–

### Winter cruising area

Indian Ocean

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### Prices from

US\$450,000 per week

or sailing yacht it really is great to cook all day with an ever-changing scenery passing by on the other side of the window – far preferable to being stuck inside an airless, land-based kitchen.

"Before I got my position on board Silver Angel, I spent a few years as the chef on the 50m (164') Benetti Cuor Di Leone, and prior to that I was chef aboard the 50.2m (165') Lady Ann Magee. On board all of these magnificent motor yachts I have travelled the world and discovered different cruising grounds and the diverse gastronomic scenes that come with them. I particularly enjoy the Mediterranean season as it throws up opportunities to discover fresh fruits and vegetables at the local markets. I love cooking with different ingredients that are in season: the heirloom tomatoes you can find in Sicily and the pineapples and strawberries that abound on the stalls of the French markets... the fresh ingredients available are never ending in this part of the world.

"Thanks to these incredible opportunities, the stunning cruising grounds I get to discover, and the variety of waters sports and outdoor activities that I get to pursue as a consequence of my work environment, I have no plans to leave the yachting industry any time soon."



# Where in the world

SEA + I brings you the latest from the world of luxury travel



## ST REGIS OPENS IN THE INDIAN OCEAN

Honouring its reputation for elegance and luxury, the St Regis chain is due to open a new resort in the heart of the Indian Ocean this September. Located on the southwest coast of the island of Le Morne, often referred to as the 'Pearl of the Indian Ocean', the resort backs onto the iconic Le Morne Brabant Mountain and has 172 guestrooms and suites and a beachfront villa.

For the epicurean traveller, the resort offers six different cuisines – from French-inspired

dishes to traditional Mauritian cuisine and Japanese specialities. In keeping with tradition, the resort has "The 1904 Bar" – named after the bar in the first St Regis hotel in New York.

The resort's facilities are extensive and include a huge health club, the brand's signature Iridium Spa, a Jacuzzi, sauna, swimming pool, library and cinema. Sports enthusiasts will be impressed with the kite surfing opportunities of One Eye at Le Morne, where the annual World Championship Kite Surfing Tour is held.

[www.stregis.com/mauritius](http://www.stregis.com/mauritius)

THE RESORT BACKS ONTO THE ICONIC LE MORNE BRABANT MOUNTAIN

**MÖVENPICK'S TASTE FOR ASIA**

Mövenpick is set to take Asia by storm over the next three years. Perhaps the most interesting of its 15 properties scheduled to open on this continent is the Palawan Resort on its newly managed island, Huma. This private island is at the heart of the breathtaking Palawan Province in the Philippines and is a haven for those looking to escape.

The region is dotted with 1,768 islands that cover 1.5 million hectares of white sandy beaches, rainforests, mountain ranges, ancient caves and underground rivers, and it is a perfect spot for divers given its vast stretch



of untouched coral reef. The resort, the only one on the island, comprises 80 over-water bungalows and has a choice of six restaurants offering varied cuisine. Guests can also escape to a spa with six treatment rooms fitted with a glass floor to enable viewing of the marine life below – surely the most relaxing way to explore the underwater world. [www.moevenpick-hotels.com](http://www.moevenpick-hotels.com)



**MUSTIQUE TURNS ITALIAN**

The Caribbean island of Mustique has long been a popular destination for guests looking for a secluded, relaxed lifestyle. A recent addition to its portfolio of rental properties is the new Italian-style Sienna villa. Boasting a spectacular view, thanks to its elevated hillside location, it overlooks the stunning Macaroni Beach, Atlantic Ocean and neighbouring islands.

Sienna has two outdoor swimming pools, one of which has a swim-in grotto, a professional-standard kitchen, gymnasium, media room and an abundance of in-house entertainment. The perfect party pad, this palatial property has five en-suite bedrooms that can accommodate up to 10 guests, a magnificent living room boasting a grand chandelier, five household staff and a large Kawasaki mule for nipping around the island. [www.mustique-island.com/villa/sienna](http://www.mustique-island.com/villa/sienna)



THE SIENNA VILLA ON THE ISLAND OF MUSTIQUE HAS TWO OUTDOOR SWIMMING POOLS, ONE OF WHICH HAS A SWIM-IN GROTTO

**CARIBBEAN MINI CASTLE**

Greystone Cottage on the island of Mustique is opening its doors after a year-long renovation. This delightful three-bedroom villa is constructed of natural stone and has a turret offering stunning views across the island and sea. [www.mustique-island.com/villa/](http://www.mustique-island.com/villa/)

**FRENCH FANCY**

The Grand Hôtel de Bordeaux & Spa recently launched its new NUXE spa. The Bains de Léa. Situated on the top three floors of the hotel, the spa includes a magnificent wraparound roof terrace with breathtaking panoramic views of Bordeaux. [www.gbordeaux.com](http://www.gbordeaux.com)



**SRILANKA STYLE**

The Sri Lankan family owned boutique hotel The Wallawwa, situated in three acres in Kotugoda, Katunayake, has been renovated. A prime choice for luxurious accommodation, it offers spa facilities and exquisite Asian fusion cuisine at The Verandah. [www.thewallawwa.com](http://www.thewallawwa.com)



**INTO THE DRAGON KINGDOM**

For something a bit different, head to Bhutan where COMO Hotels and Resorts has just opened Uma Punakha. The luxurious lodge comprises 11 rooms and a spa retreat. The surrounding area promises fantastic outdoor activities, such as rafting, hiking and mountain biking. [www.uma.como.bz/](http://www.uma.como.bz/)



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**MONACO'S 25 YEARS OF DUCASSE**

The iconic Louis XV restaurant is celebrating its quarter-century anniversary in true Monegasque style. Alain Ducasse's three-Michelin starred legend is breaking out the champagne with a special seven-course menu, available until 25 November. [www.alain-ducasse.com](http://www.alain-ducasse.com)



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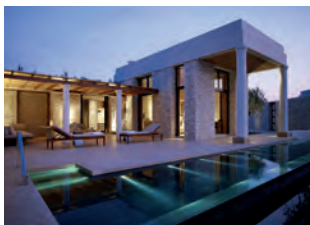
**BOOK A TRIP TO BALI**

Balinese jungles, awe-inspiring vistas and a celebration of literary talent combine this October as Alila Ubud launches four new Valley Villas in time for the annual Writers & Readers Festival (3 to 7 October). The villas are the perfect retreat from the bustle of Ubud. [www.alilahotels.com/ubud](http://www.alilahotels.com/ubud)

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**GRECIAN GODDESS**

Set on a hilltop on the east coast of the Peloponnese, the new 38-suite Amanzoe from Aman Resorts brings you the best of Greek luxury. An ideal base from which to explore the ancient archaeological sites of the region, the resort has an Aman Spa, beach club and sea-view pool. [www.amanresorts.com/amanzoe/home.aspx](http://www.amanresorts.com/amanzoe/home.aspx)



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**BOUTIQUE BRAZIL**

The remote mountains of Campos do Jordão in Brazil welcome the new Botanique Hotel & Spa this autumn. The hotel, just two hours north of São Paulo, has 11 private villas and six suites set over 700 acres, with a Brazilian spa carved into the hillside.



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**CALIFORNIA DREAM**

Following a six-month, US\$20 million renovation, the award-winning Rancho Valencia Resort & Spa re-opened this summer. This superb estate extends over 40 acres of lush landscapes in Rancho Santa, Southern California, and boasts a wealth of activities, being particularly well known for its world-class tennis facilities, including 18 championship courts, tennis clinics and private lessons. Guests also have access to a full-service spa with sauna and steam room, a 24-hour fitness centre, a polo-inspired bar and lounge, two pools, a croquet lawn and the nearby Farms Golf Club.

Accommodation is in individually designed suites, a three-suite private Hacienda with wood-burning fireplaces in almost every room, or luxurious three-bedroom villas with outdoor hot tubs, terraces and gourmet kitchens. For those who don't wish to cook, the resort's acclaimed 'The Restaurant' serves fine coastal-ranch cuisine on a large outdoor terrace. The vibrant city of San Diego is nearby with world-class shopping. Sailing and hot-air ballooning over the canyon landscapes can be arranged for guests.

[www.ranchovalencia.com](http://www.ranchovalencia.com)

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**THE NEWLY RENOVATED RANCHO VALENCIA RESORT & SPA EXTENDS OVER 40 ACRES OF LUSH LANDSCAPES IN SOUTHERN CALIFORNIA**



**A BRUSH WITH ARTISTIC DECOR**

The opening of the Andaz Amsterdam inspires a new reason to visit The Netherlands' capital city. Situated on the Prinsengracht (Prince Canal) in the historic centre of Amsterdam, the hotel is within walking distance of many major tourist and retail attractions. Located on the site of the former Public Library, the façade retains its original charm but inside the building has been completely transformed with contemporary styling. Clean white décor is artistically punctuated with bold splashes of colour on high-back armchairs, and stunning lighting illuminates public areas. This 122-bedroom hotel – including five luxury suites – also has a signature Andaz Spa and a gymnasium. [www.amsterdam.prinsengracht.andazhyatt.com](http://www.amsterdam.prinsengracht.andazhyatt.com)



**NEW YORK'S HYATT-SOCIETY LIVING**

When you're visiting the city that never sleeps, a base at the heart of all the attractions is a wise choice, and the new Hyatt Union Square occupies the perfect location. Due to open this autumn, this stylish 178-bedroom hotel has an historic façade and every modern convenience. The entrance lobby has a stunning, vaulted ceiling and there is a range of luxurious facilities, such as a fitness centre and a variety of restaurants, including an all-day American brasserie and a South American cellar restaurant. The hotel also has an exclusive rooftop lounge and private terraces. [www.unionsquare.hyatt.com/](http://www.unionsquare.hyatt.com/)

### **MOUNTAIN MAJESTY**

Gstaad in Switzerland is preparing for the opening of The Alpina this December. This is the first five-star hotel to have been built in Gstaad for 100 years. Guests can enjoy its vast Six Senses spa and spectacular views of the Bernese Alps. [www.thealpinagstaad.ch](http://www.thealpinagstaad.ch)



### **NEW TO THE CITY OF SAILS**

Sofitel recently opened a new hotel in New Zealand. Located on the waterfront in Auckland, this lavish property offers suites with balconies and oversized bathrooms, a private pontoon, stunning panoramic views, a spa and indoor pool. [www.sofitel.com](http://www.sofitel.com)

### **A TASTE OF TORONTO**

The new 259-room, 55-storey Four Seasons Hotel in Toronto is accepting reservations from early October. The hotel offers the trademark Four Seasons relaxation and rejuvenation treatment menu in its spa and features cuisine from international chef Daniel Boulud. [www.fourseasons.com/toronto](http://www.fourseasons.com/toronto)

### **THAI TREATS**

The Geo Spa at the Four Seasons Resort Langkawi in Thailand launched this summer in the UNESCO Geopark. The spa features natural treatments by *ila*, and each is accompanied by a rejuvenating yoga programme and a choice of bathing rituals. [www.fourseasons.com/langkawi](http://www.fourseasons.com/langkawi)

### **HEIGHTS OF LUXURY**

With the winter ski season fast approaching, finding the perfect hotel becomes all-important. Opening this November, the Sport Hotel Hermitage and Spa in Andorra, Spain, promises ultimate alpine luxury. The heart-pounding Grandvalira ski slopes are nearby and the hotel excels in gourmet cuisine, but one of the main attractions has to be the five-floor Sport Wellness

Mountain Spa, with its refreshing, bright design that seems to bring the mountain inside. The spa includes saunas, steam rooms and hydrotherapy pools.

After a day on the slopes or in the spa, treat yourself to a choice of gourmet food in the Origen restaurant or more traditional Catalan cooking in Arrels. Guests can also enjoy the nearby Palau de Gel ice rink, helicopter rides, skidoos and dog sledding. [www.elegantresorts.co.uk](http://www.elegantresorts.co.uk)



### **MOSAIC ON A MISSION**

New hotel company Mosaic announces the opening of its first boutique hotel – the Mosaic Palais Aziza & Spa in Marrakesh, Morocco. Mosaic's mission is to specialise in high-quality hotels with a unique sense of character and place. Palais Aziza is certainly an inspired start for the company. Built with local materials, its design seamlessly blends with the surrounding area. The hotel encompasses 28 unique rooms and suites reflecting various styles from traditional Moroccan to more funky, contemporary designs. For a more secluded experience, the hotel offers private villas and pavilions with their own gardens and pools. The hotel has two restaurants: Maroliano combines Moroccan and Italian food, and La Pergola offers a salad and grill menu. Pre and post dining, guests can enjoy the Mosaic Bar & Lounge and Citrus Bar. The spa is equally enticing, with locally produced Argan oil and shea butter highlighting the treatments. The Palais Aziza is ten minutes from the bustling Medina. [www.mosaicpalaisaziza.com](http://www.mosaicpalaisaziza.com)



**MOSAIC INTENDS TO SPECIALISE IN HIGH-QUALITY HOTELS WITH A UNIQUE SENSE OF CHARACTER AND PLACE**



**TWO NEW FOR TURKEY**

The two latest additions to the family-owned Marti group opened this summer. The Marti Istanbul (centre left and bottom) is the hottest hotel to have opened in Turkey's capital city this summer and its stunning contemporary design comes courtesy of award-winning designer Zeynep Fadilloğlu. The hotel's city location in Taksim – the heart of modern Istanbul – facilitates access to the shopping, cultural and commercial centre of the city and is within reach of the bazaars and places of major historical interest. The hotel has 270 lavish guest rooms and suites, all with Ottoman styling. Indulge in Marti's Brasserie, the Quad Restaurant & Bar and traditional Turkish spa facilities on the top floor, including a glass-walled gymnasium.

For a more understated experience of Turkey, the new Marti Hemithea Hotel in Marmaris is set in the spectacular Hisarönü Bay where the Mediterranean meets the Aegean. Fabulous sea views combine with fine dining, including the peaceful Yacht Club and the Patisserie, with its home-baked pastries, cookies, breads and Turkish börek. The bedrooms are tastefully styled, reflecting the current trend in



top modern Turkish hotels. Guests are kept busy during the day with the spa, Marti Sailing School, pool and beach. [www.martiistanbulhotel.com](http://www.martiistanbulhotel.com); [martihemitheahotel.com](http://martihemitheahotel.com)



If you are looking to invest in property, focus your attention on the US, France, Turkey and Italy

# Abode



## **Little Bokeelia Island**

*Florida, US*

If you ever wanted to own your own island, Little Bokeelia could be the place for you. Just off the coast of Florida, this mini island is for sale and comes complete with nature trails, beaches, a Spanish-style villa, guest quarters, a guest cottage, a caretakers' cottage and a pool.

The island was first settled by Colusa Indians, and in 1924 it was bought by the inventor Charles Burgess, who built the manor house villa as his private estate. It has recently been restored and is fully fitted with modern conveniences.

The island is an hour from Ft Myers International Airport and a short boat ride from Pine Island. Little Bokeelia Island comprises 100 acres of land and is for sale at US\$29,500,000. [www.littlebokeelia.com](http://www.littlebokeelia.com)





### Harbourview Property

Port Grimaud, Côte d'Azur

Away from the centre of St Tropez but lacking none of its appeal, the canal village of Port Grimaud comprises scenic squares, cobbled lanes and myriad canals. Amid these attractions, this little Venice of Provence has a superb, newly renovated property for sale, complete with a private mooring at the end of the garden.

The property has five bedrooms: one master bedroom with sun terrace, an en-suite bathroom and a lift, two guest rooms with en-suite bathrooms and a further two bedrooms with en-suite showers and balconies. The property also features a swimming pool in the landscaped garden and is located just a 15-minute drive from St Tropez, 10 minutes from the Beauvallon golf course, and near to the coast. €11,000,000. [www.knightfrank.com](http://www.knightfrank.com)



### The Residences at Mandarin Oriental

Bodrum, Turkey

For a sophisticated yet edgy east/west lifestyle, the place to be is the Turkish Riviera. Due to open early in 2014, the Residences at the Mandarin Oriental, Bodrum, promise the trademark hospitality of the Mandarin Oriental hotel group within luxury private homes on Turkey's 'Turquoise Coast'. The site stretches across more than a mile of shoreline with three private beaches and olive groves and pine trees as a backdrop. The Residences all boast outstanding vistas of the Aegean and Mediterranean seas, and are located close to Göltürbükü – an area famous for its lively nightlife. There will be 214 modern villas available, many with infinity pools, private gardens and large wood terraces. The properties are for sale from €1,188,300. [www.mandarinoriental.com](http://www.mandarinoriental.com)



### Villa Charmant

Sardinia, Italy

Expect to be charmed by this stunning villa near Porto Cervo Marina in Costa Smeralda, Sardinia. The recently built Villa Charmant lives up to its name with a wonderfully modern interior that has been constructed using the highest quality materials. The property offers panoramic views of the Mediterranean and archipelago

of La Maddalena, and promises a tranquil, private atmosphere for those looking for a peaceful place.

The owner can luxuriate in five bedrooms, including a master suite with a study, a large double living room with a fireplace and six bathrooms. Other features include a swimming pool, a sauna, a gymnasium, a sun terrace, a manicured garden and staff quarters.

Price available on request. [www.christiesrealestate.com](http://www.christiesrealestate.com)



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# WHO SAID SENSIBLE CAN'T BE BEAUTIFUL?

*Designed with the heart, engineered with the head*

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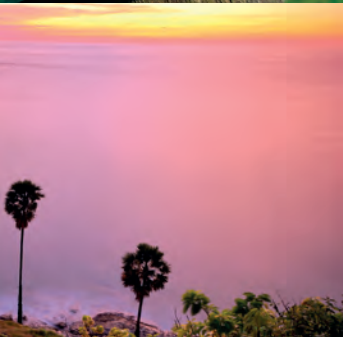
**overall length** 12.63 metres **overall beam** 3.63 metres  
**maximum speed** 46 knots \* **estimated range** 350 nautical miles \*  
**accommodation** two air-conditioned cabins\*, sleeps four + one/two crew  
**technology** radio/navigation system and wireless internet  
**outside** extendable passarelle, swim platform with external shower  
**powered by** two Volvo Penta IPS engines

**enquiries** [marianne@j-craftboats.com](mailto:marianne@j-craftboats.com) **website** [www.j-craftboats.com](http://www.j-craftboats.com)

*JCraft*  
GRACE REDEFINED







Known as the 'pearl of the Andaman', the Thai island of Phuket is a travel hub for the region and the perfect place to enjoy pristine beaches, remarkable marine life and premier resorts and restaurants

# Phuket

Phuket lies amid largely uninhabited islands that are known for the marine life in the waters that surround them.

One spot not to miss is nearby Phang Nga Bay, which boasts incredible topography, including its steep karst outcrops made famous by the James Bond film *The Man with the Golden Gun*. Take a star-lit kayak expedition through the ancient Phang Nga caves with local legend John Gray.

**Snorkelling** can be enjoyed in the shallow waters of Phuket's largest coral reef, a little way off shore at Hat Nai Yang National Park. From November to April the waters offer ideal conditions for viewing marine life. If you're visiting in April you may be lucky enough to see the annual release of protected hatchling sea turtles into the Andaman Sea.

Phuket has a number of Buddhist **temples**, the most famous being Wat Chalong and Wat Phra Thong.

The island is also home to some of Asia's finest **golf**

## Left

— A cruise around Phuket promises as many attractions on the water as it does ashore



—  
By Miriam Cain

**courses.** The Blue Canyon Country Club offers two championship layouts: the Lakes Course and the Canyon Course. The Phuket Country Club and the Laguna Phuket Golf Club have excellent facilities, while the Red Mountain Golf Club is the newest course on the island and boasts fantastic views.

You'll find a number of stylish resorts on the island and those with weary sea legs can step ashore for **pampering treatments**. The spa at the Banyan Tree, located on the shores of Bang Tao Bay at the northwest of the island, has earned accolades from leading magazines the world over. Amanpuri's Aman Spa, meanwhile, has six Thai-style pavilions where therapists offer a tempting menu of treatments. Or try the Trisara Spa which is nestled within an exclusive resort of the same name that extends across more than a mile of the western coastline. It has six treatment suites for the likes of the signature

Royal Trisara – a six-handed massage by three therapists.

The **cuisine** on Phuket is some of the finest in Thailand. Pan-Asian delicacies can be found at the Banyan Tree's Saffron restaurant, while Mediterranean cuisine is served at the resort's open-air Watercourt restaurant. Amanpuri has three restaurants, the best of which is Naoki, which serves chef Naoki Okumura's original French Kaiseki – a combination of French and Japanese techniques. For local cuisine, Patong is crammed with small cafés, restaurants and bars. Joe's Downstairs is a favourite hangout for **cocktails** at sunset. Those wishing to continue into the early hours should head to the Catch Beach Club.

*Camper & Nicholsons has a selection of superyachts available in Southeast Asia this winter. For more information on cruising opportunities, or to take part in the Asia Superyacht Rendezvous (16 to 18 December), contact your Camper & Nicholsons charter broker, see page 6*

# Auckland

## Clockwise from top left

— Auckland has incredible outdoor spaces; the Maritime Museum; Auckland Harbour; the French Café; the Boatshed hotel

—  
By Kate Rigby



If you're the owner or charterer of a superyacht, a trip to Auckland is a must. Nicknamed the 'city of sails', it is perched on a narrow isthmus on the North Island where it is almost entirely surrounded by the ocean. As such, New Zealand's largest city is buzzing with all manner of yachts and sailing activity, and is rich with nautical history. The first sailors to settle here were Maori, but this stunning spot was later discovered by Pacific islanders that drifted this way before the Scotsman John Logan Campbell became one of the earliest European settlers in the 1840s.

In the Maori language, Auckland is known as *Tamaki Makau-Rau*, which translates as 'the maiden with a hundred suitors', because it was originally coveted by so many people. It remains just as popular today, and whether your taste runs to the arts, shopping, beach life, sport, cuisine, culture or all of the above, Auckland will surpass your expectations.

## Pillow talk

— **Hotel**  
— The boutique Hotel DeBrett has just 25 rooms, is undeniably stylish and is perfectly placed to absorb the fashionably arty vibe of the High Street neighbourhood. Expect a splash of kiwi kitsch in terms of décor, with each

room being unique and full of artwork and retro and antique touches, albeit with a fresh, modern vibe. Opt for a loft suite if you fancy gliding up and down your own spiral stairway.

## Hotel

— For alternative quirky style, the five-star boutique hotel Mollies overlooks the harbour. Each room has its own balcony and some push the boat out with fireplaces and grand pianos.

## Hotel

— For traditional elegance, the 316-room Skycity Grand Hotel is an ideal choice, complete with cafés, bars, a theatre, casino and the iconic Sky Tower. It is a superb all-round base for accommodation and entertainment.

## Hotel

— The Langham is a distinguished property. Try to reserve the Royal Suite, which comes complete with living room, dining room, marble foyer, butler's kitchen and Jacuzzi bath.

## Hotel

— If you want something nautical, The Boatshed on Waiheke Island is charming. It's a half-hour



ferry ride from the main city and is the perfect place to catch the sea breeze while stretched out on a sun-lounger on your private deck, before stepping inside to enjoy beach-hut décor with numerous vintage nautical touches.



## Eat, drink + dance

## Restaurant

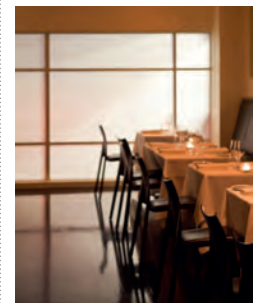
— Award-winning The Grove Restaurant on Saint Patrick's Square opened in 2004 and its head chef, Benjamin Bayly, serves modern food that honours classic French techniques. Expect the finest seasonal produce, organic and sustainable meats and welcoming décor and service.

## Restaurant

— Dine by Peter Gordon (New Zealand's celebrity chef) can be found at the Skycity Grand Hotel. Asian, Pacific and European cuisine are combined in mouth-watering dishes.

## Restaurant

— The French Café on Symonds Street is known for its service, flawlessly simple elegance and





creative cuisine. Try the six-course tasting menu in the courtyard – as long as you visit in the warmer months.

—  
**Restaurant**

Eight at The Langham is named after the number of kitchens that serve it, offering diners not only a fabulous choice of different cuisines all in one location (from sushi to Indian to New York grills) but also a 'theatre' of dining experiences as guests can interact with chefs from the eight open kitchens.

—  
**Restaurant**

For cool style and fabulous views, Sidart on Ponsonby Road is a must. Sid Sahrawat is one of New Zealand's most exciting chefs and the restaurant is titled to reflect both his name and his cuisine philosophy – each plate being a work of art featuring incredible texture, colour and taste combinations.

—  
**Restaurant**

Depot Eatery & Oyster Bar was the 2012 winner of the Metro Audi Restaurant of the Year Awards. You'll find it at Skycity.

—  
**Bar**

Make your way to Degree Gastrobar for a glass of wine while watching the sun set over the superyachts moored in Viaduct Harbour.

—  
**Nightclub**

For those seeking 'intelligent' nightlife, Spy Bar is worth checking out as it bills itself as Auckland's most exclusive nightclub.

—  
**Do + discover**

—  
**Skyscraper**

—  
If you have a head



for heights (we're talking more than 300m/1,000ft), hop in a glass-fronted lift up to the viewing platforms of the Sky Tower for great views. There's a 360-degree revolving restaurant, Orbit, and the daring can embark on a walk around the tower, or jump off it – once suitably harnessed.

—  
**Relaxation**

You can take a ferry over to the seaside village of Devonport, just a 12-minute ride from downtown Auckland. Clamber up North Head, spread out a picnic (with treats from the bakeries



—  
**At a glance**

—  
**Best travel time**

The warmest months (spring/summer) are September to February

**Currency** The New Zealand Dollar (NZD)

**Language** English

**Vibe** Welcoming,

vibrant and all about

celebrating the great

outdoors – whether

cutting across the

harbour in a yacht,

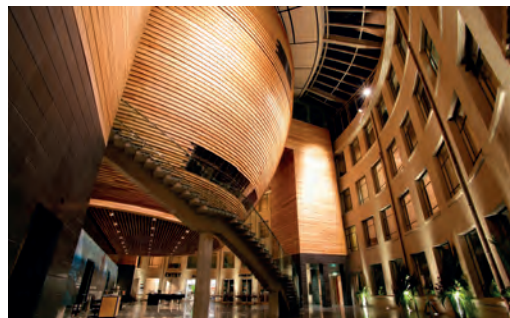
hiking up a hill to catch

amazing views in the

afternoon sunshine,

or drinking and

dining alfresco.



in the village) and watch the yachts sail by before swimming in one of the bays.

—  
**Museum**

Devonport is home to the Royal New Zealand Navy and military buffs will love the Torpedo Bay Navy Museum. Viaduct Harbour, meanwhile, boasts the Voyager Maritime Museum where you can gen up on New Zealand's maritime history. The Auckland War Memorial Museum is also worth a visit. Housed in one of the country's most celebrated historical buildings, it gives a great flavour of kiwi culture.

—  
**Gallery**

—  
Culture lovers should visit the Auckland Art

—  
**From top**

—  
Auckland's bustling waterfront; the Auckland War Memorial Museum; discover the city aboard one of its new trams



Gallery Toi o Tāmaki as it is the largest art institution in New Zealand, with more than 15,000 works.

#### Yachts

To make the most of the 'city of sails', book a place on an America's Cup yacht for a two-hour sail or three-hour Match Race across Waitemata Harbour. No experience of sailing is required, and if you don't want to take to the helm or man the ropes yourself, you can simply relax and enjoy skimming across the waves while taking in the views of the city's scenic waterfront and harbour.

#### Flights

Head to the skies with a helicopter, hang-glider, aerobatic aircraft or paraglider to view the city from above and get a hit of adrenalin in the process.

#### Sport

New Zealand is a fantastic place for sport, with cycling, trekking, quad biking, kayaking,

horse riding, climbing, fishing, canyoning, skiing and golf just some of the many activities you can sign up for.

#### Vineyards

The nearby island of Waiheke is easy to get to and, once there, you can hire bikes or scooters to explore – stopping off at beaches and at Oneroa village for galleries and antique and craft shops. The island is also known for its vineyards, so treat yourself to a tour and tasting expedition, taking in Cable Bay, Mudbrick, Stonyridge and Miro.

#### See + shop

##### Markets

Don't miss the many markets that Auckland has to offer – from farmers markets to fish markets to indoor arts and craft markets.

##### Boutiques

For more serious shopping, Ponsonby Road is one of the city's trendiest areas and is packed with fashion boutiques, kitchenware and interiors shops and great eateries. Remuera is one of the city's most elegant residential suburbs, characterised by tree-lined streets and offering wonderful shopping. Save a hour for Karangahape Road (K'Road) – arguably New Zealand's most famous street.

##### Waterside

Viaduct Harbour is a waterfront residential, commercial and entertainment precinct and a great place to dine while you watch the world, and yachts, go by. It's also home to Westhaven Marina – one of the largest marinas in the Southern Hemisphere.

# Insider's guide



"My career behind the lens began with the filming of a superyacht when New Zealand hosted the America's Cup in 2003. I later captured all the action of the New Zealand Millennium Cup and now specialise in 'hanging out of helicopters', camera in hand, at superyacht regattas. As such, I'm constantly on the move but I used to live in Auckland and it remains one of my favourite cities.

"I grew up surrounded by the ocean and spent my days surfing, kite-surfing and learning to respect the sea's motions and moods. Auckland, perhaps more than any other city, lives and breathes water and it offers instant escape from city life.

"Hands down, my favourite place is Northcote Point just over the bridge from the city. You hop on the ferry, pass under Harbour Bridge and ten minutes later you feel as though you are in a country town. You're so close to the centre and get this incredible view of downtown, but it's very peaceful, with bush walks, great coffee shops and, I believe, the best sushi in Auckland.

"The ultimate view has to be from Mount Eden which overlooks the city. But to capture the best photos of sunrise or sunset I usually make my way to Mount Victoria or North Head, at the end of North Shore at the entrance to the harbour – a great place for fish and chips.

"If you are heading out on a yacht, there are so many beautiful places you can explore. For me, however, the east side of the Coromandel is my favourite place in the country. You can dig your own spa pool on the pristine, deserted Hot Water Beach and relax in the natural hot springs – a totally unique, kiwi experience."

#### Profile

—  
Jeff Brown is a photographer and videographer who has photographed yachts all over the world



As social venues go, the world's leading yacht clubs have the upper hand – particularly during regattas

# The clubs rule



**Golden Gate  
Yacht Club**  
*San Francisco, US*

—  
The club of the moment is the Golden Gate Yacht Club (GGYC) – the current holder of the America's Cup and as such the official host of the 2013 yacht race.

Founded in 1939 on a barge located in the San Francisco Marina, the original clubhouse was

destroyed in the Loma Prieta Quake in 1989 but its enthusiastic and dedicated club members rebuilt what is today one of the most famous yacht clubs in the world. Its location on the edge of the San Francisco Bay affords dazzling views over the water, the Golden Gate Bridge and the infamous Alcatraz. More importantly, it provides access to some of

—  
ITS LOCATION ON  
THE EDGE OF THE  
SAN FRANCISCO  
BAY AFFORDS  
DAZZLING VIEWS  
OVER THE WATER

—  
By Miriam Cain

the most spectacular sailing waters in the world. Members – both sail and power enthusiasts – enjoy a busy schedule of racing and social events throughout the year. [www.ggyc.com](http://www.ggyc.com)

**Best known for**  
*Its spectacular location overlooking many of the city's most iconic sights*



**The Royal Yacht Squadron**  
*Isle of Wight, UK*

Not quite the world's oldest yacht club, but the most famous of the historic ones, the Royal Yacht Squadron (RYS) was established in 1815 and was set up as a local club by members with an interest in yachting. Its royal association came five years later when Prince Regent, who was a member, became George IV and it was renamed the Royal Yacht Squadron.

The club has attracted famous members, the likes of Nelson's captain at Trafalgar Admiral

Sir Thomas Hardy, securing its reputation as one of the most influential yachting establishments. It was the RYS's commodore who challenged the New York Yacht Club and the yacht America to a round-the-island race in 1851 – now the famous America's Cup (see NYYC, right). Today the club hosts a number of regattas, the most famous of which is Cowes Week. [www.rys.org.uk](http://www.rys.org.uk)

**Best known for**  
*Its incredible history that stretches back to 1815. It also initiated the rule that requires yachts to pass each other on the starboard side*

**New York Yacht Club**  
*New York, US*

The New York Yacht Club (NYYC) has more than 3,000 members and two clubhouses: one in Manhattan and the other in Harbour Court, Newport, RI. The club was established in 1844 by John Cox Stevens. He was the owner of the schooner America, with which he challenged a fleet of British yachts in 1851 in what became the America's Cup race. Between 1851 and 1983 the club successfully defended the cup 25 times.

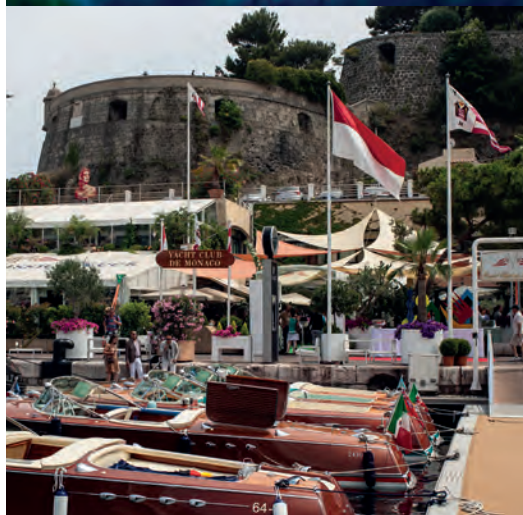
From transatlantic victories to its famous 'cruises', the club has

been a founder of many of yachting's great firsts. Since losing the cup to Australia in 1983, the club has welcomed younger sailors to its Manhattan clubhouse and Harbour Court. The former is a jacket-and-tie establishment and the latter provides members with access to the ideal sailing conditions promised by the deep waters around Rhode Island. [www.nyyc.org](http://www.nyyc.org)

**Best known for**  
*Hosting the America's Cup for 132 years, and the power of the burgee – a flag recognised the world over that only members can fly*

— THE ROYAL YACHT SQUADRON WAS ESTABLISHED IN 1815 AS A LOCAL YACHT CLUB. ITS ROYAL ASSOCIATION CAME FIVE YEARS LATER





### **Yacht Club de Monaco** *Monaco*

Founded in 1953 by Prince Rainier III of Monaco, the Yacht Club de Monaco was created from the old Société des Régates. Its aim was to promote yachting within the principality and judging by the yachts that adorn Monaco's Port Hercule today, it succeeded.

Twinned with a number of clubs, including the aforementioned YCCS, the club's major focus is racing, but the social scene is not far behind. This is a club with such an exclusive members'

list that although it is the place to be seen, the members remain discreetly tucked away. Whether this is all about to change is yet to be seen as its new transatlantic-liner themed clubhouse (pictured top) opens in 2014. The venue, on the opposite side of the port to the club's current location, will provide a fantastic platform overlooking the principality and the yachts and is sure to appeal to a new set of yachting socialites. [www.yacht-club-monaco.mc](http://www.yacht-club-monaco.mc)

**Best known for**  
*Its extremely exclusive members' list*

### **Yacht Club Costa Smeralda** *Sardinia, Italy*

Founded in 1967 by HH the Aga Khan, the Yacht Club Costa Smeralda (YCCS) is one of the leading yacht clubs in the Mediterranean. It is located in Sardinia's Porto Cervo and the waters surrounding the club provide ideal conditions for sailing regattas – as such the club hosts many high-profile events, including the Maxi Yacht Rolex Cup, the Audi Sardinia Cup, the Rolex Swan Cup and World and European championships for top one-design fleets.

The club is at the forefront of powerboat racing and hosts the Offshore Grand Prix for powerboats. Recent years have seen the addition of superyacht events such as the Loro Piana Superyacht Regatta, the Perini Navi Cup and Dubois Cup.

Aside from its racing calendar, the YCCS has an impressive social scene and the clubhouse buzzes with high-profile members throughout the summer. [www.yccs.it](http://www.yccs.it)

**Best known for**  
*Its compelling social scene and world-famous regattas*

Wherever in the world you dream of travelling, the Camper & Nicholsons charter managers can provide expert advice on the yachts they manage and the cruising grounds available

## Charter choice

### The Red Sea

—  
Alex Garro  
*Camper & Nicholsons Monaco*

The Red Sea is an ideal charter destination for water sports and diving. I would suggest starting a cruise in Sharm El Sheikh in Egypt, where you'll encounter the incredible blue waters, brightly hued fish and multicoloured coral reefs for which the region is famous. The town is surrounded by nearly 40 miles of coastline, including some of the finest stretches in the area, and approximately 30 diving sites.

Those more interested in shopping and city life should make Hurghada their next port of call. The town has evolved from being an abandoned desert area to a thriving hub of hotels, bustling shopping centres and nightlife. But the real beauty of Hurghada begins where the coast ends. Anything that's possible to do on water you can do here, including windsurfing, sailing, deep-sea fishing, swimming and, best of all, snorkelling and diving. The warm waters provide ideal conditions for many varieties of rare fish and coral reefs, and the unique underwater gardens offshore are some of the finest in the world, making them justifiably celebrated among divers.

Further south, Safaga attracts visitors with its wide bay, splendid turquoise waters and long sandy beaches. This is a favourite Red Sea resort among windsurfers and scuba diving enthusiasts, with an incredible variety of underwater life. Safaga is also the starting point for excursions to the famous Egyptian ruins of the Temple of Luxor and the Valley of the Kings.

### The Caribbean

—  
Dee Kraley  
*Camper & Nicholsons Fort Lauderdale*

St Lucia and the Grenadines are all-time favourite islands of mine. The Windward Islands – the southernmost islands of the Lesser Antilles – are a little off the beaten track for some people but are a tropical paradise and visitors who venture here will be rewarded with endless sandy beaches and crystal-clear water.



### From top

—  
Alex Garro, Dee Kraley  
and Geraldine Gitsham



Although you could easily devote a week to St Lucia alone, many charterers spend just a few days here. Popular tourist attractions include the famous Pitons and the sulphur springs and hot mud pools that simmer among these two large volcanic land formations.

The passage south from St Lucia to St Vincent is the longest cruise distance en route to the Grenadines, however once you pass St Vincent you encounter a myriad small islands in this uniquely beautiful archipelago of the southern Caribbean, and they're well worth exploring if you have time.

Bequia, the jewel of the Grenadines, is unspoiled and perfect for reef snorkelling, diving or land tours. An old whaling island, it has long been a favourite among yachtsman and you can still see boats being hand-built on the beaches.

Continuing south, you will encounter the culturally rich island of Grenada, also known as the 'spice island'. It consists of lush green mountains, waterfalls, gorgeous beaches and, of course spice trees, with nutmeg being one of



the island's main exports. Allow at least a week for a charter in this region to relax and set your internal body clock to island time.

### The Seychelles

—  
Geraldine Gitsham  
*Camper & Nicholsons Monaco*

If you dream of a tropical Shangri-La, you'll find it here. Approximately 1,000 miles off the east coast of Africa and just south of the equator, the Seychelles comprises 115 granite and coral islands. They are home to many rare, indigenous animals, plants and birds and, as such, conservation is a top priority and almost half of the region is protected, with two UNESCO World Heritage sites being located here.

Fly into Mahé, the largest of the islands, to meet your yacht at Eden Island Marina. Explore the extraordinary wealth of flora, the vibrant capital of Victoria, and Anse Intendance and Anse Louis beaches, before sampling the island's delectable Creole cuisine.

### Clockwise from top left

—  
St Lucia in the Caribbean's Windward Islands; the signature granite rocks of the Seychelles; Sharm El Sheikh in the Red Sea

Paradise awaits on nearby Praslin. Meander through the Avatar-like world of the Vallée de Mai Nature Reserve, home of the voluptuous Coco de Mer fruits, and stretch out on gorgeous beaches the likes of Anse Lazio and Anse Georgette. The stunning Lémuria Resort has a challenging 18-hole golf course and Spa de Constance, and for seclusion and a superb coconut cocktail, lounge at the Black Parrot bar perched on a granite outcrop.

La Digue is a short cruise away. Explore by bicycle, stopping at Anse Source D'Argent – reputedly the most photographed beach in the world. The west coast, south of La Passe, is ideal for snorkelling. Green sea turtles live on the edge of the reefs and make novel swimming companions. Divers and snorkellers may also see blacktip reef sharks or whale sharks. Le Domaine de L'Orangerie is the place to dine here. Then, sail towards Grande and Petite Soeur and drop anchor en route to explore the coral gardens of Coco Island. Booby Island is a birdwatcher's wonderland, while the uninhibited Curieuse is ideal for beach barbecues.





Soar to a glacier by helicopter, cruise the Icy Strait, white-water raft and hit the Alaska Railroad on an unforgettable charter of the 'final frontier' from Juneau to Fairbanks

## Into the wilderness

Imagine a town so entirely encircled by water and mountains that there is no road by which to access it. If you want to visit, you either have to drop in from above by airplane or cruise there. Deep in southeast Alaska, Juneau is such a town and it is well worth the extra effort to get there, both to explore in its own right and because it is an entry point for a cruise of the remote and fascinating Inside Passage. The many and varied attractions of this part of the world have most visitors itching to see more, but it pays to spend a day or two in Alaska's capital city before moving on.

A charter in this part of the world is akin to exploring the final frontier. Forget the speed, noise and drama of the digital age, here it's all about timeless, majestic landscapes and the remarkable wildlife that has inhabited them for thousands of years, from bears in dense forests to whales in fathomless oceans and soaring eagles in lofty mountains. And then, of course, there are the ice fields that have a haunting allure of their own. Mendenhall Glacier – just 13 miles from downtown Juneau and covering more than 1,500 square miles – is vast, timeless and serene. It can be seen to impressive effect during an aerial tour in a float plane, but if you want a closer look then opt for a helicopter as it can land you right on the ice. Juneau is also the place to take a boat trip to spot some of the

### Left

— The tranquil waters of Prince William Sound in Alaska

—  
By Kate Rigby

600 humpback whales that inhabit the local waters (from April to November), or cast a line in a remote river or lake to catch a Pacific halibut or salmon. Easing into Alaska's relaxed pace, you could alternatively just wander around town and spend a few hours in the museums and shops, or simply take in the sights. Pearson's Pond Luxury Inn is the place to base yourself. It's just minutes from the heart of the city and the international airport and occupies a charming waterfront setting in rainforest gardens with mountain and glacier views. It even has spa facilities for the travel weary.

When you're ready to set sail, your yacht awaits. This part of the world really does feel like the back of beyond and you'll be cruising past some of the most remote and enchanted sights you're ever likely to see so it pays to have a naturalist guide on board to help you explore ashore safely, spot all manner of fish, birds and mammals, and learn about their fascinating habits and lifestyles. Your on-board expert can also outline preservation efforts in place in this region, all of which will greatly advance your understanding and appreciation of the local environment and, ultimately, enhance your enjoyment of the charter.

Once you've settled in with welcome drinks you'll embark on a mini cruise to Holkam Bay at the mouth of the Tracy Arm fjord, 45 miles south of Juneau. This region has earned itself the name 'iceberg graveyard' as it is here that icebergs leave the fjord and melt in the open waters – making for some pretty impressive sights as vast chunks of ice drift around the bay where you anchor for the night. The following day, you'll cruise to Endicott Arm, a nearby fjord and home to Dawes Glacier – a great place to whale-spot and see calving glaciers. The experienced kayakers among your group can paddle off to explore the local waters while others on board can take the considerably shorter journey to the top deck to enjoy the yacht's outdoor hot tub. It has to be said that the surrounding views of mountains and forests make for a pretty impressive bathing backdrop.

### **A brush with nature**

The wildlife you'll encounter on this cruise is nothing short of spectacular. Drifting in such a remote location brings you up close to intriguing creatures in their natural habitats and you can watch them go about their day in wonderful seclusion, hunting in streams, lumbering through forests or basking on rocks in the sun. Your next stop, the two tiny Brothers Islands, is a gentle introduction to all this and you can step ashore to explore moss-covered forests, keeping an eye out for river otters and deer as you explore the rugged landscape. You'll then head by skiff to a nearby island where more than 300 sea lions are slathered out, preening themselves on the rocks and occasionally collapsing into the water for a refreshing dip. Keep your eyes



#### **Above**

—  
Local culture highlights a trip to Alaska

#### **Right**

—  
A floatplane is an ideal way to travel; remote landscapes and the occasional bear, give you the feeling that you're exploring the final frontier

peeled for sightings of humpback whales, or set your sights on a smaller catch with a few hours of halibut fishing. Anchored in Red Bluff Bay for the night, you can psyche yourself up for the following day's encounter with bears as you'll be heading to Baranof Island – one of three major islands in the Tongass National Forest and home to the world's highest concentration of bears, largely thanks to the island's glut of salmon streams. Although these great beasts are related to the browns and grizzlies you'll find elsewhere, the Alaska brown bear is unique to the region and found only on this island. If you're not too busy scanning the dense rainforest vegetation for sightings of the hundreds of lumbering giants that reside here, glance up at the granite, snow-capped mountains and you might spot a bald eagle hovering above.

Make sure you have a hearty breakfast that morning as you'll need the energy to hike up to Baranof Lake or Sadie Lake. The latter is more of a challenge, and a muddy one at that, but both are wonderfully scenic walks and those who dust off their boots for the trip will be rewarded with a dip in the Baranof Warm Springs, which are set on the edge of a waterfall – a suitably scenic spot in which to soak weary muscles as the native Tlingit Indians did for centuries. Later, take a kayak trip to explore the nearby waters, or relax for a few hours peacefully fishing from the dock before dinner and an evening on board.

Nature lovers will be in their element as you then cruise the twisting Sergius Narrows (at the southern end of the Peril Straits). You'll pass serene forested islands where the keen-eyed can spot bald eagles, black-tailed deer and sea otters dipping and diving around the kelp beds and rocky shorelines as you wind your way to Sitka.

### **The Paris of the Pacific**

Alaska's most beautiful port, Sitka has been settled for thousands of years and was home of the Tlingit tribe before becoming the cultural and political hub of Russian America in the early 19th century (when it was known as the Paris of the Pacific) and later a commercial fishing centre. Today, it is largely sustained by fishing and tourism, the latter of which is well catered for with the Raptor Center, where eagles and other birds are rehabilitated after injury, and the Sheldon Jackson Museum, which displays ancient Indian artefacts.

Cruising on to Point Adolphus, prepare to encounter the largest colony of humpback whales in the Alaskan panhandle. Full breaches, telltale blows and the waving flukes of these magnificent giants are a daily sight, making for incredible photographs and memories. Expertly guided along the intricate waterways of the Icy Strait, you can join the captain on the bridge or stand on deck to watch for these incredible giants, along with porpoises, sea lions and other marine mammals. If conditions allow, you can



once again take to the waters in a kayak or skiff to explore the shoreline of a remote bay before you journey to the Glacier Bay National Park.

A park ranger will join you for this part of the cruise, in keeping with park regulations, and you'll ideally want a few days here, during which time you'll cruise around 100 kilometres (60 miles) up to the Grand Pacific and Margerie glaciers, which often calve huge icebergs into the bay. Depending on conditions, it's possible to weave the inflatable tenders among the fallen shards of ice. Away from the rush and noise of everyday life, one of the best ways to make the most of this serene part of the world is by paddling kayaks in the silent, majestic wilderness, spotting puffins, sea lions, mountain goats, bears, moose and eagles along the way. You can then look forward to swapping stories that evening anchored in a tranquil cove, sipping ice-cold Champagne while gazing at an even icier landscape beyond the deck. The park is also the place where you might encounter the unforgettable sight of bubblenet feeding – a classic whale manoeuvre. Working as a team, each of the whales contributes a different skill – including herding the local herring and krill and blowing bubbles around them, which alarms the fish and forces them into a tight cluster that, seen from above, forms a huge circle on the surface of the water. The whales then emerge in the centre of this, mouths agape to catch as many of the fish as possible on their journey to the surface. It is a sight that has to be seen to be believed.

### **Planes, trains + sleds**

The next stage of your journey sees you swap the yacht for a new mode of transport – a plane to Fairbanks (Alaska's second largest city and the 'golden heart of Alaska') where you'll have rooms reserved at Pike's Waterfront Lodge. The property fronts onto the Chena River and despite feeling that you've truly escaped the world, you can enjoy a host of modern comforts here. There's a steam room and sauna, restaurant, lounge, riverside deck and wireless internet. Step next door and you're in Pike's Landing – a landmark restaurant serving local fish and seafood specialties prepared by some of Alaska's finest chefs.

Refreshed and restored, the following day you can settle on the Denali Star, the Alaska Railroad's flagship train that links Anchorage and Fairbanks via Wasilla, Talkeetna and Denali Park. Travelling GoldStar class in double-deck carriages you'll have special upper-level seats and access to an outdoor viewing deck, as well as a lower-level dining room. As the train rattles along you can gaze at glinting salmon streams, forests of birch and spruce and landscapes of vibrant purple fireweed plants as you pass through Nenana (which has excellent white-water rafting) and Healy, until you reach Denali Park. Here, a private driver and guide will escort

### **Right**

– Dog-sledding is a traditional custom in Alaska and visitors can experience it for themselves on a trip here







you to McKinley Chalet Resort where you'll be based for three nights.

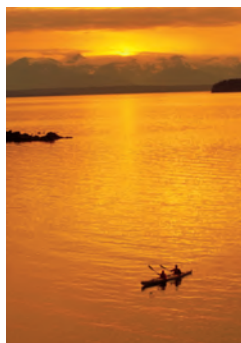
Denali National Park and Preserve comprises six-million acres of beautifully rugged scenery, among which soars the 6,200m (20,320ft) Mount McKinley – North America's tallest peak. In this remarkable wilderness, animals roam wild as they have done for millennia and the scenery is breathtakingly unspoiled. You'll have plenty of time over the next few days to absorb all the sights, but first up is the Husky Homestead – the home and kennels of four-time Iditarod champion Jeff King, who has accumulated more than 100,000 miles on a dog sled over the past two decades. Invited on a private tour, you'll be introduced to 35 years of Alaskan adventures, from hauling freight in Denali to driving a champion Iditarod team across the finish line in Nome. You can meet and cuddle the puppies, discover what goes into creating a championship team, and see the racing sleds and Arctic survival gear.

Fuelled with inspiration, you'll then head back to McKinley Chalet for cocktails before dinner at 229 Parks Restaurant and Tavern, just outside the Denali Park entrance. Make sure you have reservations as this restaurant is famous in Alaska and renowned for its commitment to serving local, fresh, sustainable ingredients.

On another evening, experience a traditional Alaska Cabin Nite Dinner with an entertaining 'dinner theatre' performed in an authentic log-panelled roadhouse. A cast of lively characters, including heroine Fannie Quigley, depict a Gold Rush tale of early 1900s Alaska in a colourful show of storytelling, music and comedy during an all-you-can-eat meal of Alaskan salmon, barbecued ribs, succotash (a corn and bean dish), old-fashioned baked beans, sourdough rolls and blueberry pie.

### Discovering Denali

You could spend a lifetime exploring Denali National Park, but a private six- to eight-hour tour the following day is a fantastic introduction.



**Above + right**

— Sights from your yacht will include majestic mountains, marine life and forested hills

*The trip typically takes 12 days. For more information on this and other options for cruising in Alaska, as well as details of the yachts that cruise in this region, please contact your Camper & Nicholson's charter broker, see page 6*

Travelling more than 50 miles to the Toklat River area you can absorb the striking scenery and wildlife while listening to a narrated history of the park, and you'll get the chance to see Dall sheep, moose, caribou, wolves and grizzly bears along the way. If the weather is on your side you can go the extra few miles to Stony Hill Overlook to view the majestic Mount McKinley from base to summit. You'll also have the option to visit the Eielson Visitor Center. Your private tour bus has a drop-down video screen and your guides will take footage of wildlife along the way to project onto the screen, so you have a bird's eye view of the action as you travel. Exhausted, no doubt, you can return for a relaxing evening with a hot bath and tasty dinner at McKinley Chalet.

Your next day is another eye-opening experience and one of the highlights of the charter. After a hearty breakfast you'll be driven to nearby Healy where you'll board planes for a flight-seeing tour, which includes landing on an ancient glacier.

Your final day is more leisurely as you have the choice of sightseeing, shopping or local activities – including cycling or mountain biking, rafting, fly fishing, a jeep safari, or even golf on the Black Diamond course, where regional challenges include navigating tundra marshes and moose hoof prints. Alternatively, you have plenty of time for a two-and-a-half-hour hike to Horseshoe Lake before returning to the chalet for lunch, coffee and a shower prior to boarding the Denali Star for a late afternoon departure back to Fairbanks, either by train or car. If you chose to go by road it's a two-hour drive and means you can get your flight home the same day; by train it takes four hours and you'll need to return to Pike's Waterfront Lodge for a night before flying the next day. If you opt for the latter, the advantage is that you may be lucky enough to catch the magical northern lights when the night sky explodes with nature's silent natural 'firework' display of yellow, green, red and purple lights – a fitting end to an exceptional charter.





### A morning ashore

—  
Beat the crowds with an early morning tender ride to explore the French Riviera's gilded coastline. Stop off in one of the medieval Provençal villages and keep your camera to hand for stunning views of Darlings Danama in the bay below. Relax with a cappuccino in one of the many local cafés and watch the world drift by as yachts weave their way along the coastline between Monaco and St Tropez

Cruising the Côte d'Azur presents countless opportunities for socialising and taking it easy. Although no two days aboard the 60m (196'8) Darlings Danama are the same, your day might go something like this..

# Darlings Danama









**Making the most of 'me' time**

— Spend the afternoon enjoying life on board Darlings Danama. Recline on the sun-loungers as you doze in the sun, dive in the sea to make the most of the many water toys she carries, or find a secluded spot to read, daydream and watch the passing coastline

## Mixing things up

—  
The South of France sunshine is fierce, so sunbathe until you can't take the heat and then cool down by diving off the swim platform into the welcoming water – instant and total refreshment guaranteed, and just one of the great advantages of being on a superyacht







**As if by magic**

—  
Superyacht life affords every luxury imaginable, and no request is too much. If you have a sudden desire for a Campari or an afternoon snack to tide you over until dinner, the crew aboard Darlings Danama can rustle up anything you desire. And if they don't already have the ingredients to hand, they'll head to one of the many markets ashore









**Nightlife Monaco style**

—  
 Leave your hair and make-up to the professionals. A local expert can visit the yacht and discreetly return ashore before your guests join you on deck for an aperitif and canapés. As Darlings Danama glides into the Port of Monaco, step ashore and join the party, starting with dinner at one of the Michelin-starred restaurants before moving on to Jimmy'z bar and the legendary casinos

## On location

### Photographer

Andreas Christian Ortner (below right) was born in Innsbruck, Austria.

In 2003, after 12 years of modelling, he met the photographer Marco Marezza in Cape Town, South Africa. Marezza played a significant role in inspiring Ortner's career – opening his mind and eyes to the huge potential of photography.

Today, Ortner is a world-renowned photographer who specialises in fashion and beauty. He works for publications such as *Marie Claire*, *Cosmopolitan*, *Grazia*, *Ocean Drive*, *Complot*, and *Jolie*, as well as *Vogue.com*. His impressive commercial clientele includes Baldessarini, Philipp Plein, JOOP, Disarm, Canterbury, Spurr, Sony BMG, Jelmoli, Delmod and JVM.

In addition to his commercial photography, Ortner has an extensive collection of personal work, which includes celebrity portraits and photo-art. These have been the focus of exhibitions in London, Tokyo, Germany and Amsterdam.

Ortner currently has homes in Munich and New York.



## Behind the scenes



### Darlings Danama

The 60m (1968) Darlings Danama was the perfect backdrop for a Camper & Nicholson's lifestyle shoot in the South of France, just a stone's throw from the famous beaches of Cap Ferrat. The combination of vast open deck areas and light airy interiors ensured a unique 'photographer's studio'. Every inch of this yacht has been meticulously finished. Her interior has been styled to perfection by Alexandre and Cristina Negoescu and the overall feel is minimalist, although Art Deco touches inject warmth and colour into her clean interior.

Despite her pristine finish, Darlings Danama remains inviting and relaxed. The sense that she has been primarily built for comfort and entertainment is reinforced by her outdoor spaces. The impressive main and upper decks are well designed and offer multiple lounging and dining areas. The entertainment theme continues up to her sun deck where a large Jacuzzi, further lounging areas and a bar can be found. Each deck can be reached at the push of a button, courtesy of a glass elevator.

Darlings Danama accommodates 12 guests in six staterooms arranged over her numerous decks. Fantastically equipped and beautifully decorated, each stateroom is seriously luxurious and private, although one outshines the rest – the full-width owner's suite, which is located on the main deck where it has a private balcony. With all her features and facilities, Darlings Danama has already made an impact on the charter scene. She is available for charter in the Caribbean this winter from €345,000 per week.

*With thanks to the owner, captain and crew of Darlings Danama*

**Photography** Andreas Christian Ortner

**Art direction + logistics** Camper & Nicholson's and Jago Partners

**Models** Jennifer Fleck and Marc Leroy



Patagonia might not spring to mind as a cruising region but its scenic coastline promises a rare sense of freedom, says Camper & Nicholsons charter broker Sussie Kidd

## **Patagonia** *uncovered*





Every now and again you see something so wonderful that you know you have to experience it for yourself, no matter what. That was how I felt when I received information from Andrés Ergas about the launch of his project Nomads of the Seas with his 45.7m (150') expedition yacht Atmosphere. Exploring Patagonia on a yacht complete with its own helicopter, experienced guides and a naturalist is the ultimate experience for those seeking a combination

of adventure and luxury. It has to be one of the most fascinating and exciting trips one can take, and although I had dreamt about it for years I never thought I'd have the opportunity to go there as a guest on board a yacht.

Such an adventurous charter destination as Patagonia is so far off the beaten track that superyachts rarely venture there. That said, the 69.9m (228'5) Sherakhan had several successful charters in the region last year and she is heading back there

#### **Before you go**

—  
**A cruise of Patagonia usually begins and ends in Puerto Montt, Chile, although other options are possible. LAN Airlines flies into Puerto Montt, and other carriers fly to Santiago in Chile. Due to the remoteness of the region, it is important to bear in mind that many months of advance notice may be required in order to research and set up activities for a charter. For further information, contact your Camper & Nicholsons charter broker, see page 6**

this winter, and Atmosphere is a regular visitor.

I have found that many clients are reticent to take the plunge when it comes to venturing to such an unknown cruising area if they are not sure what to expect. With such a vast amount of information available on the internet it is hard to know exactly who and what you can trust or how best to plan a trip. As a charter broker, experiencing yachts and destinations for myself is the best way that I can assure my clients



### Nomads of the seas

— **Nomads of the Seas was established by yacht owner Andrés Ergas and is a project that reflects his passion for his homeland, Chile. Having explored extensively by land, sea and air himself, he wanted to find a way for other people to discover Chile in comfort, style and safety. Charters aboard Atmosphere ensure that. The Nomads of the Seas programme also introduces guests to local cuisine and wine, all of which are included in the experience.**

of what's in store for them, and now that I have cruised through Patagonia myself I believe my knowledge to be an invaluable source of reference.

Atmosphere is a fantastic expedition yacht that has been constructed with comfort and practicality in mind. As guests are almost always decked out in wetsuits, fishing gear or ski equipment, one can't expect to find a high-gloss varnish finish and silk and wool-mix carpets on board; they would be misplaced and a waste. Having said that, Atmosphere does have her creature comforts: the beds are large and very welcoming, the quality of the linen is fantastic and each of her 14 staterooms is kept immaculately clean. However, the bathrooms are very small,



### Atmosphere

— **Length** 45.7m (150')  
**Beam** 10m (33')  
**Guests** 28  
**Prices from** US\$250,000 per week. Atmosphere can be chartered privately or guests can join as part of a group expedition. Charters run from October to mid April



### Sherakhan

— **Length** 69.65m (228'5")  
**Beam** 12m (39'3")  
**Guests** 26  
**Prices from** €395,000 per week



even in the four larger, king-bedded staterooms, which themselves are not huge. But waking up and opening the blinds to the dramatic Patagonian scenery is an unbeatable way to start the day. As the yacht can accommodate up to 28 guests in ten twin staterooms and four king-bed staterooms, there is plenty of space to gather the clan together.

Atmosphere is kitted out for adventure and, thanks to a team of professional on-board guides, guests can partake in all manner of activities, from fly-fishing and heli-skiing excursions to simple nature tours. The season in Patagonia runs from October through to mid April and guests should be prepared to follow a suggested schedule in order to maximize the daylight



hours available and the limited weather window. While I was on board we were lucky to have a dry week but it rains frequently in Patagonia – a charter there is quite different to the relaxed affair of a Mediterranean or Caribbean cruise.

Breakfast on board Atmosphere is served from 8am, and lunch is served on the go – atop a glacier, perhaps, or by a river or lake during a stint of fly-fishing. Dinner is usually on board and is a hearty meal as appetites have built up during the afternoon's activities. After dinner, guests are usually keen to relive what they have been up to and slideshows of the day's activities provide the evening entertainment. Guests can then select from a number of activities for the following day. Some

I HIGHLY RECOMMEND TAKING THE YACHT'S HELICOPTER TO A GLACIER. GAZING AT ONE FROM A DISTANCE AND THEN STANDING ON THE ICE MINUTES LATER IS SURREAL

involve simply jumping off the yacht – ie kayaking, jet boating or exploring on board the RIB – while others involve helicopter transfers from Atmosphere to your activity's venue. The helicopter ride itself is worth the trip as aerial views of the Patagonian countryside are invariably stunning.

I was lucky enough to be able to sample a variety of activities, from kayaking in bays and inlets teeming with penguins and the rare Patagonia dolphin to whale-watching and racing out to sea in the amazing Hurricane RIB to visit sea-lion colonies. We also visited small villages, slow-rafted on glacial rivers, white-water rafted, thawed out in hot-springs, went trekking and visited glaciers. All these activities are offered as part of the daily

schedule, allowing guests to experience a good balance of everything.

The only problem was we were so busy exploring our destination we barely had time to take advantage of the spa facilities available on board Atmosphere. With three Jacuzzis, a sauna, and an on-board masseuse, guests find it easy to relax. The vibe on board is informal and it is hard not to get caught up in the camaraderie while sitting around enjoying fantastic cocktails and chatting with the guides and crew. Service is very good and, although shy, the crew are friendly and their enthusiasm is evident in all they do.

I had great expectations of a cruise to Patagonia and, having finally made it there, I can't wait to return and explore further.



Scuba expert Tim Simond reveals his top tips for unmissable diving experiences during a charter around the Caribbean

## Live + let dive

The Caribbean Sea reaches far beyond the palm-strewn island chain that shares its name. It also laps the shores of the east coast of Mexico and Belize as well as the rest of Central America, Venezuela and Colombia. As such, it offers a huge diversity of cruising and diving grounds. While it's certainly true that the best diving is found in the more remote regions of the world, particularly Indonesia, if you choose your spot carefully in the Caribbean it offers great rewards.

If exploring beneath the waterline is likely to be the main focus of your trip, ensure your itinerary includes areas such as Bonaire, Roatan, the Cayman Islands, Belize or Mexico, although these are not traditional charter waters. If you're after superior cruising grounds (as well as good diving sites), head to the Grenadines. Some of the most beautiful cruising waters can be found around Grenada and its islands, particularly the Tobago Cays.

The waters here are somewhat deceptive as strong currents sweep these islands and their upper calm belies the activity beneath. Although dives with a mild current are always more relaxing, currents nevertheless bring nutrients and predators, and with them the chain of life; simply put, a greater current tends to mean more fish, but diving experience is crucial in such waters.

All the way up to St Vincent (known for its macro diving – in other words, small, interesting creatures) and Bequia (where West Cay is a must dive) there are sites en route at Mustique, Canouan and Carriacou with its fish-swarmed pinnacles and wrecks. The current-equals-fish equation is best illustrated at Fish Mouth, between Grenada and St Vincent where a three- to four-knot current bowls you along. As a consequence, you are accompanied by crowds of fascinating marine life.

### New to diving?

– Many people are wary of diving because they perceive it to be difficult or 'hardcore', particularly with all the high-tech gear involved, but when you get down to the nuts and bolts it is pretty straightforward. If you can snorkel and swim and have a basic level of fitness and health, you can dive. In fact, many people are more comfortable being under the water than they are floating on top of it.

In the past, getting an official diving qualification involved a lot of work, often resulting in several trips to a freezing UK gravel pit for your certification dive. Fortunately those days are long gone. Now you can do all your training in a swimming pool at home and leave your final certification for your holiday, when you can become a fully qualified diver in days before heading off to explore.



**Tim Simond, founder of Dive in Style and Original Diving**

— Eight years ago, stuck in a rut, I decided to turn a passion for diving into a business. Thus Dive in Style was born: a marriage between the best hotels and the finest diving experiences. Years of travel, many wonderful underwater adventures and two best-selling books later, we launched Original Diving, part of the award-winning Original Travel, with the aim of making dream holiday destinations a reality for our clients.

**Clockwise from top left**

— Divers in the Caribbean are likely to encounter squirrelfish, turtles, coral, eagle rays, seahorses, sharks and dolphins. Wrecks, including the HMS Rhone, pictured, are an added attraction

The little-known island of Dominica also has a reputation for beauty beneath the waves, especially small wonders. Five Finger Rock has its cleaning stations, and Dangleben's Pinnacles boasts schools of jacks and tuna and the most engaging long-snout seahorses. From October to March, sperm whales swim here – a Dominican highlight that every visitor should aim to experience.

Further north, the British Virgin Islands boast some of the best diving and cruising opportunities that the Caribbean has to offer. With regards to the former, HMS Rhone is probably the top wreck dive in the Caribbean and is certainly among the world's best. The supposedly unsinkable ship was defeated by a hurricane in 1867 and went down just off Salt Island. She now has around 150 years of coral growth cloaking her hull and you can comfortably, and safely, swim inside as you inspect the fascinating remains – from the cannon to the captain's teaspoon. Among all this is a plethora of colourful marine life that seeks protection on these artificial reefs.

The Rhone is not all this area has to offer, there are also famous seamounts that deserve a visit, such as Blonde Rock midway between Salt Island and the wonderfully named Dead Chest Island.

Further north, and blessed with some of the Caribbean's most impressive beaches and mind-blowingly clear turquoise waters, lie the Turks and Caicos islands. These are home to a number of great dives. Try French Cay for guaranteed sightings of grey reef sharks and, if you are lucky, a lone great hammerhead shark, and Sand Bore Channel for soaring eagle rays. The diving there is virtually all walls plunging more than 1,800m (6,000ft) and clad in healthy corals and gorgonian fans, home to both dolphins (including Jo Jo, a playful resident bottlenose) and, between January and May, migrating humpback whales.

Further north lie the Bahamas, but that is an experience best left for discussion another day.

*For information on charters in the Caribbean, contact your Camper & Nicholsons charter broker, see page 6. For information on Original Diving, visit [www.originaldiving.com](http://www.originaldiving.com)*





This year, Camper & Nicholson's celebrates its 230th anniversary. **SEA + I** looks back on a handful of the company's many achievements over the past two centuries

**A legend is born**

In 1782, Francis Calense Amos, the son of a sailmaker, acquired the lease on a tiny disused yard in Gosport, England, for the purpose of refitting yachts. This insignificant yard was to become Camper & Nicholson's – a company that is, today, one of the world's largest, most respected and most successful yachting companies. With 110 staff in ten offices worldwide, it offers unparalleled expertise in every aspect of yacht charter, brokerage, management and crew placement.



**Yacht brokerage**

**New construction**

Every yachting company has one or two launches of which it is truly proud and which, in some way, have evolved the brand or set new standards. Camper & Nicholson's has a legion of such yachts, including ECO, Serene, Tiara (below), 777 and Silver Angel, to name just a few. The number



**"WITH SEVEN NEW BUILDS CURRENTLY UNDER WAY AND SEVERAL MORE IN THE PIPELINE, CAMPER & NICHOLSON'S CONTINUES TO LEAD THE WAY IN DYNAMIC, QUALITY SUPERYACHT CONSTRUCTION. DESPITE A CHALLENGING ECONOMY IN RECENT YEARS, BUSINESS HAS CONTINUED AS USUAL AND WE REMAIN EXCITED ABOUT ALL OUR CURRENT PROJECTS WORLDWIDE, AS WELL AS THOSE YET TO COME."**

*Michael Payne, Chief Commercial Officer*

of award-winning and groundbreaking vessels that the company has been instrumental in building is extraordinary. It has consistently pushed the boundaries of yacht design and technology and, in the process, has nurtured long-standing relationships with the world's leading yacht builders, designers, naval architects, captains and suppliers.

From advising owners on yacht types, sizes, materials, designs, financing and legal matters to coordinating and supervising projects from concept to launch, the Camper & Nicholson's brokers are second to none.

The longevity of the staff not only reflects a happy team but has generated a level of expertise that has proved invaluable to clients, many of whom have also been with Camper & Nicholson's for many years.

1782

**1782 – the company was founded in Gosport, Hampshire, UK. It is now the oldest leisure marine company in the world**



1792

1802

1812

**1809 – 16-year-old William Camper, a great nephew of the founder, became an apprentice to his great uncle Amos**





# 230 years

“CAMPER & NICHOLSONS CURRENTLY HAS 137 YACHTS FOR SALE, RANGING FROM 24M TO 70M (78’7 TO 229’6). TWENTY PER CENT OF THE YACHTS FOR SALE ARE SAILING YACHTS FROM YARDS SUCH AS PERINI NAVI, ALLOY YACHTS, JONGERT, ROYAL HUISMAN, PENDENNIS, SWAN AND CNB. THE VAST RANGE OF MOTOR YACHTS WE HAVE FOR SALE INCLUDES NEW BUILDS (UNDER CONSTRUCTION AND WITH THE OPPORTUNITY OF CLIENT INPUT), RECENTLY LAUNCHED YACHTS, EXPEDITION YACHTS, AND A HANDFUL OF CLASSIC YACHTS. MOTOR YACHT PRICES RANGE FROM €750,000 TO €52,000,000 AND SAILING YACHTS FROM €750,000 TO €21,000,000.”

*Michael Payne, Chief Commercial Officer*

## Sale and purchase

— In today’s fast-paced world, who you know and what you know are all-important. When it comes to the sale and purchase of superyachts, the Camper & Nicholsons brokerage division has one of the world’s largest fleets of yachts for sale and is equipped with the industry’s most comprehensive database of buyers and sellers. Although it is leaping into the future in terms of technology and facilities, the company still holds true to the values on which it was established more than two centuries ago.

The Camper & Nicholsons brokers are regarded as industry experts because they get results and their service and dedication to clients reflects traditional, respected values that ensures their greatest source of business is return clients.



The company has an impressive network of experienced brokers across the globe, and when it comes to selling, buying or constructing a yacht, it presents clients with the very best opportunities.

1822

1821 – at Camper & Nicholsons Gosport Yard, Francis Amos and William Camper built the first of many sailboats and yachts: the 9m (30’) smack Commerce for a Mr Matthias March of Gosport

1832



1839 – William Camper built the largest project of his career, the 327-ton Anonyma. She was known for her beautiful lines and speed. Years later when she had changed owners, she proved her speed and seaworthiness in the opium trade

1842

1852

# Charter



**“OUR DEDICATION IS UNRIVALLED WHEN IT COMES TO DELIVERING CHARTERS. WE STRIVE TO EXCEED EXPECTATIONS BY STAYING INFORMED WITH THE LATEST INDUSTRY NEWS. WE KNOW THE YACHTS FIRSTHAND AND WE VISIT THE CHARTER DESTINATIONS TO ENSURE WE CAN GIVE OUR BEST TO EVERY CHARTER.”**

*Tandy Demarchelier,  
Senior Charter Broker*

## Charter

Established in the 1960s in Monaco and Palma, the Camper & Nicholson's charter department was among the first to be established in the industry. It expanded with offices in Antibes in 1991, Palm Beach in 1992, London in 1994, Miami in 1998 and Fort Lauderdale in 2001.

It was the first charter brokerage company to have dedicated wholesale and retail departments and the first to put systems in place allowing shared access to worldwide charter information and yacht

inspections. It was also one of the founders of MYBA and was subsequently closely involved with the creation of the first MYBA Yacht Charter agreement, as well as the second version of the contract, currently in use worldwide. Other firsts include being the foremost company in the industry to produce a glossy charter brochure in 1984 – a product that has evolved every year in size and quality of content.

The company's key strength is its brokers, who compliment one another through hard work, dedication and expertise. Attendance

of charter seminars and yacht shows, as well as fam trips and inter-office visits, has enhanced the multilingual team.

The department remains at the forefront of legal matters and is a member of respected professional yachting bodies, the likes of MYBA and AYCA, not only at board level but also chairing the MYBA Charter Committee in an effort to raise the standards of the brokerage community.

## Charter marketing

The concept of yacht charter and charter marketing

1862

**1863 – the company name originates from the meeting of William Camper and Ben Nicholson**

1872

**1872 – Ben Nicholson builds his first power vessel, the 33-ton Favorite**

1882



**1892 – Nicholson built the 30-ton Marigold, which was a successful early cruising yacht. Following a restoration, she is still sailing today**

1892



**"IN AN EVER-CHANGING INDUSTRY, ONE ASPECT THAT REMAINS CONSISTENT IS THE EXCELLENCE OF OUR CHARTER RETAIL DEPARTMENT. OUR COHESION AS A TEAM IS A SIGNIFICANT ADVANTAGE AND I WOULD DARE TO SAY THAT EVEN OUR COMPETITORS ARE COMPLIMENTARY WITH REGARD TO OUR CHARTER BROKERS. IF ONE OF US HAS NOT SEEN A YACHT OR VISITED A CERTAIN AREA, IT ONLY TAKES A MOMENT TO CALL A COLLEAGUE WHO CAN GIVE A FULLY DETAILED REPORT."**

*Barbara Dawson,  
Senior Charter Broker*

was defined by Camper & Nicholsons Chairman George Nicholson in the early seventies in order to provide structure to the burgeoning yachting industry of the day. The early nineties then saw the establishment of the present-day charter marketing departments in Monaco and Fort Lauderdale in the US.

The Charter Marketing Division currently has eight highly qualified charter managers looking after one of the world's largest and most prestigious charter fleets. With one charter manager assigned to each yacht, it ensures a unique,

personalised service specifically designed for each owner. However, due to the size and scale of the company it is able to make the strongest marketing investment in every vessel it represents.

The scope of its corporate assets means it can leverage the talents of its Public Relations team in London for media relations, and draw on the expertise of its global Corporate Marketing team.

As the longest running charter management company, Camper & Nicholsons has achieved a significant number of industry firsts over the last 40 years and prides itself on its innovation. For example, the company created the first charter collection featuring all the yachts in its charter fleet, which remains a great asset to Camper & Nicholsons' retail charter brokers and their clients worldwide.

It was also the first company to use HTML formatted e-flyers to promote yachts to external charter brokers. Recently, it has focused on creating corporate collaborations for its Charter Marketing Division. Last year it forged partnerships with both Camper & Nicholsons Marinas and IGY Marinas, which not only provide special berthing arrangements to yachts in its fleet, but also greatly impact on the company's event marketing programme – from boat shows to familiarisation trips.



**"WE ARE SECOND TO NONE WHEN IT COMES TO THE STRENGTH OF OUR BRAND AND RESOURCES. OUR TEAM COMPRISES SOME OF THE MOST KNOWLEDGEABLE CHARTER MANAGERS IN THE INDUSTRY. WE HAVE A PROVEN TRACK RECORD AND WILL CONTINUE TO DELIVER RESULTS THANKS TO HAVING THE MOST ADVANCED MARKETING PROGRAMME IN THE INDUSTRY."**

*DJ Kiernan, Director of Charter Marketing*

1902

1912

1922

1932

**1907 – the 89-ton ketch Almara is launched**

**1912 – Iстриa is launched and is the first yacht in the world with a lightweight, laminated wood construction**

**Camper & Nicholsons was the world's leading builder of motor yachts until the outbreak of the Second World War**



**20,000** qualified crew  
 –  
**12,000** clients – both yacht owners + charterers  
 –  
**120-140** yachts for sale – the largest fleet in the world  
 –  
**26** sale + purchase brokers  
 –  
**22.7%** market share of the top ten brokerage companies  
 –  
**20** years – the average experience of our yacht managers  
 –  
**11** charter brokers  
 –  
**10** offices worldwide

# Yacht services

## Yacht Management

– The Camper & Nicholson's Yacht Management Department (YMD) was established in 1988 to support clients and establish long-term relationships with them. In 1990 it had three yachts under its management, today it has 48.

Over the years it has dealt with sinking yachts, deaths, drug arrests, yacht arrests, emergency medical evacuations at sea, significant mechanical breakdowns, major insurance claims, and even the special delivery of six bottles of a very specific sun cream from Cannes to the outer islands of the Bahamas. As such, its YMD is truly unparalleled.

The department has always had gross gain on fleet numbers, and this evolved considerably with the arrival of the MCA Large Yacht Code and the necessity for large yachts to comply with the ISM. All such codes have imposed regulations to which owners must comply, thus enhancing the company's role over the years.

Camper & Nicholson's was involved in the first ever MCA survey to bring an existing yacht into compliance (SY Mikado in 1997, just before the Code was made law) and was the first yachting company to obtain a DOC (Document of Compliance) for the ISM and the first to have one of its yachts obtain its SMC (Safety Management Certificate). It remains at the forefront of training and innovation, with

Marianne Danissen, Camper & Nicholson's ISM/ISPS Manager, recently having attended a formal ILO training programme for the application of the MLC 2006 convention on the welfare of seafarers.

## Crew Placement

– Established in Antibes in 1993, Camper & Nicholson's Crew Placement Division has grown from being a one-woman show – essentially an 'extra service' available to managed yachts – to becoming a slick, well-established team that has successfully reached its goal of building strong relationships with Camper & Nicholson's-managed yachts and charter fleet.

Its success stems from communication between the company's departments, as well as years of proving to clients and captains that it is the very best team to support them. The office has a great atmosphere, and is



**"WE HAVE WORKED HARD TO ESTABLISH OUR REPUTATION. WE ARE A SMALL DEPARTMENT BUT WE WORK WELL AS A TEAM AND ALWAYS AIM FOR EXCELLENCE. WE PROVIDE A SEAMLESS SERVICE AND THE RESULT IS AN EVER-IMPROVING, EVER-GROWING DEPARTMENT. OUR OFFICE IS AN INDUSTRIOUS, HAPPY PLACE AND I KNOW OUR DEPARTMENT WILL CONTINUE TO THRIVE."**  
*Debbie Blazy,  
 Crew Placement Manager*



**"OUR SKILLED, QUALIFIED STAFF ARE WELL INFORMED AND ALWAYS AVAILABLE TO ADVISE. WE AIM TO INCREASE OUR FLEET AND FURTHER DEVELOP OUR NEW CONSTRUCTION SUPERVISION AND LARGE REFIT WORK."**  
*Peter McCarthy,  
 Manager, Yacht Management Department*



1942

1952

1962

1972

**1956 – Rainier III, Prince of Monaco and his new wife Grace Kelly received Arion as a wedding present. They renamed her Deo Juvante II and cruised the Mediterranean for their honeymoon**

**1965 – Camper & Nicholson's Palma office opened**



told over and again how nice it is to deal with. The team is a diverse group reflecting different nationalities and personalities, but it works extremely well together.

Since it was founded, this department has surpassed its objectives every year. A significant milestone was the beginning of specialisation. From 2009, each agent became responsible for different jobs and crew members, allowing each of them to become experts in their field. This allows them to act fast as, in most cases, they know exactly what crew members are available, where they are, and what they specialise in.

Unlike other agencies, Camper & Nicholsons interviews every candidate face to face, giving them an extra edge when finding and choosing the right personalities. Crew members come back to Camper & Nicholsons year after year, and this specialisation has had an extremely positive impact on relationships with captains and owners. The team is familiar with many of the yachts and the combination of all these qualities sets it apart from other agencies.

**Listings + Intelligence**

The Camper & Nicholsons Listings department is at the forefront of the yachting industry, correlating, investigating and reporting on figures, trends and statistics on a daily basis. The Listings team works with a unique database, implemented in 2007, which

records the activities of the yacht brokerage market. It initially focused on 300 yachts; it now lists over 9,000 entries.

The initial remit of this invaluable department was to support the sales brokers in their search for yachts and to offer up-to-date specifications for their clients. Due to its success, in 2009 it also began listing charter yachts so that it could support the charter brokers. In 2011 this data was utilised to provide intelligence to management and brokers regarding market conditions and is the basis from which data is compiled to create the annual Camper & Nicholsons (*super*) Yachting Index.



**“THE SUCCESS OF OUR LISTINGS AND INTELLIGENCE DEPARTMENT REFLECTS THE DEDICATION OF A TEAM THAT PROVIDES FAST, RELIABLE INFORMATION EVERY DAY. WE CONTINUALLY STRIVE TO ANSWER EVERY BROKER’S REQUEST, ENSURING THEY HAVE THE MOST UP-TO-DATE INFORMATION TO HAND.”**  
*Anne Dixon, Manager, Listings and Intelligence*



**The Nicholson heritage**

*George Nicholson  
Non-executive Chairman*

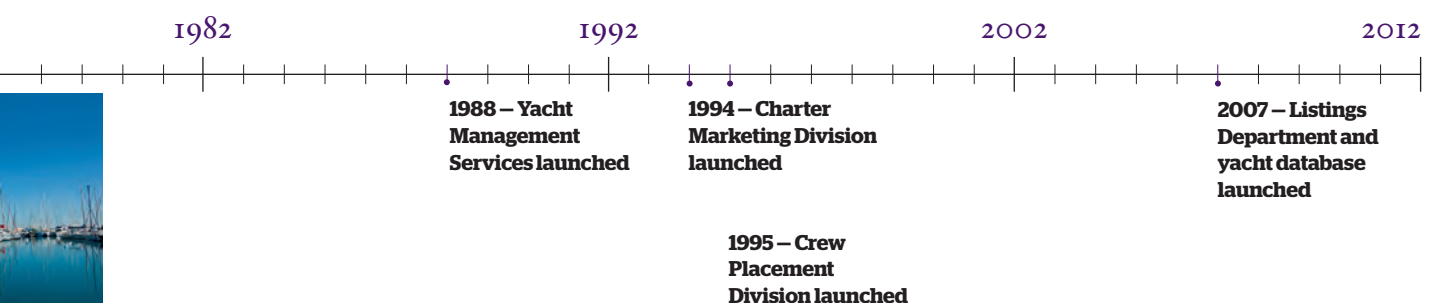
*George Nicholson, who joined the company in 1961, reflects on more than half a century of excellence and innovation*

“It takes a long time to build a lasting brand; in our case, Camper & Nicholsons can thank my ancestors. I have seen a great many changes over the years. When we started in 1960 there were no private harbours and such yachts as existed were either in Cannes or Monaco.

“In spite of the trade unions being largely responsible for the closure of the big yacht-building yard in Southampton in 1975, the smaller historic Gosport yard kept going until about 2000. A lot of boats were produced and the quality was such that most are still afloat. The closure of the Southampton yard, however, was fortuitous as it freed up the company, and notably myself, to place orders in other yards. The rest is history. We opened sales offices in Antibes, Monaco, Cannes and London as the UK was, and still is, a major yacht-owning country. Our presence in Palma was the result of the Club de Mar being opened and was an immediate success, and later came our US offices.

“The industry is very different now. The volume of yachts afloat increases daily and there is a widespread, high-quality infrastructure that is just about keeping pace with the number of yachts being produced. I think the vibe is still there. People are passionate about their boats and the increase in the number of large sail boats is particularly gratifying – the notion that they are greener probably helps.

“The real challenge for the future lies in the ability of the top yards to continue designing, building and delivering these ever-more sophisticated yachts, and to find the multitude of highly talented subcontractors to deliver the requirements of the owners and their architects. Camper & Nicholsons will continue to support them and looks forward to celebrating many more innovations in the world of luxury yacht construction, charter and management.”



Horacio Bozzo, founder of Axis Group Yacht Design, takes us behind the scenes of one of his latest projects, the 54.6m (179'4) Forever One

# Forever One

## From top

— The exterior profile of Forever One has already earned her great acclaim; the owners will be on board five months a year, so vast, welcoming deck areas are a priority

Having lived in Argentina, Italy and the US, Horacio Bozzo is no stranger to new cultures and has always embraced the opportunities they offer in terms of new ideas and concepts – a great source of inspiration when it comes to creating original projects. The 54.6m (179'4) Forever One, currently in build with ISA Shipyard in Italy and due to launch in June 2014, draws on Bozzo's many years of experience in the industry and has already provoked challenges and rewards in equal measure.

## How, and when, did the Forever One project come about?

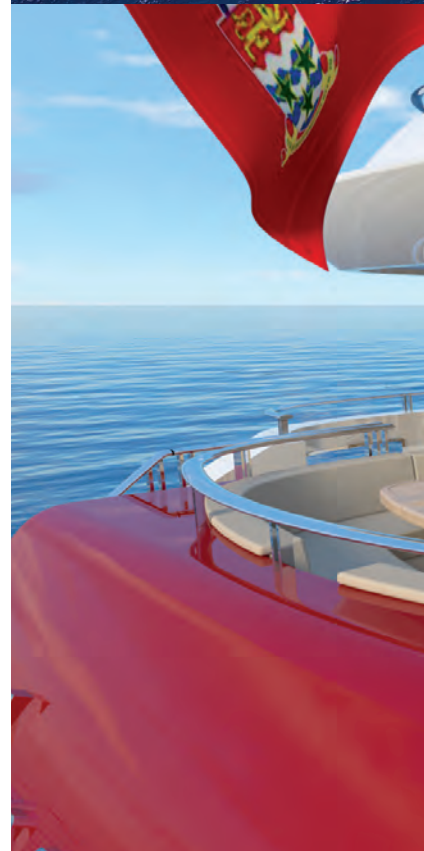
It all started in July 2010. Camper & Nicholson's broker Fernando Nicholson called me from his office in Miami one day to brief me on a new 50m (164') motoryacht he was planning to build for a Mexican client, to whom he had already sold four yachts. The next day I produced a rough sketch of how I envisaged the profile of the yacht could look and the client loved it. Designing the layout was an enjoyable process. Knowing the clients so well, Fernando was able to convey their needs and had some great new ideas himself, all of which we incorporated in the design. We worked on the layout with the owner for several months until we were all satisfied with the features, then we had to agree on the quality of construction, which required us to write a complete technical specification. At that point we put together an entire design package incorporating the exterior profile, general layout and technical specifications in order to approach different shipyards. We selected potential yards in the US, Italy and Turkey based on the quality of work for which they are renowned, their reputation for delivering on time and their financial stability. The contract was signed with the ISA Shipyard last January.

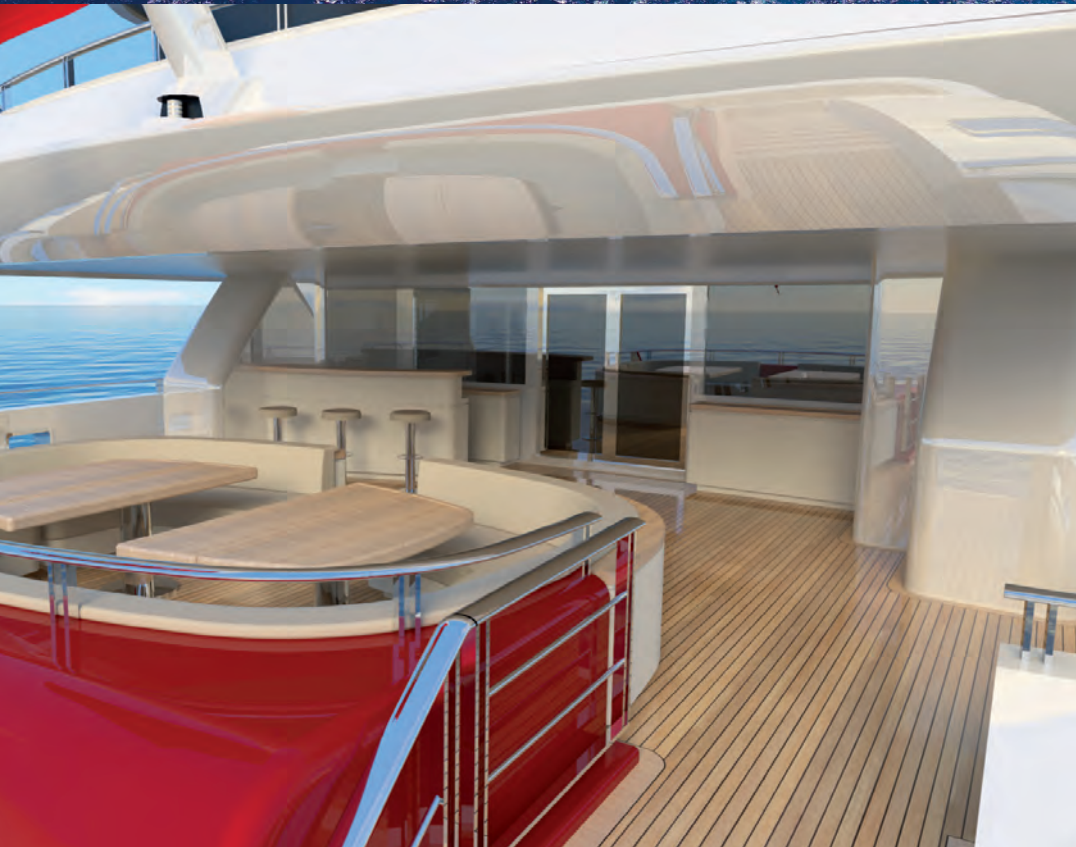
## The yacht is scheduled to launch in June 2014. What stage is the build at now?

We have completed the tank testing, with excellent results, and ISA has started cutting the steel for the hull. The detailed exterior design, engineering and interior design are also moving along at full speed. This stage of the design process is always my favourite, when the design, naval architecture and engineering come together with the unique objective of creating the finest superyacht.

## What were the owners' priorities when it came to Forever One's specification?

The owners plan to spend about five months a year on board, so one of their priorities was for the yacht to be as welcoming





### At a glance

—

#### The team

**Broker** Fernando Nicholson

**Exterior design** Horacio Bozzo

**Project management** Sandro Spaziani (ISA Shipyard)

**Naval architecture** Axis Group Yacht Design

**Engineering** Axis Group Yacht Design/ISA

**Interior design** Studio Massari

**Captain** Colin Skinner

Forever One is a fully customised steel and aluminium, twin-screw displacement motor yacht, with modern exterior lines and a double-curvature stem hull for increased efficiency. Notable features include foldable bulwarks on the main deck that grant spectacular views, an owner's deck with private balcony, and a glass elevator that connects all the decks. She also has a spacious beach club with large, foldable stern and side platforms that are ideal for tender-docking and access to the water via automatic stairs. The main garage is located forward on the main deck and will house a 9m (29'5) tender and a 5.5m (18') crew tender. Two Caterpillar 3512C engines will propel the yacht to a speed of 16.5 knots, and she will have transpacific range.

### Specification

—

**Length** 54.6m (179'4)

**LWL** 53.7m (176'2)

**Beam** 11.1m (36'5)

**Draft** 3m (9'1)

**Tonnage** 1,050 tons (estimated gross)

**Displacement** 850 tons (full-load)

**Speed** 16.5 knots at max power and half load

**Range** 4,200nm at 12 knots

**Construction** High-strength steel hull and aluminium alloy superstructure

**Engines** 2 x Caterpillar 3512C Rating B; 2 x 1,911bhp (1,425 kW) @ 1,600rpm

**Classification** RINA C, HULL, MACH, YCH, Unrestricted navigation, AUT-UMS, LY2 Compliance



**Profile: Horacio Bozzo**

—  
Having graduated in naval architecture and marine engineering, Argentinian designer Horacio Bozzo returned to Italy, where his parents lived. He began his yachting career in Rome before moving to the US where he worked for six years in a high-profile Fort Lauderdale studio. It was during his time in Florida that he established the Axis Group Yacht Design studio in 1996 – a naval architecture and marine engineering company specialising in the 40m+ (131'+) superyacht market.

In 2001, Bozzo returned to Tuscany, Italy, where he currently has his studio in Viareggio. He has established close working relationships with yards such as Perini Navi, Picchiotti, ISA, Benetti, Azimut, Rossinavi, Codecasa, Kingship and VSY, among others, and is involved in projects worldwide.

In 2011, Axis opened a new office in Shanghai, China, and in May 2012 the company won the Best Yacht Designer in Asia of the Year award at the Asia Boating Awards. It then went on to win the Naval Architecture Award – Motor Yachts at the ShowBoats Design Awards 2012 for the 70m (229'8) motor yacht Numptia.



as their land-based homes. This concept was extended to the crew areas, which have been designed for maximum comfort as the owners rationalise that a happy crew makes for a happy yacht. Functionality was also a key requirement of the design, as was character, particularly when it came to her exterior styling. The owners very much wanted Forever One to have a strong identity. Finally, a large tender was an important consideration, so they have chosen a 9m (25'8) Riva Iseo.

**How closely did you have to work with each of the key players in the team during the design process?**

During the first stage of the design, when the initial concept was developed, I worked very closely with Fernando Nicholson as he was so attuned to the owners' needs. The conclusion of this stage resulted in the exterior profile and a preliminary layout. The second stage, or 'basic design' phase,





where ideas are developed further and refined, necessitated me working closely with the owners for the layout and the captain with regard to the technical considerations. This stage resulted in an in-depth study of the basic parameters of the yacht, including the hull shape, requirements for stability and speed and a much more defined exterior profile and layout. The third stage, or 'detailed design' phase, where the exterior design is refined and finalised, is when the shipyard became involved with regard to all the engineering and construction aspects of the yacht.

**What was the main challenge you encountered when coming up with the design?**

The owners want to live on board for almost half the year, which is unusual and presents significant design challenges. To better understand their exact needs and tastes, I visited their various different homes and spent several days with them discussing the project.

**In what way is Forever One different from projects you have worked on in the past? Has the design challenged you creatively?**

The layout of Forever One is non-conventional and this provoked challenges when it came to incorporating several of her more unique features. Among these are an owners' deck with a private balcony (accessible from their stateroom and from the exterior deck, for service purposes), a large aft-deck terrace, a spacious beach club (with a large foldable stern and side platforms, which are ideal for launching water toys, tender docking and facilitating access to the water via automatic submerged stairs), and a dining/relaxing salon located forward on the main deck.

The yacht's exterior is modern with smooth-flowing lines, and her combined reverse bow makes her unique and lends her a strong personality. There is also a strong sense of romance to this yacht. The owner has dedicated her to his wife, hence the name Forever One, as she is the one, forever.

**What have been the high points of the project so far?**

The owners' involvement in the project has been fantastic. They have spent so much time on board their previous yachts that they know exactly what they want and, more importantly, what they don't want.

**How involved will you continue to be throughout the build?**

The design of a superyacht of this size takes about one year to complete. During that time we will meet with the owner and the broker every two to three months to update them on the project's progress. We will then visit the yard on a monthly basis throughout construction to oversee the build.

**What other projects are you currently working on, and what kind of projects would you ultimately like to deliver?**

At the moment we are busy working on a 56m (183'7) yacht being built in the US, a 44m (144'3) yacht and a 43m (141') yacht, both being built in China, and a 90m (295'2) vessel. I love working on projects where we can innovate, either in the design or engineering fields. I think it is essential to reconcile the demands of design, functionality and simplicity of construction – for me, this is a huge stimulus for any new project.

**From top**

— With her transpacific range, Forever One has great cruising potential; the yacht's reverse bow is one of her many distinguishing features

# Before you go...

— **Andreas Ortner, photographer for this issue's *Life afloat* shoot (right and p58), has worked with some of the world's most famous models and publications. As such, he knows how to travel in style**

For further information on Ortner's work, visit [www.andreasortner.com](http://www.andreasortner.com)



**What essential items do you take...**

**In your hand luggage?**

Camera, smartphone and a good book, although I rarely have time to look at my iPad let alone read a book.

**In your suitcase for when you get there?**

Shorts, flip-flops and my favourite jeans – the essentials for everyday life.

— **What's the first thing you do when you arrive at a new destination?**

Breathe in the local aromas. Every destination has its own distinct scents that wake me up and bring me into the moment.

— **What are your favourite holiday destinations for... A luxury weekend away?**

The Setai in Miami.

**A week's yachting?**

A cruise around the Greek islands.

**An extended holiday?**

Asia. I love Thailand and Indonesia. I would also like the opportunity to revisit South Africa.

**The ultimate experience?**

Diving with sharks in South Africa.

— **What inspires you to travel?**

Just the process of travelling itself is inspiring. Inevitably, the varied cultures and scenic diversity I come across every day during my travels provide the inspiration I need for my work.

— **What's your one piece of foolproof**



**advice when it comes to travelling?**

Open your eyes and really take in your surroundings. And don't be afraid to experience something new.

— **Dream destination yet to visit/travel ambition yet to experience?**

I would love to go to Peru and to the Himalayas.



— **Favourite destinations?**

Munich (above), where I am based, is a fantastic place to live and although I am

rarely there it would be my first choice of destination. For a holiday, I would say Bali or India.

— **Do you relax on holiday or try to fit in as much as possible?**

I don't relax in the same ways as other people. I can't stay still, I love to explore.

— **Travel light or pack the kitchen sink?**

For me, less is more. I like to travel light and pick up mementos from the different countries I visit.

— **Take home only photos or shop until you drop?**

As a photographer, most of my memories come from photos that I take during my travels. I do, however, like to pick up the odd piece of art or furniture along the way.

**Global Dealer Network**

**Antibes**

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I782

# Little black book

*This new-look 16-page section features expert market opinion from the Camper & Nicholsons brokers, and showcases just some of the newest and most advanced yachts currently available for purchase*

See a comprehensive list of available yachts at [www.camperandnicholsons.com](http://www.camperandnicholsons.com)



As we enter the final quarter of 2012, Michael Payne, Camper & Nicholson's Chief Commercial Officer, provides an insight into how the market is faring

## Where is the market heading?

Those hoping to sell a superyacht face a challenging time as the market remains over-supplied with excellent vessels. That said, yachts are selling when correctly priced and intelligently marketed. There is no doubt it is a buyers' market. As well a backlog of yachts for sale, new sellers, tired of waiting for the economy to improve, are also now entering their yachts onto the market. Some of these vessels are rare and iconic and have never previously been available for sale, including the 90m (295') sailing yacht Athena, which, on delivery in 2004, was the largest privately owned sailing yacht in the world. It is arguable whether a yacht like this would ever have made it to the open sales market in a more buoyant economy; more likely it would have been sold in an off-market transaction.

This turn in the market heightens the chances for buyers to find their perfect yacht, but while an ever-increasing choice presents exciting opportunities, it can also make the final decision a challenge. This makes the role of a professional sales broker more valuable than ever. Buyers, bewildered by the sheer volume and variety of yachts available, would do well to draw on the expertise of their brokers to ensure they make a wise choice at the right price.

There are currently more than 1,975 yachts for sale worldwide; an increase of approximately 4% compared to the state of the market this time last year. The 30m to 40m (98' to 131') segment has seen a 7% increase, and the 24m to 30m (78' to 98') sector has seen a 4% increase. There has been no significant change in the size of the market for yachts over 40m.

Camper & Nicholson's currently has 137 yachts for sale, ranging from 24m to 70m (78' to 230'), 20% of which are sailing yachts. With several yacht shows scheduled over the coming months, now is a good time to arrange a viewing with your Camper & Nicholson's broker.



### Turmoil

63.7m / 209'

Royal Denship, 2006

Price on application

Turmoil was built for the late Gary Comer, a lifelong sailor and founder of the Land's End company. With her ice-strengthened hull and 6,500 mile range, Turmoil was built to cruise all the oceans of the world. She can carry three large tenders, a helicopter and numerous full-size toys for worldwide adventures.

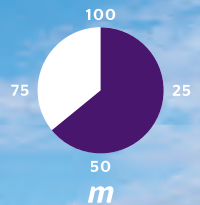
Stepping inside, you are greeted by her American cherry woodwork that runs throughout the boat and equals the standard of interiors found on some of the finest yachts afloat. Turmoil accommodates 16 guests in the owner's party. There is an entire owner's deck with two staterooms, private aft deck and forward observation lounge. Turmoil is considered to be one of the finest expedition yachts ever built.

### Contact

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**Tiara**

—  
**54.27m / 186'**

— Alloy Yachts, 2004

—  
€21,800,000

**Contact**

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Matthew Fisher  
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mfisher@camperandnicholsons.com



**Mary Jean**

—  
**49.8m / 163'5**

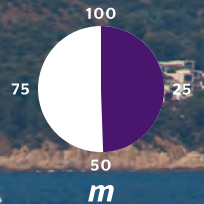
— Campanella, 1981/2011

—  
US\$11,900,000

“Mary Jean” was on the market a few years ago, and her new owner poured both his heart and his wallet into bringing her into the new millennium. The interior is modern and airy, the technical systems belie the date of build, and the engine room is a gleaming example of solid and reliable engineering.

**Contact**

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**Imagination**

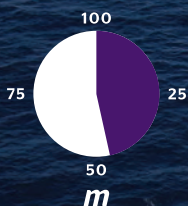
—  
**47m / 154'2**

— Benetti, 2010

—  
€22,000,000

**Contact**

Jeremy Comport  
+33 (0)4 92 912 912  
jcomport@camperandnicholsons.com





**Arabella**

— 47.5m / 156'3

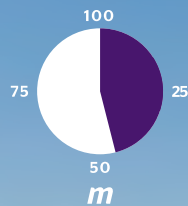
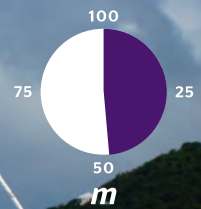
— Palmer Johnson, 1983/2000

— US\$3,300,000

Arabella is a stunning tri-masted schooner with a US Coast Guard inspection certificate for 49 passengers overnight and 149 passengers for day charters. Twenty guest staterooms can be laid out in various configurations.

**Contact**

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**Sunrise**

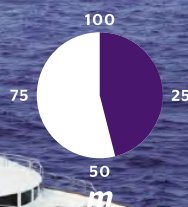
— 46m / 151'

— CRN, 2004

— €10,500,000

**Contact**

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Jonathan Syrett  
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**Smile**

— 44.2m / 145'

— Benetti Vision BV07, 2006

— €9,900,000

**Contact**

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**Lady Belmor**

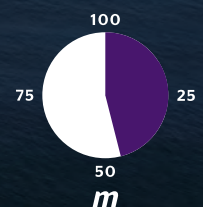
— 39.6m / 129'

— CRN, 2009

— €9,995,000

**Contact**

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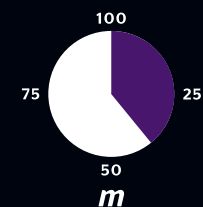
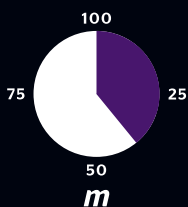


## The yachting market can only pick up speed if navigating in calm financial waters

The vagaries and irrationality of financial markets means that predicting the sales trends of yachts these days has much more to do with market sentiment regarding the FTSE and Hang Seng than it does with the real financial health of our clients. The facts state that we unquestionably have wealthier and more financially solid UHNWIs than ever before, but far from feeling more confident they feel less so. To change this state of affairs, what is required is stability across the world's financial markets and a few months without constant discussion in the press and media of Eurozone debt crisis and financial cliffs, both of which seem to be subjects that simply will not go away. Until we can achieve this, I expect to see the pattern of 'no pattern' continuing and the market will accelerate and decelerate from quarter to quarter depending on how choppy the financial waters are at the time.

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**Why Worry**

—  
**39.6m/129'11**  
—  
Maiora, 2008  
—  
€8,500,000

**Contact**

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**C2130**

—  
**38.1m/124'8**  
—  
Perini Navi, 2012  
—  
Price on application

**Contact**

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**Marflow**

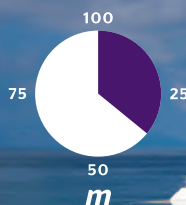
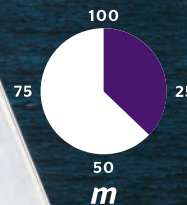
—  
**37.1m/121'10**

—  
Shore Boat Builders Ltd, 2004

—  
€6,750,000

—  
**Contact**

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**Chosen One**

—  
**36.6m/120'**

—  
Intermarine Savannah, 2002/2012

—  
Price on application

—  
Chosen One was built at the US shipyard Intermarine, whose background in military shipbuilding contributed to a high-quality fiberglass construction and expert engineering. Miami-based designer, Luiz de Basto, produced the sleek exterior design for this tri-deck motoryacht, complemented by an understated and very comfortable interior. The large beam of the yacht and interior layout results in a very spacious feel, and the yacht is excellent for personal cruising or for charter. Not for sale to US residents while in US waters.

—  
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**Lady Aida**

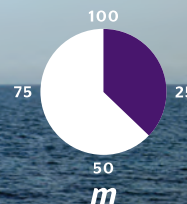
—  
**36.5m/119'7**

—  
Bugari Custom Yachts, 1990

—  
Price on application

—  
**Contact**

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### Cortina

—  
34.7m/114'

—  
Newcastle, 2010

—  
US\$13,750,000

Cortina was designed to be a travelling holiday home for family and friends in a casual setting. With enough freeboard to handle the sea yet compact enough to get into smaller anchorages, the vessel comes complete with an elevator to three decks, a large on-deck master stateroom, enclosed aft deck with dining for up to 15 and is MCA certified. Comfortable and easy going, the interior is colourful and nautical thanks to the influence of Hodgdon Yachts, the 200-year-old builder from Maine.

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## How the Italian berthing tax has affected Italian clients' berthing habits

*In December 2011, and in the wake of great political turmoil, the Italian government passed a new law designed to recoup some of the enormous €1.9 trillion national debt. The Italian Berthing Law was originally designed to tax every vessel that entered Italian waters, irrespective of ownership – although some were to be offered discounts according to size and propulsion. This may have seemed a great idea at the time, but the yachting community soon raised its collective voice to point out that yachts inject an estimated €200 million a year into the Italian economy in goods and services alone, and that there was a risk that this business would now go to other nations. Added to this, Italy, for all its stunning beauty and attractive locations, is not far from many other spectacular venues such as the Côte d'Azur, Croatia and Montenegro. There are plenty of other places for yacht owners to visit. The result was that the tax was amended to apply to Italian-owned yachts, irrespective of their flag state. Hot on the heels of this, 2012 saw an unprecedented operation from the Vigili di Finanza as it inspected yachts in marinas up and down the country in order to establish who owned them.*

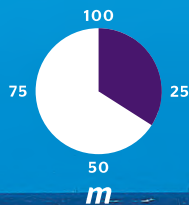
*Italian yacht owners were left with a clear choice, either sell their yacht, move it to another country or face the music. According to The Daily Telegraph, around 30,000 yachts fled the country at a colossal cost to local marinas. In truth, the real problem lies far deeper than just the introduction of a berthing tax. The huge public debt in Italy has been created through decades of tax evasion, and the Italian government is simply doing what it can to redress the balance. Owners of any luxury item, from a Ferrari to a Ferretti are now targets of the taxman and are doing everything in their power to distance themselves from their possessions. They say that this is the best time ever to buy a Ferrari in Italy. The same could, of course, be said for a Ferretti, an Azimut or any other luxury yacht.*

### Contact

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**Iemanja**

—  
**32m/104'11**

—  
Chantier Naval de Biot, 1989

—  
€3,500,000

Chantier Naval de Biot shipyard in France is well known for its aluminium construction, and the build of Iemanja was no exception. Designed by Ron Holland, one of the foremost sailing yacht designers, and built to Bureau Veritas standards, Iemanja is an excellent performing ketch that can also comfortably accommodate eight guests.

Her design features a comfortable four-cabin interior layout and light airy saloon detailed with beautiful maple and rosewood, as well as professional galley. Iemanja is an excellent worldwide cruising ketch.

—  
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**Jade Mary**

—  
**32m/104'9**

—  
Leopard, 2006

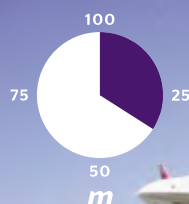
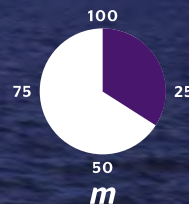
—  
€4,250,000

—  
**Contact**

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**Yasson**

—  
**31.8m/104'3**

—  
Canados, 2006

—  
€4,250,000

—  
**Contact**

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**Benetti Sale Division 105 RS 2012**

— **32.5m/105'**

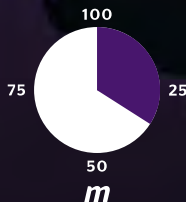
— Benetti Sail Division, 2012

— Price on application

— The Benetti Sail Division 105 RS is a development of the yard's famous round stern yachts with a new exterior design and a contemporary interior.

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**Luna**

— **31.2m/105'**

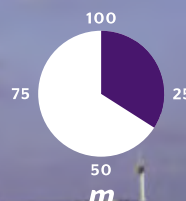
— Admiral, 2004

— €3,950,000

Admiral Yachts are relatively unusual in this size range as they construct yachts in aluminium, which is a much more expensive way to build than GRP. When you ally to that a much higher build quality and more custom approach to an owner's choice of layout and interior, they tend to appeal to a buyer prepared to pay slightly more for a yacht that offers a more unique or custom experience. Even in busy St Tropez, as the owner of this vessel you're very likely to be the only Admiral in the bay.

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**Starship**

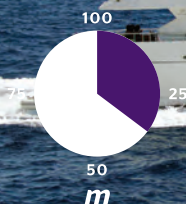
— **29.5m/97'**

— Ferretti, 2007

— Price on application

**Contact**

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 cehardt@camperandnicholsons.com





**Martello**

—  
**28.5m/93'6**

—  
Astondoa, 2004

—  
€1,950,000

—  
**Contact**

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**Office**

—  
**25.9m/85'**

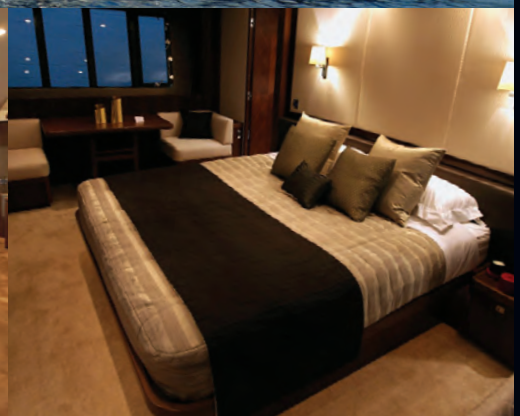
—  
Princess, 2011

—  
€3,950,000

It is a little known fact that the best time to buy a yacht is 12 months after she has been delivered. Of course shipyards themselves will never admit this, but just about everyone who has ever ordered a new production yacht will testify that it takes the first season to get the various snagging problems and bugs out of the vessel. Office is an 25.9m (85') motor yacht built by one of the finest production yacht builders in the world, Princess, and has just been made available for sale. Built in 2011 and looked after by a highly experienced and professional crew, she has had all of her teething issues resolved and is now ready to offer trouble-free cruising to a discerning buyer.

—  
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**Serendipity Blue**

—  
**26.2m/85' 11**

—  
Falcon Yachts, 2005

—  
€1,575,000

Falcon Yachts are one of yachting's best kept secrets. But if you ask most brokers what they would buy within this budget, a Falcon would be a common answer. Known mainly to brokers rather than the general public, this small Viareggio-based shipyard has carved out a niche in building problem-free, reliable family yachts that do what is required of them without needing to be flashy or factor into their retail price the big advertising budgets of some other builders. The result is an extremely good-value yacht for people who appreciate quality and simplicity more than bling.

—  
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**The large sailing yacht market**

*Twenty six large brokerage sailing yachts have sold since the beginning of 2012, with notable buying interest in builders Swan and Jongert, selling three and four models respectively. The market for large sailing yachts has been filled with specialist clients looking for specialised yachts. Clients are searching for premium-brand builds with a larger number of staterooms and better performance, all for a hot-deal price tag.*

*Camper & Nicholson has been in the thick of sales from 24m (80') sloops to yachts of over 52m (170') in the large ketch market.*

*New-construction yards are seeing seasoned brokers teaming up with famous-name designers, attracting the interest of experienced buyers.*

*Regatta organisers in the Mediterranean and Caribbean have seen swelling numbers of entry requests throughout the various handicaps. Race fever was recently highlighted by the best of the J Class rule yachts racing in the Solent before the London Olympics, with further new builds in line; this classic revival is getting more press than the America's Cup.*

*The true competition now is to have line honours and luxurious lodgings afloat to entertain family and friends anywhere in the world.*

—  
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**Nyala**

—  
**25.6m/84'2**

—  
Astondoa, 2001

—  
€1,490,000

—  
**Contact**

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**Sea View**

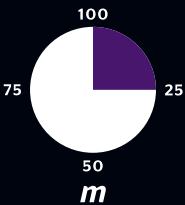
—  
**25.3m /83'**

—  
Ferretti, 2005

—  
€3,700,000

—  
**Contact**

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**Denise**

—  
**23.5m/77'1**

—  
Pershing, 2005

—  
€1,100,000

—  
**Contact**

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**Friendship 75**

—  
23.1m/75'11

—  
Friendship, 2014

—  
Price on application

The Friendship 75 is the largest of the Friendship fleet, yet she reflects the essence of simplicity in handling that is indicative of the Friendship designs.



This is the largest-size boat deemed capable of being single-handed, yet it provides the interior volume and finish that is unmistakably the essence of luxury living.

—  
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—  
**AP**

—  
22.2m/72'8

—  
Overmarine (Mangusta), 2006

—  
Price on application

—  
**Contact**

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**Meshuggeneh**

—  
22.7m/74'5

—  
Fairline, 2007

—  
US\$2,250,000

The 22.7m (74') Squadron is a perfect example of the well-proven design features and advanced marine engineering from Fairline, with every part of the yacht carefully considered and every luxury provided. Generous interior areas combine with comfortable deck areas and a large flybridge, resulting in a superb sport cruiser. The stand-up engine room is an added advantage in this well designed yacht. Not for sale to US residents while in US waters.

—  
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# Recent price reductions from the Camper & Nicholsons sales fleet

Overall, we have recently seen a good turnover in yachts and expect no dramatic decline in prices over the next year. The value of yachts with an asking price in US\$ or GBE has changed very little over the past 12 months and the yachts with a Euro asking price have decreased in value. That said, spring saw a number of price reductions in the market, some of which were significant and in the millions.

The following yachts have seen price reductions in recent months and may offer interesting opportunities for the right buyers. The market is not balanced but this makes for some exciting possibilities. With such a wide choice of yachts of all ages and standards for sale, it is vital that your broker knows the market well and that he or she can give you the right advice and ultimately find the best yacht for you.



## Selene

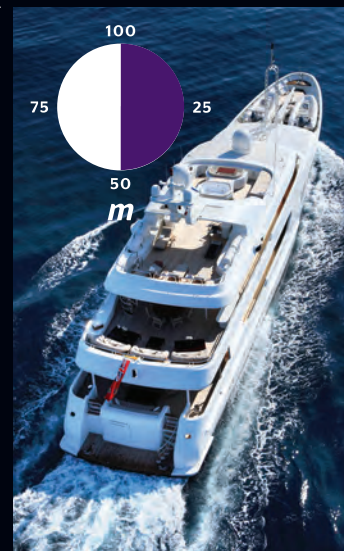
—  
56m/183'8

—  
Perini Navi SpA, 2007

—  
From €25,000,000 to US\$ 25,000,000

### Contact

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aleesbuckley@camperandnicholsons.com



## Why Worry

—  
39.6m/129'11

—  
Maiora, 2008

—  
From €9,000,000 to €8,500,000

### Contact

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## TJ Esperanza

—  
50m/164'

—  
Amels, 1999/2010

—  
From US\$28,500,000 to US\$25,900,000

### Contact

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**Ariela**

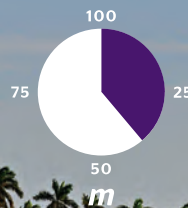
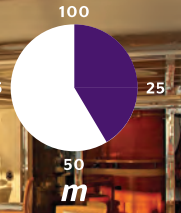
—  
39.6m/129'11

—  
CRN, 2004

—  
From €8,900,000 to €7,900,000

**Contact**

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**Far Niente**

—  
35.36m/116'

—  
Hatteras, 1997

—  
From US\$4,950,000 to US\$4,800,000

**Contact**

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**Rosinante of Notika**

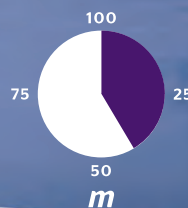
—  
32.6m/106'11

—  
Notika Yacht, 1998/2005,

—  
From US\$ 4,900,000 to US\$ 4,650,000

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**Rominta**

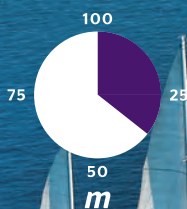
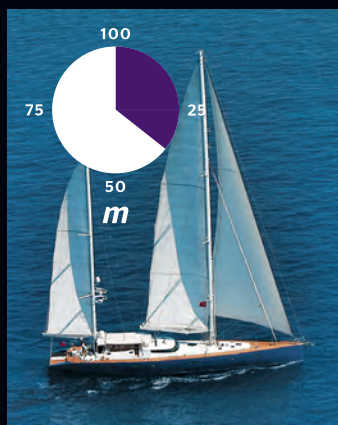
—  
38m/124'

—  
Baglietto, 1990

—  
From €1,700,000 to €1,600,000

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**Mileanna K**

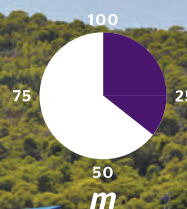
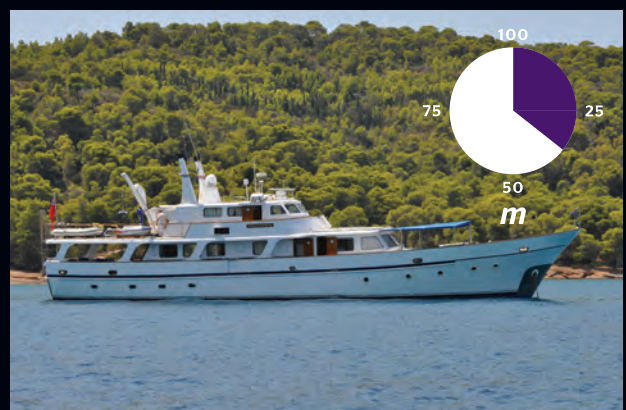
—  
32.3m/105'11

—  
Tough Brothers, 1975

—  
From US\$1,350,000 to US\$1,190,000

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## Sale + purchase

### Patagon

23.8m/78'5"

Marlow Marine, 2004/2011

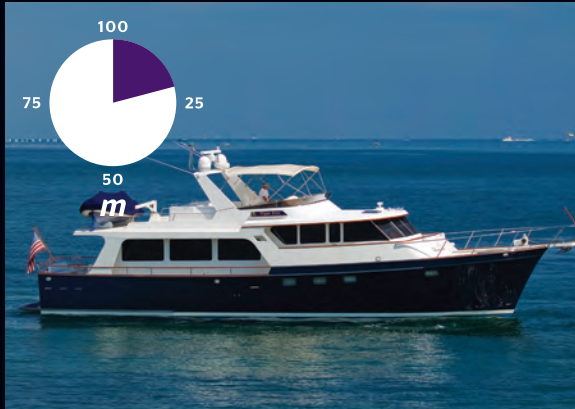
From US\$2,600,000 to US\$2,400,000

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### Tiger Five

22.5m/74'

Marlow Marine, 2002

From US\$1,195,000 to US\$1,145,000

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### Ikarus

25.6m/83'11"

Maiora, 2010

From €3,500,000 to €2,990,000

#### Contact

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### Serenity Now!

29.3m/96'3"

Westship, 1991/2006

From US\$1,995,000 to US\$1,885,000

#### Contact

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### Alhena

27.38m/89'9"

Astondoa, 1994

From €1,100,000 to €895,000

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# 1782

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already  
learning the  
ropes when  
Napoleon  
was still  
at school.**

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