A CAMPER & NICHOLSONS INTERNATIONAL PUBLICATION

sea&i

Camper & Nicholsons International
YACHTING SINCE 1782

ON BOARD
Calliope, Il Cigno & Koo

RACING INTO FAVOUR
Charter yachts that reign at regattas

SUMMER IN THE MED
Best of the Balearics, Côte d'Azur, Amalfi Coast & Southern Turkey

A TOAST TO TECHNOLOGY
The rise of on board cellars & wines that travel well

PLUS...
News from the superyacht industry & the world of luxury travel; tips from Camper & Nicholsons charter experts; the latest superyachts for sale & charter

RODRIGUEZ GROUP

SPRING-SUMMER 2012 | FOR CONNOISSEURS OF LUXURY TRAVEL

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Camper & Nicholsons International
YACHTING SINCE 1782

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MAD FOR THE MED

With summer on the horizon, we've angled our compass to the Mediterranean — a classic cruising ground that shows no sign of losing its appeal. From the trendy Spanish Balearic islands, where it's all the rage to sink ones stilettos into the sand while sipping sangria, to the calm and historic coastline of southern Turkey and the ever-chic Côte d'Azur and idyllic Amalfi Coast, we cover all the best places to cruise and things to do while you're there.

Head further north this summer for even more action — namely the Olympic Games, which are being hosted in London. England's capital city has really pushed the boat out for this legendary event, and we bring you just a few of the highlights in terms of food, culture and entertainment.

If you're planning a trip, accommodation is a significant concern as hotels are capitalising on the occasion, so set your sights on St Katharine Docks where you can charter a superyacht in the heart of the city. But, as with all things Olympic, you'll need to be quick to be in with a sporting chance, so contact your Camper & Nicholsons charter broker as soon as possible and you could soon be sipping Champagne with the famous Tower Bridge as a backdrop.

If wine is more to your taste, our feature about on-board cellars will no doubt appeal. Today's technology means wine can be stored in optimum conditions on superyachts to ensure it travels well, meaning you can stock up on your favourites, and even have them flown out to you mid-cruise.

With a successful charter season on the cards, Camper & Nicholsons, for one, will certainly be raising a glass to the onset of summer. ■

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Camper & Nicholsons International
YACHTING SINCE 1782

sea&i

Published by Camper & Nicholsons International, sea&i is a quarterly 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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Produced by Camper & Nicholsons International

Front cover: on board Jo, Jérôme Kélagopian

Publisher
Camper & Nicholsons International
8 avenue Jules-Crosnier
CH-1206 Geneva, Switzerland

Printed by Solutions In Ink Limited,
United Kingdom

Now available for download from itunes -
http://itunes.apple.com
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sea&i scenes

News from around the world of luxury yachting

NEW APPOINTMENTS AT CAMPER & NICHOLSONS

Daniel Ziriakus, director of marketing

February saw Camper & Nicholsons welcome a new director of marketing to its team. Daniel Ziriakus, who originally hails from Munich, Germany, has been living in the US for the past nine years and has an impressive background in the superyacht industry. His previous position, as director of marketing at Northrop & Johnson in Fort Lauderdale, saw him manage the company's global brand repositioning. Prior to this, Ziriakus was head of the US marketing department for Fraser Yachts, undertaking an integral role in the redesign and development of the Fraser Yachts brand.

But his experience in the luxury market extends beyond this, both at BridgerConway, a global branding agency based in Miami, where he worked on high-profile accounts the likes of St Regis and the Ritz-Carlton, and before this at Estée Lauder's marketing department in Munich.

Camper & Nicholsons COO, Laurent Perignon, comments on this new appointment, "We're delighted to welcome Daniel to Camper & Nicholsons and believe his creative vision fits well with our company's objectives. His career success to date clearly demonstrates his natural flair and skill in achieving first-class results, so we are excited about working on future marketing strategies with him."

Ziriakus has a bachelor of science degree in advertising and design and an MBA from the University of Miami, specialising in strategic marketing and branding. Beyond the world of yachting he enjoys a wide range of adrenaline-fuelled activities, including skiing and snowboarding.

The best of St Barths

Loyal fans of the St Barths Bucket returned in force this year to celebrate the 17th annual regatta. From 22 to 25 March, St Barths' Gustavia Harbor was bustling with some of the world's finest high-performance yachts as they gathered to make the most of the event. As always, action on the water was the prime focus but with such a compelling island backdrop it was inevitable that the week's festivities would seep ashore, and a fantastic schedule of parties kept racing participants enjoying the high-octane fun well into the night.

As a sponsor of the event, Camper & Nicholsons had both brokers and clients at the Bucket to cheer on an impressive selection of sailing yachts from its sale and charter fleet, including the 54m (177') Parsifal III from Perini Navi, the 42.9m (140'7) Koo from Vitters Shipyard, the 34.97m (114'8) Sojana from Green Marine, and the 30.48m (100') Virago from Nautor's Swan.

For more information on these yachts, see page 24

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MIAMI'S MOVERS AND SHAKERS

Mid February's Miami International Boat Show proved to be another impressive event and was an opportunity for buyers to evaluate, first hand, what the market has to offer.

Florida's Miami show attracts more than 3,000 boats and 2,000 exhibitors from across the globe, making it a firm fixture on the calendar of everyone who's anyone in the superyacht world.

Leading the field was Camper & Nicholsons, displaying an impressive range of yachts, including the 58m (190'3) Baraka from Proteksan Turquoise, the 35.36m (116') Far Niente from Hatteras, the 34.14m (112') Hide Out, the 34.11m (112') Symphony II and the 29.35m (96'3) Serenity Now! (all from Westport), and the 23.5m (77'1) Happy Fish from Hatteras.

Making a name for themselves

The World Superyacht Awards 2012 announced the names of its finalists at the beginning of the year, and the results confirmed that Camper & Nicholsons has a number of fantastic yachts in the running to receive a highly regarded Neptune trophy. One hopeful is one of 2011's most eagerly awaited launches — the 60m (196'1) Darlings Danama. Built in collaboration with Camper & Nicholsons and available to charter, she is in the running to be crowned best displacement motoryacht of 500GT to 1,299GT.

The winners will be revealed at the seventh annual awards ceremony on 5 May at the spectacular Çırağan Palace Kempinski hotel in the beautiful Turkish city of Istanbul. The celebrated gala dinner will be attended by influential players in the superyacht industry, as well as a select group of yacht owners.

Michael Payne, Camper & Nicholsons CCO, offers his congratulations to the owners of this year's finalists. "To be short-listed for a World Superyacht Award is a notable achievement in itself, particularly this year as the industry has witnessed the launch of some extraordinary yachts, but to be a finalist is a serious feat. For a yacht to be in the running demonstrates a vessel that not only boasts superior design and innovation, but also exceptional quality and performance."

China pushes the boat out

Attracting China's high net worth individuals, as well as discerning yachting and business figures from around the world, the third Hainan Rendez-Vous created a buzz between 5 and 8 April on the shores of Sanya, on the southern tip of China's Hainan Province.

This year, the country's largest yacht show delivered a fantastic range of superyachts and megayachts, an extensive gallery of artworks by famous international and domestic artists, and a fine showcase of upmarket residential properties from around the world.

There was also an exciting social programme packed with first-class entertainment and networking opportunities.

For the first time since the show's inception, Camper & Nicholsons hosted a stand. Situated on the walkway in front of Visun Royal Yacht Club, our expert brokers were on hand during the four days of the show and were kept busy assisting with a large number of enquiries from existing and potential clients.

ITALY'S TAXING TIMES

The Italian Government has recently approved a law requiring yachts over 10m (32'8) in length, which are berthed or anchored in Italian waters, to pay an annual parking tax.

As many yacht owners are already aware, in December 2011 the Italian Government approved a new yachting tax, which will come into effect from 1 May, 2012. Following the first version of the law, a new amendment was approved by the Italian Senate on 2 March 2012.

The main changes are that this tax will only be applied to Italian-owned yachts, and not to foreign-owned yachts, and that it will be chargeable on an annual rate. If the amendment is also approved by the lower Chamber, only Italian owners (independent of the yacht's flag) will be subject to payment of the tax.

These amendments are expected to gain Parliament's approval by 24 March 2012. Camper and Nicholsons will do all it can to keep clients informed of the final approval and implications of this law, visit www.camperandnicholsons.com

Dates & Destinations

APRIL

12-15 Antibes Yacht Show, France

12-15 Boat Asia, Singapore

17-22 Croatia Boat Show

19-22 China International Boat Show, Shanghai

27-29 Singapore Yacht Show

29-4 May Antigua Sailing Week

30-4 May Genoa Charter Show, Italy

MAY

5 World Superyacht Awards, Istanbul, Turkey

5-10 Poros Charter Show, Greece

11-13 Monaco Historic Grand Prix

12-16 Marmaris Charter Show, Turkey

16-27 Cannes Film Festival, France

24-27 Monaco Grand Prix

30-3 June Les Voiles d'Antibes, France

JUNE

4-9 Loro Piana Superyacht Regatta, Porto Cervo, Sardinia

20-23 Superyacht Cup Palma, Mallorca

21-24 The Rendezvous, Monaco

26-30 J Class Regatta, Falmouth, UK

JULY

22-25 Superyacht Cup Cowes, UK

AUGUST

2-6 Sydney International Boat Show, Australia

11-18 Cowes Week, Isle of Wight, UK

24-26 Newport Bucket, US

SEPTEMBER

11-16 Festival de la Plaisance, Cannes, France

13-16 Newport Boat Show, US

19-22 Monaco Yacht Show

25-29 Régates Royales, Cannes, France

BROKERAGE

NEW CONSTRUCTION

AN EXCITING NEW PANORAMA

The superyacht industry is abuzz with details of an exciting new construction, known as Project Panorama. The 54.5m (178'8) motor yacht will be built by ISA shipyard in Italy and has been designed to the highest specifications. Exterior design is being undertaken by Horacio Bozzo, with all things interior falling to Studio Massari. Designed to deliver the ultimate in luxurious ocean living, the yacht will offer five staterooms, a private master area on the main deck, a beach club, a gymnasium and a spacious Jacuzzi on the sun deck. She will also have seven crew cabins. Project Panorama's construction will be overseen by Camper & Nicholsons broker Fernando Nicholson, and the finished yacht is scheduled to be delivered in June 2014.

RECENT SALES WITH CNI

MY PETRA
44m (144'4) Heesen, 2009
Asking price at time of sale €22,750,000

BEVERLEY
36.6m (120') Benetti, 2008
Asking price at time of sale €8,950,000

HIDE OUT
34.14m (112') Westport, 2007
Asking price at time of sale US$6,595,000

CATALONIAN SPIRIT
34.1m (112') Inace, 2008
Asking price at time of sale US$10,500,000

HELENA
34.1m (111'6) Ferretti, 2004
Asking price at time of sale €4,995,000

CELEBRATION
34m (111'6) Benetti, 2008
Asking price at time of sale €3,800,000

NAVETTA 33
32.62m (107') Ferretti, 2008
Asking price at time of sale €5,500,000

ELETTRA
24.42m (80'1) Perini Navi, 1987
Asking price at time of sale €1,950,000

NEW TO THE SALES FLEET

FORTY LOVE
42.6m (137'11) Westport, 2003
Asking price US$15,500,000

ODYSSEY
41.1m (134'1) Feadship, 1989/2011
Asking price €14,950,000

WILLIAM TAI
40.7m (133'5) Royal Huisman, 1997
Asking price €9,990,000

ARIELA
39.6m (129'1) CRN, 2004
Asking price €8,900,000

THE SNAPPER
37m (121'4) Sunseeker, 2007
Asking price £6,700,000

MISTRAL 55
35.4m (166'1) Pershing, 2005
Asking price €7,950,000

AIME SEA
35.1m (114'9) Alloy Yachts, 1994
Asking price €5,500,000

PERLA NERO
33.2m (108'1) Cyrus Yachts, 2007
Asking price €4,900,000

ROSINANTE OF NOTIKA
32.6m (106'11) Notika Yacht, 1998
Asking price US$4,900,000

MILEANNA K
32.3m (105'1) Toughs Shipyard, 1975/2004
Asking price US$1,350,000

NEGARA
31.4m (102'9) Overmarine, 2004
Asking price €4,200,000

EVELYN
31.1m (103') Maiora, 2001
Asking price US$2,950,000

SERENITY NOW!
29.35m (96'3) Westship, 1991
Asking price US$1,995,000

CASCAIS M
25.75m (84'5) Italversil, 1998
Asking price €595,000

MISS CLAUDIA
24.96m (81'1) Sanlorenzo, 1988
Asking price €490,000

EL PARADISO
24.55m (80'6) Ferretti, 2000
Asking price €1,250,000

NICK OF TIME
24m (78'8) Maiora, 2005
Asking price €1,800,000

GHADA
23.95m (78'6) Sanlorenzo, 1997
Asking price €1,250,000

PATAGON
23.77m (78'5) Marlow Marine, 2004/2011
Asking price US$2,600,000

CASA DI MARE
21.38m (70'1) Maiora, 2005
Asking price €1,400,000

(on charter)

The latest news from the Camper & Nicholsons charter fleet

ANTIGUA SHOW AND TELL

With spring well under way, it's safe to say the winter charter season was a reassuring success — perhaps not surprisingly as it all kicked off in such great style with the annual Antigua Charter Yacht Show.

From the 4 to 10 December, Antigua's shores played host to the world's finest charter yachts. Camper & Nicholsons made an impressive showing with a fantastic selection from its fleet, including the 62.5m (203'4) Icon from Icon Yachts, the 53.5m (175'6) Hurricane Run from Feadship, the 50m (164') Jo from Benetti, the 42.9m (140'7) Koo from Vitters Holland, the 42.28m (138'8) Calliope from Holland Jachtbouw, the 39.64m (130') Lionshare from Heesen, the 36.58m (120') Chosen One from Intermarine Savannah, and the 34.3m (112'6) Mystery from Nautor Swan.

Unfortunately the weather didn't cooperate during the show but rain definitely didn't stop play. Opening the proceedings in style, a black-and-gold themed welcome dinner celebrated the 50th anniversary of the Antigua show. A glamorous affair from start to finish, the evening was attended by the Prime Minister of Antigua and Barbuda, as well as its minister of tourism.

Another highlight was Camper & Nicholsons' renowned yacht-hop, sponsored by Champagne house Armand de Brignac, IGY Marinas and CNI Marinas. As they made their way from one yacht to the next, guests feasted on canapés and cocktails and got into the spirit of things with the evening's themes, which reflected the 1950s and *The Great Gatsby* (in honour of the Leonardo DiCaprio movie due to be released this year). Throughout the week, many guests were also treated to gourmet brunches and lunches on board Calliope, Chosen One, Icon, Jo and Hurricane Run. And some were literally whisked off their feet on an exhilarating ride aboard the sloop Koo during a micro-charter to Carlisle Bay.

An exclusive, industry-only event, the Antigua show is always well attended by Camper & Nicholsons brokers as it provides them with a valuable opportunity to familiarise themselves with the market's leading yachts. During the show they visit each one, assessing the layouts and facilities and meeting the crews for the upcoming season. Armed with first-hand knowledge, they can provide a superior service to clients when it comes to choosing the finest charter yachts.

For information on the yachts showcased at the show, or for expert recommendations, contact your Camper & Nicholsons charter broker, see page 6.

ADDITIONS TO THE CHARTER FLEET

Darlings Danama

The highly anticipated motor yacht Darlings Danama has joined the Camper & Nicholsons charter fleet.

A prime example of what can be achieved when expert construction and clever design come together, Darlings Danama was built by CRN and designed by Zuccon International Project Studio in collaboration with CRN's in-house design studio. Meticulous attention to detail extends throughout her interior, which was styled by Alexandre and Cristina Negoescu, and she boasts a winning combination of vast open spaces and light airy interiors, making her an ideal vessel for entertaining. The overall feel is minimalist, although Art Deco touches inject welcome warmth and colour in the interior.

Despite her pristine finish, Darlings Danama remains inviting and relaxed and her impressive outdoor spaces reinforce the sense that she has primarily been built for comfort and enjoyment. The main and upper decks are well planned and offer multiple lounging and dining areas, while serious relaxation is reserved for her sundeck where there is a large Jacuzzi, further lounging areas and a bar. To maximise convenience, each deck can be reached at the push of a button, courtesy of a glass elevator.

Darlings Danama accommodates 12 guests in six staterooms. Well equipped and beautifully decorated, each one is luxurious and secluded, although one does outshine the others — the full-width, main-deck master suite, which has its own private balcony for soaking up the sun and views.

Thanks to her impressive features and facilities, Darlings Danama is set to be a hit on the charter market.

- ***Length*** *60m (196'8)*
- ***Guests*** *12*
- ***Cruising area*** *Mediterranean*
- ***Prices from*** *€345,000 per week*

Lyana

The striking 60m (196'1) Lyana is the latest addition to Camper & Nicholsons' charter fleet. Available in the Mediterranean, she has a spacious layout, beautiful decor and range of entertainment and watersport facilities, which will establish her as a premier choice on the charter market.

Launched in Livorno in May 2011, Lyana has a distinguished pedigree, with naval architecture by Benetti and design by Stefano Natucci. Her interior design, by François Zuretti, also boasts inspiration from Paris' famous interior designer Pierre-Yves Rochon. Lyana has accommodation for 12 guests, with her master suite located on the main deck forward with full-beam, walk-in closets and his and hers bathrooms. Facilities include an eight-person Jacuzzi on the sundeck, a gym, a discotheque on the top deck, and a variety of water toys.

- ***Length*** *60m (196'8)*
- ***Guests*** *12*
- ***Cruising area*** *Mediterranean*
- ***Prices from*** *US$420,000 per week*

Mary Jean

The 49.8m (163'5) motor yacht Mary Jean is available for charters in the West Mediterranean this summer. Since her launch in 1981 (she was refitted last year), Mary Jean has cruised the world's oceans and remains one of the finest and most stylish charter yachts in her class. Offering comfortable, versatile accommodation for up to 12 guests within a welcoming and modern interior, she is ideally suited for families and groups of friends.

- ***Length*** *49.82m (163'5)*
- ***Guests*** *12*
- ***Cruising area*** *West Mediterranean*
- ***Prices from*** *€150,000 per week*

Sea Dreams

Sleek and stylish, Sea Dreams is a fine yacht accommodating up to ten guests. Head of the charter party gets the stateroom on the main deck, complete with walk-in closet, but four additional staterooms below deck (three queens and one twin) also offer great comfort and en-suite facilities. Rich mahogany features throughout and is offset with soft, neutral tones that remain ever popular. A full array of water toys make this a sound choice for a family or active couples.

- ***Length*** *40.23m (132')*
- ***Guests*** *10*
- ***Cruising area*** *Caribbean*
- ***Prices from*** *US$90,000 per week*

Highland Breeze

Combining space, comfort and performance, Highland Breeze (above) is a fantastic addition to the charter fleet. She sleeps up to eight guests in three spacious staterooms, which include a beautifully appointed master located aft. Her second and third staterooms have twin beds, each with a pullman berth, and all enjoy private en-suite facilities and DVD players.

- ***Length*** *34.34m (112'6)*
- ***Guests*** *8*
- ***Cruising area*** *Mediterranean*
- ***Prices from*** *US$60,000 per week*

alternative charter destinations

Head further afield to discover a selection of lesser-known cruising grounds this summer

NEW ENGLAND

The 34.47m (113') Top Times will be available for charter in New England this summer. Accommodating ten guests in five large, well-appointed staterooms, Top Times weekly charter rate starts at US$70,000. Guests can look forward to scenic towns along North America's eastern seaboard, visiting some of New England's most compelling cities and islands, among them Boston, Maine, Newport, Nantucket Island and Martha's Vineyard. Feast on lobster, visit old fishing villages and live it up in the yachting capital of North America.

LONDON, UK

As England gears up for the 2012 Olympic Games, London hotels and private properties are madly touting for business as visitors flock to the city for a piece of the sporting action. The wise, however, will steer a course to St Katharine Docks to avoid the crowds but still be at the heart of the action. Offering unique accommodation for ten guests, the 36.5m (120') Seablue'z is a classic Benetti yacht that easily lives up to the glamour and fun of the Olympics and is the perfect base from which to entertain in the evening. For charter rates during the Olympics, please ask your charter broker.

THE BALTIC

If you're looking for something a bit different in terms of a yacht and cruising destination, you could do no better than a charter on Silver Cloud in Northern Europe's Baltic region — which is particularly in vogue right now thanks to Stieg Larsson's literary masterpieces (set in Sweden), including *The Girl with the Dragon Tattoo*.

Scandinavia is a fascinating area, with cities and natural landscapes vying for attention on your charter itinerary. Silver Cloud will be weaving around the Stockholm archipelago and the fjords of Norway, delivering an impressively smooth ride thanks to her SWATH (Small Waterplane Area Twin Hull) design. She accommodates 12 guests and her weekly charter rate starts at €160,000.

SOUTH PACIFIC

Marooned in a vast ocean, the thousands of islands of the South Pacific may be somewhat remote in terms of accessibility, but they more than make up for the long journey. Along with rainforests, lagoons, coral reefs and acres of ocean, the region also has fascinating villages, colourful locals and intriguing cultures.

Tahiti, Bora Bora and Fiji are a few of the more famous islands on Odyssey's cruising radar this summer, but the fun of a cruise around the South Pacific is spending plenty of time on the open sea, putting your yacht through her paces and chancing upon the more remote and untouched islands where you can experience a genuine tropical island paradise.

Recently rebuilt, the 41.1m (134.5') Odyssey is a traditional Feadship with a classic, elegant interior and expansive deck spaces, perfect for relaxing or entertaining. Accommodating ten guests, Odyssey is a fantastically flexible yacht suitable for all itineraries. Her weekly charter rate starts at US$125,000.

spotlight on Il Cigno

Elegant and traditional from afar and a riot of bold colour on board, Il Cigno offers the best of both worlds

Pure white, sophisticated and graceful, Il Cigno is as much a queen of the water as you'd imagine from her name, which, translated from the Italian, means swan. When she was designed in 1985, she was given sharp exterior lines and, following several refits over the years to keep her in prime condition, her exterior remains sleek. Her interior, meanwhile, makes a statement with bright colours and arty graphics, creating a modern environment that is both as luxurious as a hotel and as welcoming as your own home. The main saloon has a 42" plasma television, as does the full-beam master suite on the main deck, which also has an adjoining office and an en-suite marble bathroom with Japanese bath. On the lower deck, four en-suite staterooms comprise two twin-bedded rooms and two queens.

However inviting her interior may be, life on Il Cigno focuses on the compelling destinations that she visits and her decks are designed to take full advantage of these. A sheltered alfresco dining area on the boat deck offers great views of the changing skyline, the sun deck has a refreshment island and sun loungers so vast you could lose yourself on them, while her water toys enable guests to make

the most of the ocean. A Topper Sailboat, two waverunners, sea kayaks, a windsurfer, water-skis, wakeboards, kneeboards, snorkelling and scuba gear, fishing tackle and donuts mean there's never a dull moment. And when you anchor off those scenic Mediterranean islands, her four mountain bikes can be transported ashore so you can explore each destination at your leisure. ■

Il Cigno is for sale at US$4,500,000. For details, contact Simon Goldsworthy at the Camper & Nicholsons London office: sgoldsworthy@camperandnicholsons.com. For information on chartering Il Cigno (from €82,000 per week), contact your charter broker, see page 6

SPECIFICATIONS

LENGTH	41.65m (136'7)
BEAM	7.54m (24'7)
DRAFT	2.5m (8'2)
BUILD	Nicolini
NAVAL ARCHITECTURE	Richard Le Sarre/Dubois/Nicolini
INTERIOR DESIGN	Reed Creative Services
YEAR/REFIT	1985/2006
GUESTS	10
CREW	8
SALES PRICE	US$4,950,000

Ian Insull on board Calliope

The captain of the 42.28m (138'7) Calliope is set for a world cruise via the Galapagos Islands and the Panama Canal

INSULL ON... HIS BACKGROUND

I grew up in Gosport, a small town on the south coast of England, so yachting was very much the family business and a natural step for me career-wise. At one stage in the nineties, my father, two uncles, an aunt, a brother and three cousins were all working in the yachting industry. I love travelling and this career opens up the world in ways that are not accessible to many people. I've been fortunate enough to have worked on some fantastic yachts, including the 55m (180') Lady Ghislaine, the 36m (118') Sunliner X, the 53m (172') Natalina B, the 80m (262'4) Talitha G, the 31m (103') Moon Peace, the 24m (80') Charger and the 32m (105') Cassiopeia.

INSULL ON... TRAVEL

The Hawaiian islands are superb, but Croatia and Turkey are my favourite areas for cruising. I did three consecutive seasons in the eastern Mediterranean on board Cassiopeia and loved every minute. Despite the region's growing popularity, it is not crowded and every day you can see an amazing walled town or visit ancient sites — it offers genuine cruising variety. Having said that, my favourite haunt ashore is Bonifacio in Corsica. Two things that never fail to take my breath away are the view of the town atop the white cliffs as you approach, and the hidden entrance to the harbour. It's an incredible place to take guests. I also love being in Palma on the Spanish island of Mallorca — dinner and a few drinks in the old town is my idea of a good night out.

There are a few places I'd still love to visit, Alaska being one of them. As far as my other wish-list destinations are concerned, Calliope is about to tick those boxes as we are setting off on a world cruise which will see us transit the Panama Canal and visit the Galapagos Islands.

INSULL ON... BEING A CAPTAIN

I am lucky to have a great crew who work and relax together really well and make each other laugh. My advice for an aspiring skipper? Don't do it! Only kidding. The easy answer is not to rush into it, and don't be fooled into thinking the grass is greener elsewhere. I think you learn as much from tough situations as you do from good ones and remaining with a challenging boat, owner or captain for several years can be a great education.

I've experienced many amusing scenarios. Early in my career we arrived at a shipyard in Florida for a paint job, but the skipper misjudged things and smacked the port quarter into the dock, requiring a pretty major repair. A few weeks later we spun the boat around. Different side, same result as he bashed the starboard quarter into the dock, resulting in another huge repair job. Guests can also inspire a good story. This year at anchor off Beaulieu, a charterer asked me to have a limousine waiting for him the minute we arrived so he could go to his apartment in Cannes and change his clothes. The charter had only started the day before so you'd have thought he might have brought some with him.

INSULL ON... CALLIOPE

Calliope is pretty much my ideal yacht in every way. She is beautifully built and a very sound sea yacht, but what I like most are her zero-speed stabilizers. It is the first yacht I've worked on that has them and I can't believe the difference they make to comfort at anchor. ■

For information on chartering Calliope, contact your Camper & Nicholsons charter broker, see page 6

SPECIFICATIONS

LENGTH	42.28m (138'7)
BEAM	8.4m (27'5)
DRAFT	2.63m (8'6)
BUILDER	Holland Jachtbouw
YEAR	2010
GUESTS	10
CREW	9
CRUISING AREA	South Pacific (summer); Caribbean & Bahamas (winter)
PRICES FROM	US$160,000 per week

Photography: Jérôme Kélagopian / Nicolas Claris

Photography: Jérôme Kélagopian. All rights reserved

Taste notes with… Nicholas Paterson

charter cuisine

The chef of the 42.9m (140'7) Koo elaborates on the challenges of preparing culinary masterpieces aboard a superyacht

"Cooking is one thing, cooking in a galley is another kettle of fish entirely," laughs Nicholas Paterson, chef on board the sloop Koo. Thanks to the raft of cookery programmes that dominate our television screens, most of us have some idea what life is like for a chef in a commercial kitchen — a heady mix of antisocial hours, unrelenting heat and the pressure of always being creative, getting it right every time and keeping the customer happy. "All those challenges apply aboard a superyacht," Paterson continues, "but you also have the added pressure of finding the perfect ingredients in the most remote corners of the world, and improvising at very short notice when you can't source them. You also have the issue of minimal storage space, a limited working area, and often the motion of the yacht to contend with — all while you're trying to create a feast worthy of Michelin status."

Paterson has been well trained for all this and handles his role as head chef with alacrity. Having attained formal qualifications in French *cordon bleu* cookery at the Tante Marie Culinary Academy in the UK, he went on to specialise in sushi, Thai, Vietnamese and fruit-carving, as well as studying diet and nutrition. For six years he worked at prestigious UK restaurants, including The Mulberry at Langshott Manor in Surrey, before pursuing a career at sea three years ago. Prior to his current position, he worked on board the 56m (183'7) Lady Marina, the 84m (275'5) Queen K and the 48m (157'4) Big Aron. His first position at sea was as sous chef. "I spent two years working under the head chef of Lady Marina. It was an invaluable experience. I have always felt travel is a very important part of a chef's training and I've been proved right – I've learned and seen so much."

Among his inspirations, Paterson lists Gordon Ramsay: "his food is amazing, so precise with really clean flavours"; Thomas Keller: "he presents such eloquent dishes"; and Nobu: "he opened my eyes to a whole new world of Asian cooking – his restaurant is possibly my favourite."

Honouring his worldly background, Paterson's cuisine covers the ambit from classic French/European/Mediterranean to Asian and Caribbean. "I try not to combine classic cuisines but I do use French techniques in other cuisines. I think chefs have a licence to mix ingredients, techniques and flavours from all over the world," he explains. "It's an incredible profession and has evolved so much over recent years. Chefs worldwide have been pushing the boundaries and changing the rules; new techniques have been introduced and there is a greater understanding of the science behind cooking. All this makes for a more controlled environment where precision, timing and organisation are ever more important."

Despite the demands of working on a yacht, Paterson relishes the challenges he faces. "I love seeking out the very best local ingredients, and learning how to produce regional dishes is one of the reasons I chose to work on yachts. For me, successful shopping is the most important thing pre-charter as you may not get another chance to provision the yacht once you get going, so gathering information beforehand is crucial," he stresses. "However, people have a habit of changing their mind so I always ensure I have a lot of options available, and a wide variety of top-quality products in stock."

He goes on to explain that pre-preparation involves making lots of sauces, marinades, frozen desserts and cookie dough. "I also use the time pre-charter to plan potential menus and talk them through with the stewardesses," he says. "The actual cooking may be down to me but the whole package — from shopping list to silver-service delivery — is an inspired team effort." ■

For information on chartering Koo, contact your Camper & Nicholsons charter broker, see page 6

The 42.9m (140' 7) Koo

SPECIFICATIONS

LENGTH	42.9m (140'7)
BEAM	8.78m (28'8)
DRAFT	4.1m (13'4)
BUILDER	Vitters Shipyard BV
ARCHITECT	Dubois Naval Architects
INTERIOR DESIGNER	Redman Whiteley Dixon
YEAR	2002/2006
GUESTS	8
CREW	6
PRICES FROM	€100,000 per week

X4 THE TROPHY YACHTS

racing superyachts

Fresh from being put through their paces at the St Barths Bucket, these four yachts are fast favourites for exhilarating charters

SOJANA

A true performance sailing yacht with many regatta wins under her belt, the 34.9m (114') Sojana doubles as an impressive charter yacht. She was built by Green Marine in 2003 (and refitted in 2009) and has a traditional and comfortable wood-panelled interior, with sleek exterior lines by Farr Yacht Design. She cruises happily at 11 knots but if guests demand a more dynamic performance, Sojana's crew are more than happy to put her through her paces.

Sojana is available for summer charters, please enquire about her cruising itinerary. Prices from €53,500 per week for up to 8 guests

PARSIFAL III

Sailing superyachts don't get much more prestigious than Perini Navis, and the 54m (177') Parsifal III has earned legendary status among sailing enthusiasts since she launched in 2005. The winner of the 2006 International Superyacht Design Award, she offers impressive performance under sail and excellent amenities, including a huge flybridge with Jacuzzi, bar and sunbathing area. Nine crew attend a party of up to 12 guests, who can enjoy the stylish décor while cruising comfortably at 12 knots.

Parsifal III is available for summer charters in the West Mediterranean. Prices from €200,000 per week for up to 12 guests

VIRAGO

High-performance, speed, easy sailing and safety are key attributes of this 30.48m (100') Nautor Swan. Built in 2006, with exterior design by German Frers, she is one of only a few 100' Nautor Swan sailing yachts ever to be built and has successfully raced in several regattas, including the Swan Rolex Cup. As well as excellent performance, she offers guests a remarkable charter experience in terms of facilities and service, and her decor is first rate following her refit last year.

Virago is available for summer charters in New England. Prices from US$62,500 per week for up to 6 guests

KOO

The 42.9m (140'7) Vitters-built Koo (ex Vent d'Est) is one of the most innovative examples of large yacht design, with her distinctive exterior hailing from the drawing board of Dubois in 2002. A luxurious, modern fast-cruising sloop, she reaches speeds of up to 15 knots under sail, and cruise speeds of 13 knots. She has four staterooms, lots of tenders and toys and plenty of deck space. Six crew members keep her four staterooms and decks in prime order.

Koo is available for summer charters, please enquire about her cruising itinerary. Prices from €100,000 per week for up to 8 guests

where in the world...

sea&i brings you the latest luxury travel news

TOKYO'S REGAL RESIDENCE

Occupying pride of place opposite Tokyo's Imperial Palace, and surrounded by greenery and water, the aptly named Palace Hotel Tokyo is set to become one of the capital city's finest hospitality residences. The property, which opens in May, will feature 290-rooms, including 12 suites boasting expansive views of this intriguing city, an Evian spa offering an impressive menu of treatments, and ten restaurants and bars. Reflecting Japanese style throughout, the hotel will extend traditional Asian hospitality to its guests. *www.palacehotelstokyo.com*

IN THE HEART OF THE RAINFOREST

July sees the opening of the Gaya Island Resort in Malaysia — a contemporary retreat amid the rainforests of the beautiful island of Pulau Gaya.

Occupying a natural marine conservation area in the South China Sea, each of the resort's villas have been sympathetically built to reflect and respect their surrounding environment, and as a result are welcoming and homely. Guests have access to a wide choice of activities, including snorkelling, jungle treks, fishing, diving and shopping in local markets. Tire of all that and there's always the resort's Village Spa to rely on for restorative treatments drawing on the beautifying properties of marine-based minerals, local fruits and pearl powder.

Topping off the luxurious facilities, a range of restaurants cater for all tastes and moods. Gaya Island Resort is just 15 minutes by boat from nearby Kota Kinabalu, which has an international airport. *www.pulaugayaresort.com*

ISLAND VILLA THAT TOPS THEM ALL

The Seychelles has long been known for its incredible hotels and private residences, but come June 2012 something really quite special comes to the island of Desroches.

The Madame Zabre Villa will be the most expensive property in the Seychelles, and is tipped to be a remarkable paradise hideaway.

For the €12,000 per night price tag guests get three spacious bedrooms, all with private pools and indoor and outdoor bathrooms, a sun deck, and a team of staff, including a private chef, butler and Balinese masseuse for the treatments that can be enjoyed in the villa's dedicated spa suite.

Reflecting the natural beauty of Desroches, the villa has a chic beach design and all the very best of today's technology. *www.quintessentiallyvillas.com*

Springtime in Paris

Hospes Lancaster unveiled a fresh new look this January after undergoing a major renovation. This wonderful Parisian boutique hotel has a history dating back to 1889 and was a favourite haunt of legendary screen icons Clark Gable and Grace Kelly.

Original features once again shine after being lovingly restored, while modern twists have been incorporated to offer luxurious comfort, creating a polished, elegant and glamorous property.

Located on the Champs Élysées near the Arc de Triomphe, it's perfect for springtime weekend breaks.

www.hospes.com

An Indian idyll

Those looking for a scenic new hideaway should make a beeline for the Vivanta by Taj hotel that is opening this spring in Madikeri, Coorg in India.

Perched on the lush hills of Karnataka, 4,oooft above sea level, the property offers extraordinary views of rugged mountains, evergreen rainforests, and cardamom and coffee plantations. Guests can book into one of the 43 villas or the suitably named Presidential Nirvana suite.

The district of Coorg is one of the smallest in Karnataka, in southwest India, but what it lacks in size it more than makes up for with natural beauty and lofty seclusion.

vivantabytaj.com

AHEAD OF THE CURVE

Rocco Forte Hotels has taken its luxurious branding to Abu Dhabi in the United Arab Emirates.

Housed in a visually striking wave-shaped building are 281 bedrooms, four restaurants, two bars, a spa and business facilities — all waiting to welcome guests.

The hotel's exterior isn't its only impressive design feature; inside, rooms are creatively decorated with colourful contemporary Arab artwork, framed poetry and beautifully crafted furniture.

The hotel's vast spa alone makes it worth a visit, with its indoor swimming pool, 15 treatment rooms, including a traditional wet and dry Hamman and Vichy shower suite, a fully-equipped gymnasium and yoga studio. City attractions that are close to hand include the Abu Dhabi Golf Course, Sheikh Zayed Grand Mosque, Yas Marina Circuit and Ferrari World.

www.roccofortehotels.com

Service Spanish-style

Most of today's top hotels offer slick concierge services, and Madrid's Villa Magna is no exception. Its 24-hour Les Clefs d'Or Service offers exclusive transportation, personal shopping, private city tours, a ticket-ordering facility and restaurant reservations — meaning all guests have to do is turn up, sit back and relax.

www.hotelvillamagna.com

The changing face of the Four Seasons

London's Four Seasons Park Lane has another attraction to add to its long list of offerings. The hotel recently welcomed renowned UK skincare expert and facialist Vaishaly to its spa team. Guests can now indulge in her transforming skin treatments at the lofty spa that overlooks the calming treetops of Hyde Park.

www.fourseasons.com/london/spa

Goa for gold

India's Leela hotel, Goa, entered 2012 with a fresh look. The entire property has undergone an extensive refurbishment that has included the addition of 20 new Lagoon Terrace rooms and suites. It also boasts a vibrant new restaurant, complete with a 'live' kitchen serving an array of Indian, Western and Asian cuisine.

www.theleela.com/hotel-goa.html

The Venetian touch

Porto Montenegro has partnered with Regent Hotels and Resorts to construct a luxurious, Venetian-inspired hotel at the heart of its Mediterranean development. Designed to incorporate 80 units, including rooms and suites as well as multi-room residences boasting terraces with private pools, the hotel is set to be a waterfront hit.

www.portomontenegro.com

THE TORONTO GIANT

Toronto, the original birthplace of the globally renowned Four Seasons, is welcoming a new hotel from the brand. Located a few blocks from its predecessor in the trendy neighbourhood of Yorkville, this new model will offer guests 259 rooms and suites, 210 residential units, a full-service spa with 16 treatment rooms, a pool, gym and yoga studio.

In keeping with the brand's high gastronomic standards, the hotel will also house a casual restaurant inspired by Daniel Boulud, which promises to serve a selection of mouthwatering delights. Doors open this summer. *www.fourseasons.com*

Italy goes eco

Striking minimalist design and eco-friendly credentials have never been more perfectly married than at the new E.c.ho hotel in Milan.

Formerly the Starhotels Splendido, the property has been completely renovated and renamed to reflect its new credentials — E.c.ho being an acronym for Eco Contemporary Hotel.

Set a stone's throw from many of Milan's attractions, this quirky property successfully teams environmentally friendly facilities with stylish interiors and first-class service, proving that the conscientious choice can be a chic one.

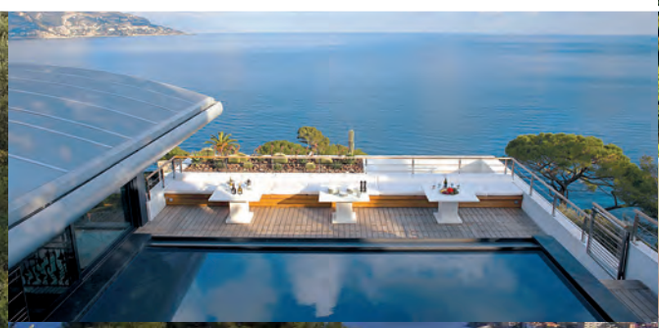
Solar panels, water-recovery systems and recycled materials feature throughout, and furnishings, fabrics and lighting uphold stringent environmental standards. In keeping with the hotel's ethos, its café-style Orto restaurant has a fantastic menu featuring fresh organic produce. *www.starhotels.com*

MOROCCO'S MOORISH APPEAL

The Oetker Collection is opening the doors of its second hotel outside Europe this spring. Its new offering, Palais Namaskar, is set between the Atlas Mountains and the Djebilet Hills in Marrakech and offers unrivalled views of stunning Moroccan terrain. Palais Namaskar has 41 villas and suites, each individually designed so that every guest receives a unique experience — particularly if they book into one of the property's 'palaces'. From the pool palace to the mountain palace and water palace, the accommodation is aptly named and fit for royalty. With a world-class spa and a choice of delectable restaurants, Palais Namaskar is on course to offer a grand experience to its guests. *www.oetkerhotels.com*

PROPERTY FOCUS

If you are looking to buy, rent or invest, focus your attention on these properties in the Mediterranean, Bali and Florida



VILLA M, CAP FERRAT, FRANCE

The Côte d'Azur's Cap Ferrat is brimming with luxurious properties, one of which is the eye-catching 12-bedroom Villa M.

This beautiful contemporary residence has a long list of impressive features, such as a cinema room, glass lifts, an 82ft atrium and elegant entertaining areas, which include a drawing room with floor-to-ceiling windows. With landscaped gardens, an infinity pool and a pagoda area, the villa's exterior space is equally inspiring. It is available for rent with SJ Villas.

www.sjvillas.co.uk

CASEY KEY, FLORIDA, US

Although it's located in Osprey, Florida, this luxurious estate has a decidedly Mediterranean feel. Inside its gated walls, three properties stand amid three acres of landscaped gardens with staggering views of the Gulf of Mexico. The grounds also house a newly resurfaced tennis court, a choice of dining and sun decks and a swimming pool. The ocean can easily be accessed from the estate's private beach. Offering 11 bedrooms and 13 bathrooms, this private villa (left) is the ideal secluded, beachfront property. It is for sale with Christie's.

www.christiesrealestate.com

JIVA PURI, BALI

The newly completed Jiva Puri (below), on the rustic southwest coast of Bali, is every bit the luxurious private home in which you'd chose to spend your holiday. Acclaimed for its design, the villa already has an Asia Pacific Property award to its name. Conceived to reflect typical Balinese living, its free-flowing layout is organised around a courtyard and the results are spectacular. Each bedroom comes with a private garden and ocean views, and is thoughtfully decorated with Indonesian tribal antiques. Views from the property also incorporate one of Bali's most beautiful temples. Besides its incredible design and setting, Jiva Puri offers an impressive list of facilities, including a 100ft swimming pool, gym, library, spa, kitchen garden and staff accommodation. The property is available to rent. *www.jivapuri.com*

FISCARDO VILLA, KEFALONIA, GREECE

With views of the Ionian Sea and forests of cypress and olive trees, Fiscardo Villa is one of Greece's finest new developments. Located on a bay in Kefalonia, the villa (one of two) overlooks a beautiful, secluded pebble beach and azure waters, easily reached by a path fragranced with the lavender and rosemary that grows all around.

The property has high, beamed ceilings, modern decor and spacious rooms that open onto terracotta terraces. It is available for sale with Christie's. *www.christiesrealestate.com*

AHEAD OF THE FRAME

sunglasses

Having perused the latest eyewear offerings from classic brands and the new kids on the block, sea&i brings you this season's must-have shades

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1. YVES SAINT LAURENT
Step back in time with these retro-shaped lenses. *www.ysl.com*

2. BALENCIAGA
Get pretty in pink with papillon-shaped shades. *www.balenciaga.com*

3. GIORGIO ARMANI
Add a dash of colour with these stylish frames. *www.armani.com*

4. MAX MARA
Be a burgandy babe, Max Mara style. *www.maxmara.com*

5. AM EYEWEAR
Want limited-edition status? Get these. *www.eyerespect.com*

6. TOMMY HILFIGER
Stay in check with the latest fashion in tartan aviators. *www.tommy.com*

7. DIOR
Keep it fresh and fun with Dior. *www.dior.com*

8. ANDY WOLF
Make a subtle fashion statement. *www.eyerespect.com*

9. BOSS ORANGE
Show off your slimline style. *www.hugoboss.com*

10. EMPORIO ARMANI
The perfect look for fans of all things bright and bold. *www.armani.com*

For information on these sunglasses, and others by these designers, visit www.safilo.com

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BOSS ORANGE

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CARRERA
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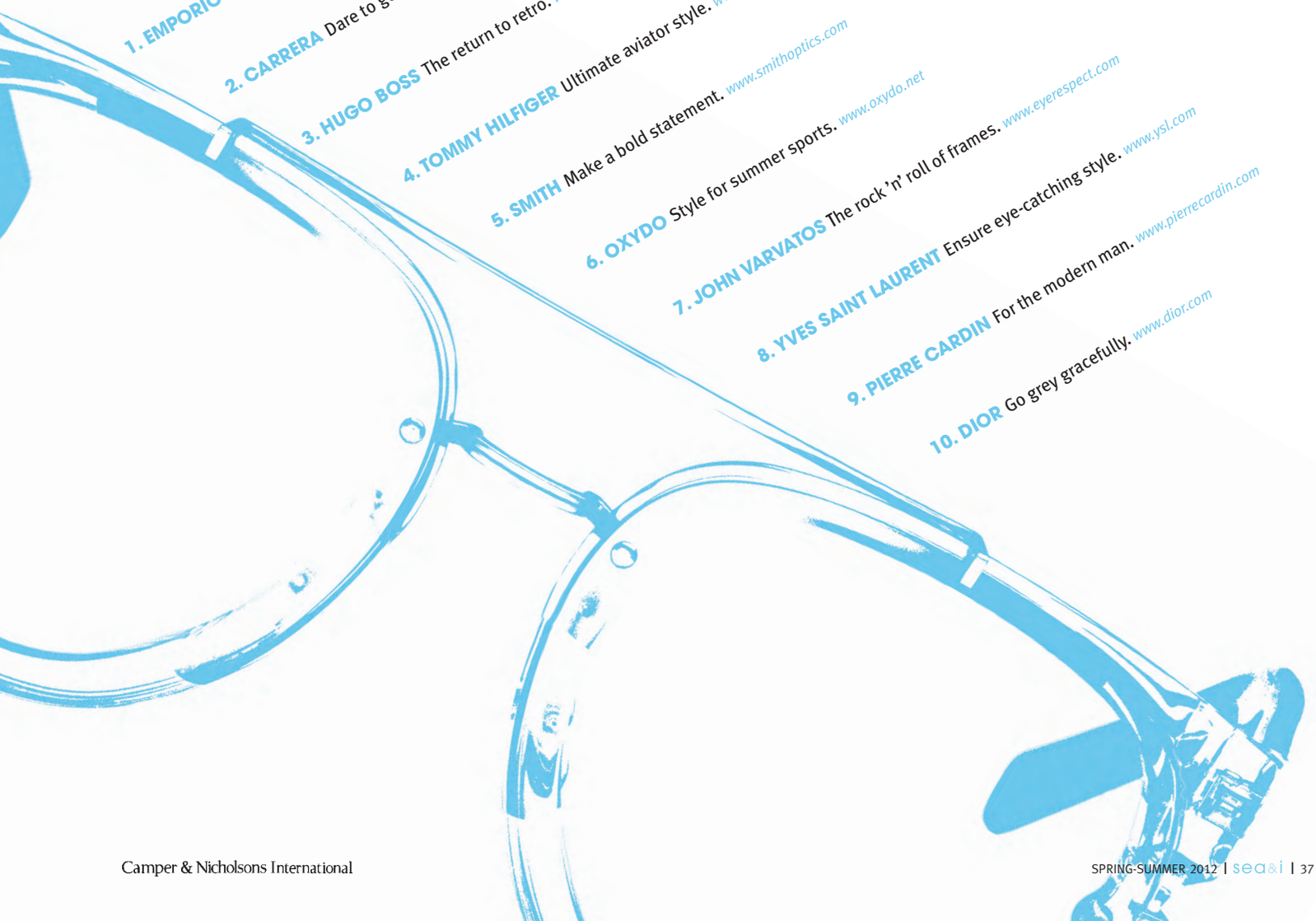
An eye for style

Whether you favour classical or modern, sporty or sophisticated, this summer's shades ensure you'll look the part



1. EMPORIO ARMANI Keep it classic. *www.armani.com*

2. CARRERA Dare to go square. *www.carreraworld.com*

3. HUGO BOSS The return to retro. *www.hugoboss.com*

4. TOMMY HILFIGER Ultimate aviator style. *www.tommy.com*

5. SMITH Make a bold statement. *www.smithoptics.com*

6. OXYDO Style for summer sports. *www.oxydo.net*

7. JOHN VARVATOS The rock 'n' roll of frames. *www.eyerespect.com*

8. YVES SAINT LAURENT Ensure eye-catching style. *www.ysl.com*

9. PIERRE CARDIN For the modern man. *www.pierrecardin.com*

10. DIOR Go grey gracefully. *www.dior.com*

FOLLOW THE FIZZ

st tropez

Pampelonne Beach in St Tropez has been attracting the jet set since the fifties and today it's the richest, raunchiest and most hedonistic strip of sand in the Mediterranean. Spend lazy afternoons at one of the exclusive beach clubs that occupy this famous stretch of sand

By Miriam Cain

TAHITI PLAGE

The oldest private beach club in St Tropez, established in 1946, Tahiti Plage is wonderfully exclusive and attracts a more mature clientele. With its large pontoon and excellent cocktails, the club is popular with the yachting crowd, French film stars and Parisians. The most common sound is the pop of Champagne corks as the glitterati enjoy the sunshine and grilled fresh fish dishes until early evening.

BEST SEAT Secure yourself a spot on the shaded terrace
DRESS CODE Designer beachwear all the way
www.tahiti-beach.com

CLUB 55

Another of the oldest beach clubs, Club 55 is perfect for a lazy afternoon in the St Tropez sunshine, and it's very understated so you can relax without needing to worry about looking *too* glamorous. Club 55 has attracted artists and the international jet set for decades and remains one of today's top spots for celebrity guests. Unaltered by time, it still has simple wooden chairs and tables on a shaded deck that blends into the beach scene that surrounds it.

BEST SEAT Under the shade of the tamarisk trees
DRESS CODE Floaty tunics and soft linens
www.club55.fr

CABANE BAMBOU

Set back from the beach amid a bamboo grove, Cabane Bambou is ideal for those looking for an escape from the showy beach clubs on Pampelonne. The intimate setting includes a restaurant serving up fresh Mediterranean dishes and local wines.

BEST SEAT Sink your toes in the sand at one of the beach-restaurant tables
DRESS CODE Crisp white linens
www.cabanebambouplage.com

PLAGE DES JUMEAUX

A slightly more family focused affair, Des Jumeaux is great for parties with kids in tow. There is a special dining menu for children, and the playground is the perfect place to let them run around while you enjoy a glass of wine. Open year-round.

BEST SEAT Beneath the striped canvas on the shaded deck
DRESS CODE Don't be fooled by the family friendly atmosphere, you still need to look the part – this is St Tropez!
www.plagedesjumeaux.com

NIKKI BEACH

Set back from the shore, Nikki Beach is a hang-out for the dedicated party crowd. Opulent and exclusive, its central focus is the swimming pool, which is surrounded by wooden decks strewn with white cushions and pillows. But that's as far as the chilled-out vibe goes as music beats and Champagne flows all day long.

BEST SEAT The closer to the circular bar and pool you are the nearer you are to the party. A favoured location is the upper level of the runway where you can enjoy sea views as well as the party scene
DRESS CODE Bring on the bling and leopard-print garments
www.nikkibeach.com

Photography: Cyrille Margarit

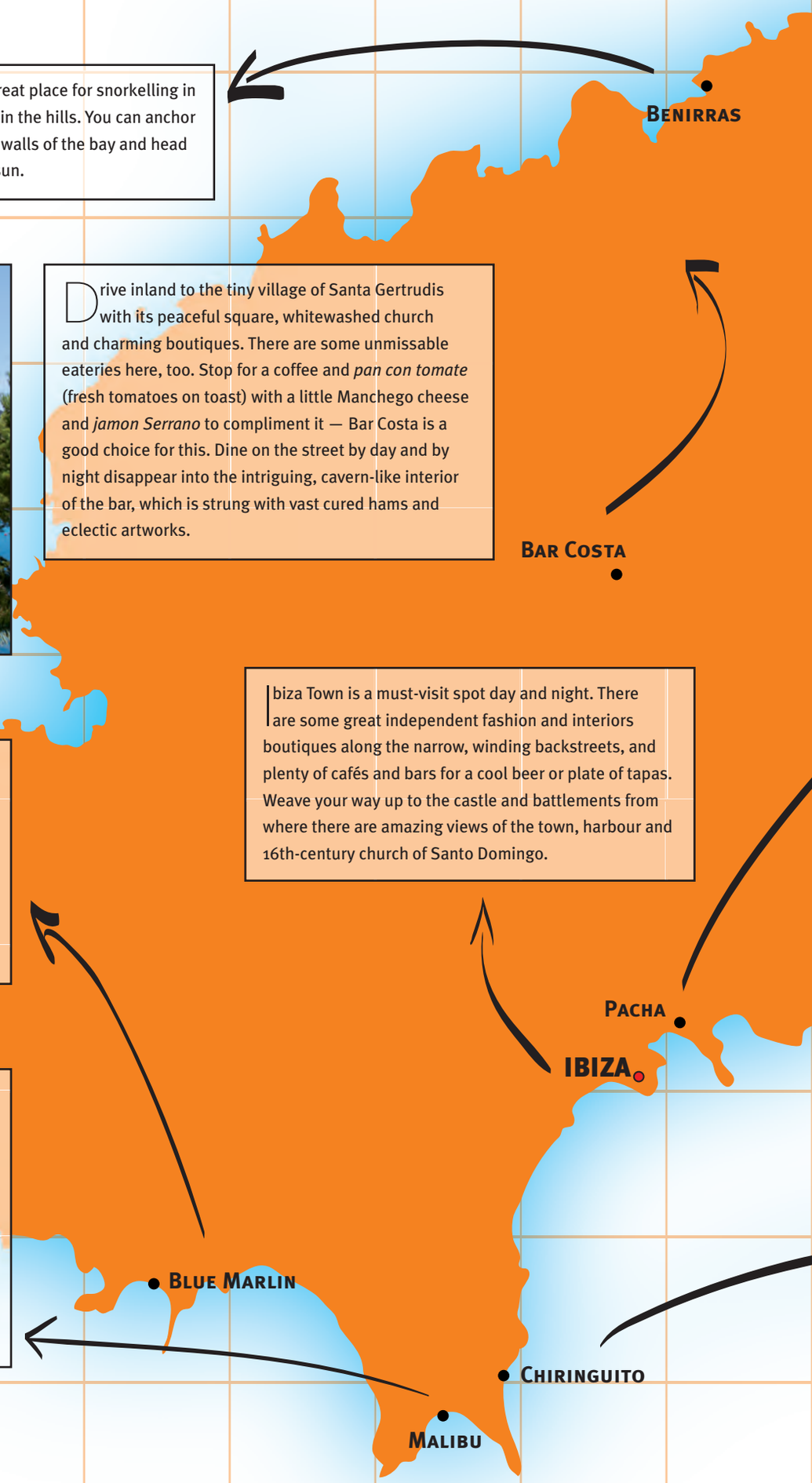
Benirras at Sant Joan is a great place for snorkelling in the shallows and walking in the hills. You can anchor your yacht just inside the cliff walls of the bay and head off for a day of activity in the sun.

Drive inland to the tiny village of Santa Gertrudis with its peaceful square, whitewashed church and charming boutiques. There are some unmissable eateries here, too. Stop for a coffee and *pan con tomate* (fresh tomatoes on toast) with a little Manchego cheese and *jamon Serrano* to compliment it — Bar Costa is a good choice for this. Dine on the street by day and by night disappear into the intriguing, cavern-like interior of the bar, which is strung with vast cured hams and eclectic artworks.

Ibiza Town is a must-visit spot day and night. There are some great independent fashion and interiors boutiques along the narrow, winding backstreets, and plenty of cafés and bars for a cool beer or plate of tapas. Weave your way up to the castle and battlements from where there are amazing views of the town, harbour and 16th-century church of Santo Domingo.

The Blue Marlin on Cala Jondal is known as the "sexy queen" of Ibiza's beach clubs. Crash out on low leather couches with ice-cold drinks lined up on chunky rustic tables, or curl up on a sleek circular sun bed for a prime view of the beach and sea. It has a huge open-air lounge where you can linger before and after the sun goes down to soak up hip tunes, dip into divine food and indulge in people-watching.

No trip to Ibiza is complete without sliding by Malibu. Options abound — you can dress up and dine in the beachfront restaurant, slip on a sarong for cocktails at the bar, hire a sun-bed and chill out in style with waiter-delivered refreshments, or throw down a towel and watch the world go by — which at Malibu means beach volleyball, massages under palm trees, festival-style nightclub reps parading along the beach, and superyachts floating at anchor in the distance. Anything goes here — whatever your age or style.



For information on chartering around Ibiza, contact your Camper & Nicholsons charter broker, see page 6

spanish balearics

SNAPSHOT IBIZA

Nicknamed the White Island, Ibiza is achingly hip — the perfect place to gen up on style at the clubs and wind down with sangria at the beach bars

Atzaró, a hotel hidden amid orange groves, is all about white sun-loungers, soothing spa treatments and blissful pools by day, and cocktail bars, DJs and sushi lounges by night. The decor of Ibizencan, Asian and African influences means acres of cool white-stone walls, Aztec-red upholstery and scatter rugs and cushions begging you to relax. Drop by for lunch and a two-hour, hot-stone massage then prepare to party beneath the stars with Champagne and island music.

• **Atzaró**

For alternative Balearic charm, head just off the east coast to the tiny private island of Tagomago, where you can rent an exclusive five-bedroom villa offering seclusion, extensive terraces and a large pool. The property also has a private staff in a separate house, and guests have access to a Mangusta 108 for boat trips around the island and for the ten-minute hop over to Ibiza. For more information, please contact your Camper & Nicholsons charter broker, see page 6.

Don't miss Pacha nightclub — which has been going strong for over 30 years and is now an international brand with leading DJs fronting the entertainment.

Sink your feet in the sand and your fork in the biggest bowl of paella you've ever seen at El Chiringuito on Playa Es Cavallet. Just be warned that by day the beach is nudist, with no modesty spared. A little further along these famous white sands, follow lanterns on the beach to La Escollera, which has to be one of the finest-located restaurants in the world, set right on the edge of the sea, with a fantastic Mediterranean seafood menu and rustic-chic decor.

Let the games commence

Celebrating the Olympic Games and The Queen's Diamond Jubilee, London wins the crown as the city in which to be seen, says **Ella Carlisle**

The eyes of the world turned to London last year for the highly anticipated Royal Wedding of Prince William and Kate Middleton; this year England's capital city once again hoists the Union Jack, this time for the Olympic Games. Come 27 July, London will welcome crowds of visitors for this world-famous event. If you're among them, expect to see this historic city at its most compelling, particularly if you make reservations at the best hotels and restaurants, or, even better, charter your own private superyacht on the Thames.

PILLOW TALK

Follow in the impeccably fashionable footsteps of England's new Duchess of Cambridge by booking into **The Goring** hotel. Just up the road from Buckingham Palace, this is where Kate Middleton spent the night before her wedding to Prince William. More than a century old, the hotel reflects classic English elegance, with its terrace being the perfect venue for afternoon

tea. **The Dorchester**, meanwhile, is celebrating 80 years of hospitality and is the chosen hotel of royalty, ambassadors and celebrities, but if you fancy the legendary hotel's style in a more modern package, make reservations at the nearby **45 Park Lane**, which was opened by the Dorchester Collection last summer.

Another new London property is the **Grange Tower Bridge Hotel**, ideal for the eco-conscious as it's one of the most energy-efficient hotels to open in recent years. The indoor pool alone makes it worth a visit as, at 25 metres, it is half way to being Olympic worthy.

If you haven't been to London for a few years, another classic favourite that has seen a remarkable £100 million restoration (the most ambitious update for any hotel in British history) is **The Savoy**, which retains all its original Art Deco and English Edwardian glamour and adds a few new treats — such as the two-bedroom Royal Suite. **The Landmark** on Marylebone Road is another long-time favourite, built in 1899 and a truly grand hotel, while the **Four Seasons at Park Lane**, inspired by nearby Hyde Park, which many rooms overlook, offers sleek modern accommodation, fine dining and a glass-walled rooftop spa with 360-degree views.

EAT, DRINK, DANCE

London has plenty to tempt your taste buds. **CUT at 45 Park Lane** represents the European debut of celebrated chef and restaurateur Wolfgang Puck, while a stone's throw from Buckingham Palace you can dine on Michelin-starred Indian cuisine at **The Quilon**. The West End's **The Ivy** also remains ever-popular. The city's most famous boulevard, Piccadilly in St James', is home to many treats, including **The Wolseley**, complete with majestic pillars, arches and stairways — the perfect spot for a leisurely breakfast, while **The Ritz** triumphs for afternoon tea. Then nip next door to **Fortnum & Mason** to stock up on the finest English teas, confectionery and hampers in a shop so grand it resembles a luxury hotel, with an incredible history dating back to 1707.

Sketch, on Conduit Street, was conceived by French master chef Pierre Gagnaire and restaurateur Mazouz and offers →

THE RACE IS ON

Time is running out with regards to booking accommodation during this summer's Olympic Games, so if you want to be at the heart of the action and secure an amazing venue from which to entertain, consider chartering a superyacht. Berthed in St Katharine Docks, you' ll have a stunning backdrop of Tower Bridge and the lights of London, and a private crew on hand to ensure it's a charter to remember.

For information on prices and availability, speak to your Camper & Nicholsons charter broker as soon as possible, see page 6

***Clockwise from top left:** Tower Bridge; The Goring Hotel; the London Eye; a Queen's Gard; a black taxi; Nelson's Column in Trafalgar Square; a new suite at The Savoy; 45 Park Lane hotel*

food, art and music over two floors of an 18-century building. If you're in Islington, Notting Hill, Kensington or Belgravia, seek out Ottolenghi — the haute couture of food-to-go and the perfect place for a relaxed brunch. For décor as sleek as the food, head to **Kitchen W8** off Kensington High Street. It opened in 2009 and has earned itself a Michelin star. For Chinese, try **Min Jiang** on the tenth floor of the Royal Garden Hotel, also in Kensington, or sneak to Chinatown for more down-to-earth dim sum and later stroll the streets of nearby Soho for an authentic taste of one of London's coolest night spots — including The **Soho Hotel** for slick cocktails. For cool martinis, **Ruby and Sequoia** in North Kensington is a favourite with the discerning Notting Hill crowd and comprises a club, cocktail bar and restaurant in one. And don't miss the chance to have a pint of ale in one of London's oldest pubs — the **White Hart** on Drury Lane (reputedly first licensed in 1216), **Ye Olde Cheshire Cheese** in Fleet Street (whose cellar was once a 13th century monastery) and **The Spaniards Inn** in Hampstead, which is teeming with intrigue and associated with Charles Dickens, Keats, Lord Byron and notorious highwayman Dick Turpin.

DO, DISCOVER

The royal **Hyde Park** is a fantastic, peaceful haven in the heart of the city where you can picnic, relax, visit the **Princess Diana memorial fountain** and famous **Speakers' Corner**, and jog — although you may find yourself vying for space alongside the Olympic triathlon course that is being hosted there in 2012.

The National Gallery in Trafalgar Square houses Western European masterpieces from the 13th to 19th centuries, while next door's **National Portrait Gallery** is also well worth a visit, as is the **Natural History Museum**, the **Science Museum** and the **Victoria and Albert Museum**. Unmissable sights for the uninitiated are **Buckingham Palace**, the **Houses of Parliament**, **Big Ben**, the **Tower of London** and the **London Dungeons**, where you can gen up on more than 2,000 years of gruesome history. For a bird's eye view of the city's highlights, jump on the **London Eye**

AT A GLANCE

Best travel time: *the Olympic Games are held between 27 July and 12 August, and the Paralympic Games between 29 August and 9 September. Prior to these, on 2 to 5 June, London will celebrate The Queen's Diamond Jubilee, marking 60 years of Her Majesty's reign.*

Currency: *Pounds sterling*

Language: *English*

Vibe: *in 2012, 'London fever' cranks up a dozen notches as the world's finest sportsmen and sportswomen take centre stage, with the city's hotels, restaurants, clubs and boutiques following suit with gold-star attractions*

(aka the Millennium Wheel), and later walk along the South Bank beneath it to the **Southbank Centre** (the largest single-run arts centre in the world, hosting the Festival of the World — the largest ever UK poetry festival — during the Olympics). Wind your way further along the River Thames to the **Tate Modern** art gallery to browse the exhibitions, followed by lunch in one of its restaurants, offering some of London's best riverside views.

SEE, SHOP

Walk along Piccadilly and step across the road to **Bond Street** in the heart of Mayfair — a veritable wealth of jewellery, fashion and art galleries, with names the likes of Tiffany, De Beers, Bvlgari, Burberry, Sotheby's, Chanel, Hermès and Prada lining the streets. Bond Street was established in 1700 and was home to Horatio Nelson as well as famous poets and authors. It's fun to wander the streets at will, but if you want to make the very most of the experience, book a Bond Bespoke shopping tour at www.bondstreet.co.uk

Two of Britain's most celebrated fashion labels display couture wares footsteps away from one another — **Stella McCartney** in Bruton Street and **Alexander McQueen** in Old Bond Street. Keep walking and you're on iconic **Oxford Street** — home to huge department stores, including the mighty **Selfridges**. Sneak down the alleyway alongside into St **Christopher's Place** to discover a hidden world of alfresco dining, boutiques and art galleries. Keep walking and you'll hit the *très chic* 'ladies who lunch' spots of **Marylebone**.

For quirky London, head to **Covent Garden or Soho**, the former attracts fantastic street performers and has a lively vibe day and night, along with great shops and eateries. **Liberty**, on Regent Street, is a delight, as much for its 19th century building as its prestigious wares, which prompted Oscar Wilde to label it "the chosen resort of the artistic shopper". And while **Regent Street** boasts leading high-street names, behind it **Carnaby Street** is a colourful hub bursting at the seams with cafés, one-off boutiques, vintage treasure troves and global fashion brands. ■

TAKE IT FROM

Wherever in the world you plan to travel, the Camper & Nicholsons charter brokers can provide expert knowledge of the yachts and cruising destinations available. Here, three members of the charter team offer advice

AGNES HOWARD
CAMPER & NICHOLSONS FORT LAUDERDALE

CHARTER CHOICE NEW ENGLAND, US

"Chartering in New England has always been a popular choice with clients and never fails to please those in search of a destination that offers something a bit special. For North Americans, it feels familiar and has the advantage of being very accessible while still being significantly distinct from other areas in the States. For foreigners, the East Coast is appealing because it is so scenic, and they have fun exploring secluded rocky coves with calm waters for swimming, and visiting the charming maritime towns that have such character.

"Many yacht charters begin in the stunning natural deep harbour of Newport, Rhode Island. Before you board your yacht, I'd recommend setting aside time for a stroll along the Cliff Walk, which offers stunning views of the local landscapes and seascapes combined with the architectural history of Newport's gilded era of more than a century ago. Itinerary 'musts' include the islands of Nantucket and Martha's Vineyard, each with their own personality and ideal places to spot beautiful sailboats gliding past. Complete your holiday exploring Cape Cod and its peaceful bays, with the chance of sighting whales off the coast of Provincetown before you disembark in vibrant Boston — one of best preserved cities of the American Revolution.

"And make the most of the local cuisine on your charter. New Englanders are rightfully proud of their seafood and agricultural produce and your chef will happily serve up a traditional chowder and clam bake on the beach."

cruising destinations

THE EXPERTS

MOLLY BROWNE
CAMPER & NICHOLSONS LONDON

CHARTER CHOICE AMALFI COAST, ITALY

"For a Mediterranean charter that ticks all the boxes for culture, good food and fabulous scenery, I would suggest Italy's Amalfi Coast. Ischia is the largest island in the bay of Naples and is well known for its thermal springs — the product of the island's natural volcanic activity. Relaxed and rejuvenated after a dip in the healing waters, you can then visit ever-chic Capri, an island that boasts glamour and culture in equal measure. While you're there, a trip to the Blue Grotto is a must. It's a cave that's been known since Roman times and you can swim in the dark and gaze at the incredible blue waters.

"Then head ever upwards to Anacapri where there is a chair-lift that will transport you even higher to Monte Solaro, where you can take photographs of incredible views of the island. It is then just a short cruise back to the mainland to the town of Sorrento where I'd highly recommend the Museo Correale di Terranova, an impressive building that houses a collection of 18th century paintings and antiques that once belonged to Sorrento's titled Correale family. It's fascinating inside, but step outside and views of the Gulf of Sorrento are similarly impressive.

"Finally, your yacht can steer a course to beautiful Amalfi, a colourful and charming town traditionally famed for its production of beautiful handmade paper and Limoncello liqueur — so be sure to have a glass to toast your cruise while you're there."

ANNE STERRINGA
CAMPER & NICHOLSONS PALMA

CHARTER CHOICE THE BALEARICS, SPAIN

"Spain's Balearic islands are well known for their sunny climate, beautiful beaches and fun nightlife, but what many people don't realise is that it is also possible to find stunning deserted anchorages away from the crowds.

"The three main islands are Mallorca, Ibiza and Menorca, and it's worth spending several days on each. You could anchor in Cala Tuent on the west coast of Mallorca, where you can stretch out a towel on virgin sands surrounded by a landscape of mountains and pine trees. There are also plenty of intriguing spots along the coast here to explore by kayak. It's completely deserted, so don't expect any beach clubs or nightlife. However, if you arrive at just the right time you may get to feast on fresh fish straight from the grill of a local farmer, Toni, who cooks up a treat when he's in the mood. Other spots to see in Mallorca include Palma, Valldemossa and Sóller.

"In Ibiza, beach clubs are the epitome of barefoot-chic — try the Blue Marlin or Malibu, and don't miss a trip to Ibiza Town, which has huge appeal day and night. Head inland to find beautiful scenery, great shops and the Ibiza Golf Club. For spa treatments, try Atzaró.

"Menorca gets fewer visitors than its sister islands but has museums, beaches, restaurants and scenic coastlines aplenty. The lazy Balearic island of Formentera is also fun to visit." ■

OLD FAVOURITES

Superyachts have been exploring the varied and distinct coastlines of the West Mediterranean for decades. sea&i reviews the best these idyllic waters have to offer charterers

By Miriam Cain

What's not to love about the West Mediterranean? Almost 2,500 miles from end to end, it has long been one of the most popular cruising grounds in the world. This is where yacht chartering first began and much of the region's celebrated lifestyle remains the same, with long mornings spent stretched out in the sun before lazy lunches on the promenade, afternoons spent browsing the boutiques, glamorous evenings at Michelin-starred restaurants, and heady nights in slick casinos and nightclubs.

From the glitz of the Côte d'Azur to the effortlessly elegant shores of the Amalfi Coast and the rustic shores of the Balearics, Corsica and Sardinia, these cruising grounds provide the perfect mix of class and charm. ➜

BALEARICS

The main islands that make up the Balearics — Ibiza, Mallorca, Menorca and Formentera — are wonderfully diverse. Scenic coves and endless sandy beaches fringe the rugged coastlines of all the islands, while the interiors are home to vineyards and pretty rustic villages.

Beneath the towering mountains of Mallorca are dazzling, sea-facing villas and fine restaurants. The scenic east coast is studded with coves, some only accessible by boat, or head to the north coast where you'll find many of the most attractive spots on Mallorca. The beach at Puerto de Sóller is one of the island's prettiest and most popular. Edged by forests, it is sheltered and ideal for swimming.

Lying off Mallorca's southern coast, Cabrera is the largest island in a small archipelago. The whole area is a national park and marine reserve and permits are required for yachts, allowing access for up to 24 hours, but as the islands are so remote the beaches are deserted and the pristine bays make for a stunning anchorage.

Over in Ibiza, join the jet-set crowd in the early hours in Ibiza Town. The beaches here are not as spectacular as they are in Mallorca, but they do offer trendy bars and restaurants, such as Las Salinas, to the south of the island. Alternatively, Cala d'Hort, to the west, is a pristine pebble beach with views over the imposing offshore rock, Es Vedra. The neighbouring island of Formentera is famed for beaches that run as far as the eye can see. Lying in between Ibiza and Formentera is the tiny private islet of Espalmador. Here you can drop anchor to swim, or head ashore to enjoy a drink at a beach bar. The island is uninhabited and at low tide you can wade across to Formentera.

Combine a few days exploring these islands before relaxing on slow-paced Menorca. This is the perfect place to soak up the Mediterranean atmosphere. The beaches are wilder and far less developed, as many can only be reached by boat. Anchor in the little coves of Cala Mitjana or Cala Pilar and spend lazy days soaking up the summer sun.

RECOMMENDED BY

ANNE STERRINGA, CHARTER BROKER, CAMPER & NICHOLSONS PALMA

"Escape the crowds by anchoring off Cala Tuent on Mallorca's northwest coast. The beach is surrounded by mountains and pine trees."

SANDRA ATRIACH, CHARTER BROKER, CAMPER & NICHOLSONS PALMA

"Stroll through Dalt Vila, the medieval area of Ibiza Town, and visit its monuments, caves, churches and squares. In the evening, cross by boat to Talamanca bay, just along from Ibiza Town, to watch the sun set from one of the beach bars.

"One of the trendiest places for dinner is the new restaurant/cabaret, Lio, in the centre of Puerto Marina Ibiza. Alternatively, cruise south to Formentera to enjoy wonderful beaches the likes of Playa Levante, where you can see fabulous sunsets at the Blue Bar, and stop off at the magnificent anchorage of Espalmador."

CÔTE D'AZUR

The gilded coastline of the Côte d'Azur is a must-visit destination for anyone who considers themselves a bona fide charterer. Strikingly beautiful and effortlessly cool, nowhere in the world is a coastline so rich with gourmet restaurants, A-list clubs and designer boutiques. At the water's edge, the beaches and towns are buzzing during the summer season, while the ancient villages of Provence provide a peaceful and idyllic antidote.

If you have a taste for Champagne, head to Pampelonne beach in St Tropez. Backed by beach clubs and vineyards, this is one of the most glamorous stretches of coastline in the world (see page 38). The nearby tranquil island of Porquerolles seems a million miles away from the bustling port of St Tropez. It has a varied landscape with plenty of activities on offer, including hiking and horse-riding, or watersports while at anchor. The favoured beach, Notre Dame, is uncrowded and is just a short walk or tender ride from the port.

Nearby Cannes is the place to go for glamour rather than beaches, as most of the sand is off-limits to those not staying in the Croisette's hotels. Lying off the coast are the idyllic islands of Ile Saint-Honorat and Ile Saint-Marguerite — head there for a leisurely afternoon swimming around the peaceful coves. Paloma Beach, near Cap Ferrat, along the coast from Nice, is the perfect place to take the tender ashore. There is a tiny beach with a simple restaurant and lovely calm waters for swimming.

And, of course, there is Monaco — glittering with seven centuries of monarchical heritage. Here you can berth in the Port of Monaco and discover the intriguing mix of history and culture that gives Monaco its iconic status. →

RECOMMENDED BY

TANDY DEMARCHELIER, CHARTER BROKER, CAMPER & NICHOLSONS ANTIBES

"The horseshoe-shaped bay at Agay, between St Tropez and Nice, is a pretty natural harbour fringed by sandy beaches. It's a good spot for a peaceful anchorage and an afternoon of sunbathing and watersports."

SARDINIA

Sardinia's Costa Smeralda is one of the most popular superyacht cruising grounds in the Mediterranean. Stretching from Golfo Aranci to Baia Sardinia, the waters offer some of the best sailing conditions in the world. At the heart of the Costa Smeralda is the exclusive enclave of Porto Cervo. The shoreline sparkles with designer boutiques and exclusive restaurants, while the surrounding coves offer some of the nicest anchorages in the Mediterranean, with warm waters and white sandy beaches.

With 60 islands and islets, the Maddalena Archipelago boasts some of the best beaches in the area, and provides ample snorkelling opportunities. Those wishing to leave the coastland and venture inland will find rural Sardinia home to a rich mixture of architecture and culture, with ancient farms and medieval churches dotting the landscape.

RECOMMENDED BY
MOLLY BROWNE, CHARTER BROKER, CAMPER & NICHOLSONS LONDON

"Sardinia's best-known beach is the sweeping Liscia Ruja, but if you want soft, bright white sand, ask your captain to steer your yacht to Pevero. The uninhabited island of Mortorio also has a beautiful beach."

CORSICA

The French island of Corsica remains largely unspoilt despite having been a popular package holiday destination at one time. The west coast provides a stunning backdrop for any cruise, with deep bays and charming fishing villages. The island has plenty of golden sand, with the Gulf of Valinco, on the south-west coast, boasting some of Corsica's prettiest beaches.

Portigliolo is a huge arc of pure white sand, while Campomoro is more old-fashioned and fronts beautiful turquoise seas. A trio of stunning beaches lie further south: Palombaggia, Santa Giulia and Rondinara, all of which comprise perfect crescent-shaped stretches of sand. →

RECOMMENDED BY
PIERRE HUREL, CHARTER BROKER, CAMPER & NICHOLSONS MONACO

"Along Corsica's southern coastline is the sheltered anchorage of Sant' Amanza. The narrow bay is deeply indented and lies just across the straits from Sardinia's Maddalena islands. There is also an anchorage that is just a short hop from the stunning harbour of Bonifacio."

CAPTAIN PAUL BAINES of the 45.72m (149'1) Perfect Persuasion (above), accommodating 10 guests from €100,000 per week

"Anchoring in Corsica can either be frustrating or immensely rewarding, depending on your timing. The east coast has very limited attractive anchorages, and these are concentrated at the southern end of the island, but the west coast has many bays and beaches that are attractive, although always at risk from the dreaded mistral and the swell that it brings. However, when calm, the bays are ideal for watersports.

"One of my favourites is Girolata, and it's always a tremendous hit with guests. Located south/south west of Calvi, this spacious anchorage has good holding and is easily approached from seaward during the hours of darkness. I find guests most enjoy arriving before sunrise so that they awake in the bay. It is very beautiful, with a stunning vista of rugged hills ending in cliffs and gorges at the water's edge. What's more, with no towns or villages, it is virtually free of lights and buildings. Being a nature reserve, it also affords some great diving and snorkelling opportunities.

"For good shelter in strong westerlies, try Sant' Amanza on the southeast tip of Corsica, some ten miles south of Porto Vecchio and close to the Bonifacio Strait. This anchorage is a beautiful inlet offering protection from east and southeasterly winds. The bay has a sandy, shallow bottom, while ashore it is heavily wooded in many areas, with some beautiful isolated beaches to stretch out on. There is even a lovely lagoon you can visit at its northern extremity.

"Close to the entrance to Porto Vecchio is San Ciprianu. This small, shallow bay is well worth a visit and, while busier than the other bays mentioned, it offers wonderful diving and snorkelling sites — and nearby islands can be great fun to explore on waverunners or by tender. It is ideal for a watersports during the day, before stepping ashore to enjoy the restaurants and bars lining the edge of the marina in Porto Vecchio."

RECOMMENDED BY CAPTAIN GLENN SHEPHARD of the 54m (177'1) Parsifal III (below), accommodating 12 guests, from €200,000 per week

"Some of my favourite anchorages are around Corsica. Bonifacio in the southern part of the island is unique, with its fortress town high up on the cliff overlooking the straits on one side and a fjord-like port on the other. St Florent on the north coast of Corsica, with its lovely swimming creeks and little secluded bays, is not to be missed.

"Lavezzi and Cavallo, in the Bonifacio Strait, are beautiful little rocky islets with a few villas almost hidden in the landscape, and even a little port.

"Not far away is the bustling Porto Cervo on Sardinia's Costa Smeralda — the place to head for a jet-set lifestyle."

RECOMMENDED BY
TINA MONTZKA, CHARTER BROKER, CAMPER & NICHOLSONS ANTIBES

"One of the best places to sample the therapeutic benefits of Ischia's thermal waters and volcanic mud is on Maronti beach, on the island's south coast. Here you can lie in pools of thermal waters carved out of rock."

CAPTAIN MIKE WOOD of the 26m (85'2) **As You Like It, accommodating 7 guests, from €30,000 per week**

"When we have guests chartering along the Amalfi Coast we always suggest cruising to the two islands lying above Capri and Ischia. The first island, Palmarola, has fantastic anchorages, clear waters and plenty of snorkelling opportunities. The second island, Ponza, also boasts stunning anchorages and has great beaches, good nightlife and offers plenty of opportunities to replenish provisions."

AMALFI COAST

Boasting a rich cultural and artistic heritage, Italy's Amalfi Coast is too steep to support much in the way of modern development and therefore its beauty and tranquillity remain relatively unspoilt. The best views of this picturesque coastline are seen from the decks of your yacht, cruising from the bustling Bay of Naples across to the volcanic island of Ischia, the 'island of wellbeing', and the glamorous neighbouring island of Capri. The lesser-known Ponza is one of the most beautiful islands in the Mediterranean, and offers rocky grottos, hidden coves and authentic Italian fishing ports. Back on the mainland, step ashore to the fishing village-turned-tourist hotspot Positano, and the many Renaissance palaces and Roman remains that perch along the coastline between the towns of Ravello, Sorrento and Amalfi.

The entire coastline is infused with Italy's great passion for fabulous cuisine, which ranges from Michelin-starred restaurants to regional dishes in the many cafés and stalls that line the main piazzas.

SICILY AND THE AEOLIAN ISLANDS

Created by volcanoes, two of which remain active, the Aeolian Islands (also known as the Lipari Islands), lying off the north coast of Sicily are worshipped for their scenic shores and glittering nightlife. The active volcanic island of Stromboli has many bays and inlets that are perfect for water-sports, while neighbouring Panarea is the place to head for nightlife, followed by a morning relaxing in the hot springs near Punta di Peppe e Maria. Then on to Vulcano, with its sulphur baths. ■

For further information on chartering in the Mediterranean, contact your Camper & Nicholsons charter broker, see page 6

RECOMMENDED BY

CAPTAIN SIMON JOHNSON of the 53m (173'1) Elisabeth F, accommodating 12 guests, from €180,000 per week

"There is an anchorage on the north side of Panarea that I'd recommend. There is nothing quite like lying stern to the rocks; it's as though you have your own private dock as the sea gently laps the hull. The bottom of the ocean there is clearly visible, making bathing enjoyable, and children can happily explore the nearby rocks. At night, the water and the cliffs behind can be lit up by the yacht's lights, creating a perfect setting for dinner."

CAPTAIN GIANLUCA ORLANDO of the 35.1m (115'1) Aime Sea, accommodating 8 guests, from €51,000 per week

"As a child I spent summers in the Aeolian Islands, and I still enjoy sailing there. These volcanic isles in the southern region of the Tyrrhenian Sea have a rich history, wonderful seas for swimming, stunning views and heavenly cuisine.

"Each island has its own atmosphere and charm. My favourite is Panarea — one of the smallest and most fashionable of the islands, which attracts the jet-set in the summer. It's great to drop anchor and spend the day bathing in the perfect turquoise water. Ashore you'll find what I consider to be the best restaurant of the archipelago, Da Pina, as well as one of the most beautiful hotels, Raya, where you can sip a drink watching an unforgettable sunset over the neighbouring island of Stromboli, with its active volcano.

"Stromboli is the most famous and spectacular of the Aeolian Islands and I recommend an ascent to the top. Those wishing to forgo the hike can rent a helicopter and fly around the volcano.

"Another favourite of mine is the island of Salina. It is the most fertile of the Aeolian Islands and famous for Malvasia, a sweet wine, and its great cuisine. My recommendations include the restaurant at the Mamma Santina hotel, and one at the Capofaro hotel in the middle of a vineyard on a cliffside.

"Then there is Sicily, just south of the Aeolian Islands through the Strait of Messina. Step ashore to marvel at ancient Greek, Roman, Norman, Arabic, German, French and Italian influences. Aside from its ancient temples and dramatic cliff-top villages, Sicily is also famous for its food and beaches. Towering above the coastline is the hilltop town of Taormina, bustling with restaurants and boutiques, while in the northwest corner is one of the island's finest beaches, San Vito Lo Capo, where white sand is framed by high cliffs. At one end of the beach is the Zingaro Nature Reserve with a network of walking trails leading to deserted coves."

BARBARA DAWSON, CHARTER BROKER, CAMPER & NICHOLSONS PALM BEACH

"Cruise to the southwest coast of Sicily to its Valley Of Temples. The archaeological remains on display here can rival any in the world. I also recommend that clients take a helicopter tour over the spectacular summit of Mount Etna, which is still active and smoulders dramatically."

koo

A racy little number

Set sail aboard the 42.9m (140'7) fast cruising sloop Koo for an exhilarating charter on the high seas

Photography **Jérôme Kélagopian**

As the sails are raised, prepare to be impressed as Koo cuts through the waves at speeds of up to 15 knots, whisking you from one destination to the next

Camper & Nicholsons International

SPECIFICATIONS

LENGTH	42.9m (140'7)
GUESTS	8
CREW	6
PRICES FROM	€100,000 per week

A party of eight and crew of six make for a lively charter, but you'll always find a quiet spot in which to relax and watch the world drift by

THE TURKI

Set sail along the Turkish coastline to discover the intriguing landscapes and seascapes that lured the ancient gods

By Kate Rigby

Camper & Nicholsons International

southern turkey

SH RIVIERA

The Turquoise Coast, the Turkish Riviera or, according to *The New York Times*, the Saint Tropez of Turkey... call it what you will, Turkey's southern coastline deserves every compliment and superlative that's thrown its way. A place where Persian, Lycian, Carian and Roman influences abound, where you can gawp at the ancient Temple of Apollo, model your best bikini on Cleopatra Beach, paraglide over lagoons and dine on gourmet seafood, this is a land of legends, leisure and, increasingly, luxury.

Come summer, ever more superyachts are steering a course to this stunning stretch of coastline as charterers realise just how vast and varied the cruising options are here. Such is the calibre of Turkey's culture that archaeologists and historians can have a field day, but likewise its scenery inspires romantic escapes and its terrain makes it the most compelling of open-air museums and playgrounds for young and old alike. With a legacy stretching back thousands of years, Turkey has come of age.

Numerous itineraries can be carved out along the coastline, which dips, curves and undulates with intriguing hidden coves, caves and bays, pine-clad hills, golden sandy beaches and idyllic villages. Here, we trace two routes, cruising east from Bodrum to Göcek, and then from Göcek to Antalya. →

Above: Turkey is a sailors' paradise, with thousands of yachts, new and traditional, plying its waters

Bodrum to Göcek

The Turkish wised up to Bodrum's charms long before the rest of Europe as it has traditionally been their favoured summer destination, but now the rest of the world is playing catch up. This is also the city that has garnered Turkey comparisons with Saint Tropez. It's no wonder, then, that this region has been so ardently fought-over during its long history. With its lightning-white houses draped with bright purple bougainvillea and stacked against green hills overlooking bays of impossibly blue sea, this is a visually spectacular place.

There is an international airport just outside the town centre, so you can fly in and spend time in town before joining your yacht. Stay, perhaps, in the Amanruya — a new five-star villa resort with pool-terrace cottages complete with open bathrooms with rain showers, private gardens with pergolas, day beds and a pool. Or try the Kempinski Hotel Barbaros Bay, which has its own private beach, infinity pool and indoor pool.

ITINERARY

BODRUM TO GOCEK

BODRUM-KOS	*11nm*
KOS-KNIDOS/DATÇA	*35nm*
DATÇA-SYMI	*8nm*
SYMI-BOZBURUN	*12nm*
BOZBURUN-MARMARIS	*40nm*
MARMARIS-GOCEK	*46nm*

Life in Bodrum centres on the two ports, where cafés, bars, restaurants and *meyhanes* (taverns) make it easy to slip into a lazy pace of life. A great way to familiarise yourself with the coastline is to take a gulet trip around the Bodrum Peninsula — it will certainly get you in the mood for cruising, and as the gulet is the traditional waterborne craft of Turkey it is a lovely way to assimilate with the local culture. Discover pretty beaches, forested coves and quaint fishing villages, and dive overboard to swim in the incredible waters before heading back to shore.

While in Bodrum, visit the Castle of St Peter, built by the Knights Hospitaller in the 15th century, which looks out over the harbour. It is still in excellent condition and home to the world-famous Bodrum Museum of Underwater Archaeology, then head to Cumhuriyet Caddesi (aka Bar Street) for shopping and nightlife. Or unpack your dancing shoes for Halikarnas — a famous open-air disco on the sea, with amazing laser shows and some of Europe's best music.

Setting sail on your superyacht a day or two later is the perfect opportunity to snap photographs of the city and the castle as you head out on charter. A typical itinerary during a ten-day or fortnight cruise might take you to Göcek via Kos, Knidos, Datça, Symi, Bozburun and Marmaris.

VOYAGE OF DISCOVERY

The Greek island of Kos is one of the largest in the Dodecanese and was the birthplace of Hippocrates (the father of modern medicine) around 460BC. While you're there, head for the hot springs at Bros Therma near Agios Fokas. The pebble beach may

MAGNIFICA
43m (141'), 10 guests from €140,000 per week

ECLIPSE
43m (141'), 12 guests from €125,000 per week

not be particularly conducive to relaxation but the warm waters certainly are.

Sailing back to the Turkish coastline, the Datça Peninsula is home to the district of Datça as well as a town of the same name, and the ancient town of Knidos. Datça itself is extremely pretty with white-washed houses decorated with flowers. The marina is a hub of activity, with shops staying open way into the night inviting post-dinner browsing and purchasing — a great tradition in Turkey, and a fun one. You can spend hours sifting through carpets, ceramics, textiles and jewellery and bargaining with the store-keepers, many of whom will offer you apple tea or coffee in an attempt to seal a deal.

Around 25 miles away is the Carian city of Knidos, which was a famed centre of art, culture and science in the fourth century BC. The famous astrologist and mathematician Eudoksus lived here from around 390BC and was the mastermind behind the sundial, and here you can see the first one he invented.

Steer then to the Greek island of Symi. Its first recorded history dates to the Trojan Wars around 1120BC and, once one of Greece's most prosperous islands, it was famed for boat-building, wine production, wood carving and its impressive education system. Fortunately time has not jaded its Neo-Classical charm, and white and pastel-yellow houses climb its hills while the interior of the island is a forested plateau. It's well worth organising a walk or hiring bikes to cycle across the island as you'll encounter some incredible views as well as some of the island's many churches and monasteries — the most famous being the Monastery of the Archangel Michael at Panormitis. There are also some great beaches to be found, such as Agios Nikolaos — often shortened to St Nick's. Your crew can deliver you there by tender, or you can take one of the local taxis.

ALONG THE WATERFRONT

Heading back to the Turkish coastline, Bozburun is a pleasant pit stop. Famous for building traditional wooden gulets, it is a relaxed town with beautiful bays. Step ashore to search the shops, and keep an eye out for jars of thyme honey, which is famous across Turkey. It is then just a hop up the coast to bustling Marmaris where you can spend several days enjoying the pine-clad hills and strolling along the waterfront, where, as with many Aegean towns, most of the social action is to be had. In the evening, wander the winding streets in the older Kaleici district, catch an open-air concert in the amphitheatre, or cherry-pick from the huge array of restaurants, jazz clubs and cocktail bars.

As there are so many intricate bays and coves along the coastline, it's a nice idea to take a tender ride to access some of the smaller fishing towns rarely found by tourists. Enjoy a plate of meze and a glass of chilled white wine in a rustic waterfront restaurant, then swim in the turquoise waters of a secluded cove or laze around on the beach. It's also worth setting aside a day to visit Dalyan, with its fourth-century BC Lycian rock tombs carved into the cliff face. There are also local mud baths and sulphur pools where you can wallow in mineral-rich bliss, which is both fun and beneficial for health. Finally, head to Iztuzu Beach where you can enjoy the golden arc of sand →

NORTHLANDER
38.16m (125'), 10 guests from €90,000 per week

AS YOU LIKE IT
26m (85'), 7 guests from €30,000 per week

by day, then make way for the Loggerhead turtles that lay their eggs there at night. Swim in the sea, relax on the beach and try the blue crab delicacies from local taverns. If you're lingering in the region, you could also go on a jeep safari, climbing up into the mountains amid pine forests and herds of wandering goats where you'll be guaranteed great views of Marmaris. Factor in a few swimming stops at the breathtaking beaches and waterfalls along the way, and replenish any lost energy with lunch at a local eatery.

Your cruise finally takes you to Göcek — a small but popular destination known for its world-class yachting. From here, you can visit the ancient Lycian site of Pinara, which was settled as early as the fifth-century BC and was one of the six principal cities of Lycia. With its stunning setting amid mountains, vivid green pines, gnarled olive trees and wild flowers it is a truly enchanting spot. In the evening, wander the palm-lined seafront of Göcek and shop for trinkets, carpets, spices and clothes, with regular stops for a glass of raki, Turkey's answer to ouzo.

Göcek to Antalya

Just 15 minutes by car from Dalaman International Airport, Göcek is an ideal spot to either end a cruise or begin one. If you need a stopover before joining your yacht or flying home, consider the Swissôtel Göcek Marina & Resort, which has 57 rooms, a restaurant and bar on a private beach, complete with outdoor pool, sauna and beauty treatments. Have breakfast on the terrace of the Olive Tree Restaurant and dinner at the Sundowner Restaurant right on the water's edge. The next day, before your cruise begins, wind down with a traditional Turkish Bath. You could either visit Cleopatra Beach (reputed to be where she met with Mark Anthony) and bathe in the ruins of her hamam, or seek out one of the genuine local baths where you'll be treated to a steam bath followed by hands-on scrubbing and exfoliation — a great way to ease any jet-lagged muscles.

The next day, it's on to Fethiye, set on a beautiful bay and teeming with bazaars, cafés and the ruins of the ancient city, known as Telmessos. During Hellenistic and Roman times the city was highly sophisticated, evidence of which can be seen in the rock-tombs, sarcophagi, fortress and Roman theatre. Make sure the tomb of Amyntas is on your list of things to see, along with the Fethiye Archaeology Museum for an overview of the region's Lycian, Hellenistic, Roman and Ottoman influences.

While in Fethiye you can detour to the Kelebekler (butterfly) Valley — one of the most stunning bays in the area, which attracts some 30 species of butterfly by day and 40 species of night-time moth. It is fun to follow the trekking route accompanied by thousands of colourful butterflies, including the unusual Jersey Tiger butterfly, and those game enough to tackle the steep cliffs will be rewarded with two waterfalls in which to cool off. The next day, set your sights high in the mountains above Fethiye at Saklikent Canyon, a natural wonder and a popular picnic spot where local restaurants serve up delicious fresh trout and pastries. The 45-minute drive up to the canyon is an experience in itself as it winds through remote villages and rural landscapes, past tobacco, aniseed and cotton plantations, and ultimately delivers you to the crashing foamy waters of the

ITINERARY

GOCEK TO ANTALYA

GOCEK-FETHIYE	*11nm*
FETHIYE-OLUDENIZ	*17nm*
OLUDENIZ-KALKAN	*30nm*
KALKAN-KAS	*15nm*
KAS-FINIKE	*33nm*
FINIKE-KEMER	*41nm*
KEMER-ANTALYA	*19nm*

canyon, which are wonderfully icy and refreshing on a hot summer's day.

Your next stop should be Ölüdeniz (the Blue Lagoon). Climb up the verdant slopes and look down on the crystal-clear, ever-changing shades of the lagoon. It's now a protected area so its natural beauty is preserved and you can enjoy one of Turkey's finest beaches, or while away time along the promenade where shops and cafés provide pleasant distractions. Alternatively, go one better and paraglide — either solo or tandem — over the lagoon and land on the pearly white beaches surrounding it.

SAND DUNES AND WINDING STREETS

Historic Kalkan is a highlight of the Lycian Coast — a wonderful mélange of stunning landscapes, transparent seas, history, architecture and hospitality. If you're there on a Thursday, scour the market stalls, but any other day of the week set your sights on swimming, scuba diving, jet skiing, waterskiing and parasailing as Turkey was made for water sports and beach babes. Try Patara Beach, which is part of a national park backed by sand dunes and with Lycian ruins within walking distance. Or Kaputas Beach, which is so beautiful it's often used to illustrate travel brochures, although remarkably it remains unspoiled. You could also spend a day river-canoeing on nearby Xanthos River, with a barbecue lunch and a mud bath to top off the fun.

If you have time, stop at Kas — another peaceful waterfront town with interesting ruins — and aim for an overnight anchorage there as berthing beneath the floodlit Lycian tombs makes for a spectacular backdrop during dinner.

Stepping back in time once more, your yacht can cruise on to Finike, which was a trading centre in Persian times, then part of the Byzantine Empire, before falling to Arab occupation and finally settling in Turkish hands. It is famed for its oranges and its coast is home to many species of marine life, including sea turtles and Mediterranean monk seals. Among sites to see are the remains of a Phoenician merchant ship from around 1200 BC in Cape Gelidonya, and the ruins of tombs, a theatre, bas-reliefs and Greek and Lycian writings at Limyra.

Another pit-stop is Kemer. Stretch your legs ashore by walking around the town or dancing in the clubs and bars. Then on to beautiful Antalya, which has a winning combination of blue seas and tree-lined mountains. As you draw closer and drop anchor, you'll experience the perfect landfall before taking the tender ashore to explore. Kaleici, or Old Antalya, surrounds the old Roman harbour and has winding streets, narrow lanes and picturesque old wooden houses.

Once you've disembarked your yacht and stepped ashore for the final time, consider a day or two's extension on your holiday to explore the region. The upper and lower Düden waterfalls are stunning, as is Nilüfer Lake. Olympos also makes for a pleasant visit. An important city by the second century BC, it later fell to pirates before the Romans, Venetians, Genoese and Rhodians left their mark. As a result, the ruins are fascinating and wonderfully scenic with wild grapevines, oleander, wild figs and pines twisting up among them. ■

For further information on chartering in Turkey, contact your Camper & Nicholsons charter broker, see page 6

From far left: the pretty waterfront town of Kas; you're never far from long stretches of soft white sands; explore ashore to find local taverns and market stalls

The dream cellars

wine on board

Thanks to today's high-tech cellars, your favourite wines can be as comfortably accommodated on a yacht as your charter party, discovers **Kate Rigby**

You'd be forgiven for thinking there is just one crew on a superyacht, but in many cases there are two. While one set are the finest in their league, utterly disposed to please and competent sailors, the others can be poor travellers, fussy about conditions on board and prone to be utterly spoilt when you most expect them to deliver. When it comes to the latter we are, of course, referring to *Les Grand Crus*.

Sadly, fine wines and superyachts are not natural bedfellows. The former are sensitive travellers and the latter can be inhospitable hosts presenting challenges the likes of constant motion, altering temperatures, humidity and sunlight. While the average bottle of wine will probably fare acceptably at sea (and not provoke a hernia in the event that it does turn and need to be binned), wine connoisseurs would be wise to hesitate before ordering a case or two of their finest vintage Burgundy for a charter.

Thankfully, on-board wine storage has become something of a science, with specialist companies providing bespoke solutions for travelling wines. But before your chosen labels grace your hi-tech cooler racks, before they even arrive dockside, there's the all-important consideration of which ones you should chose to take, for even with the most sophisticated storage technology some wines simply don't 'do' yachts. Raise a glass, then, to those companies that exist not only to offer the expert advice you need when selecting the ideal wines to take on board, but which also supply them.

Wines that sail well

If you're in the market for expert advice pre-charter, ask your Camper & Nicholsons charter broker as they are in touch with expert wine suppliers, the likes of Vins Sans Frontières. Pre-charter, you'll also have the opportunity to liaise with the captain and chef of your chosen yacht to discuss how the on-board cuisine and your favourite wines can be partnered. Be prepared to elaborate on what sort of wine you generally enjoy at home, as well as the style and extent of entertaining you're anticipating on board, and your guests' tastes, which may differ from your own. From this information, and bearing in mind the specifics of the destination and duration of your cruise, your charter broker and a chosen supplier can recommend the ideal wines for your charter, and ensure that your yacht is provisioned accordingly.

Another company that specialises in providing advice and fine wines is The Antique Wine Company, one of the world's premier wine merchants established more than a quarter of a century ago and with a network of offices, advisers and storage facilities across Europe, Asia and North America. Five years ago, due to popular demand, the company set up a division advising →

THE PERFECT TEAM

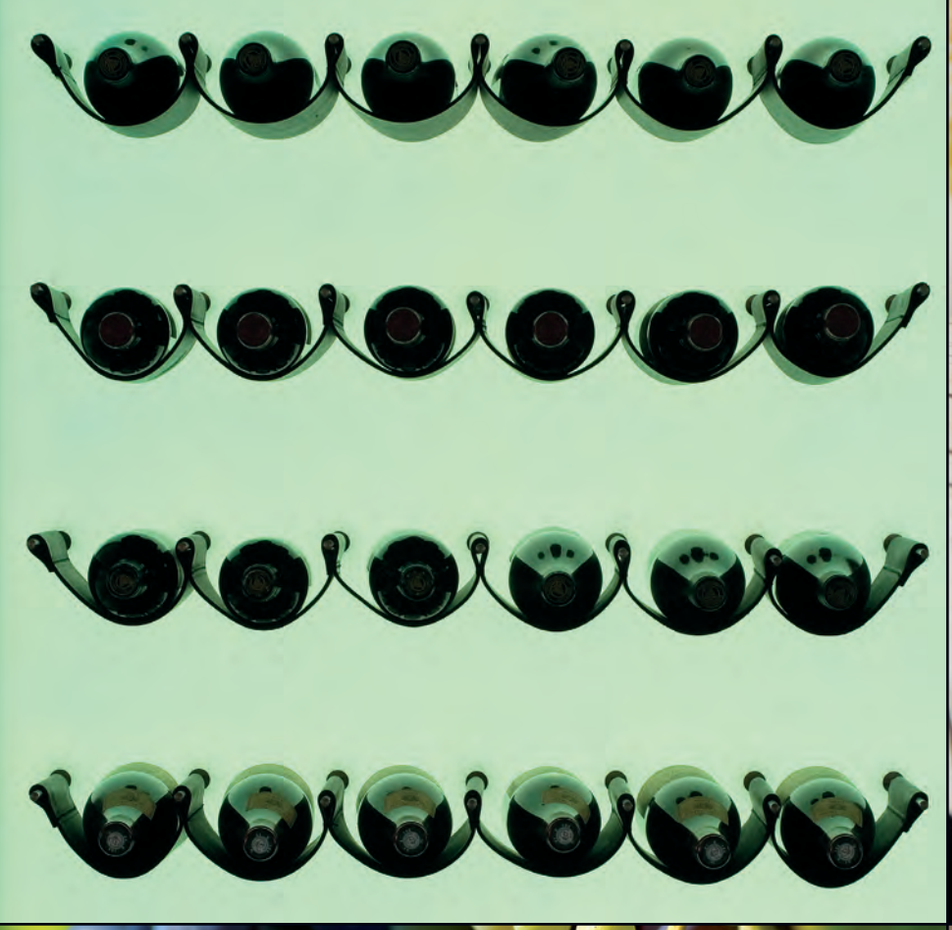
Just as the meals on your charter can be customised to suit your cruise destination, so too your choice of wine can reflect the areas in which you travel. If you're heading to the Mediterranean this summer, consider the recommendations of Stephen Williams, managing director of The Antique Wine Company, for the following regions:

The Amalfi Coast of Italy: *a top Italian wine, such as a 2000 Sassicaia or 2003 Ornellaia*

Southern Spain: *two highly recommended choices are the mouthwatering 2002 Pintia and Alvaro Palacio's magnificent 2000 L' Ermita from Priorat*

France's Côte d'Azur: *a Provence Rosé, ideally Garrus from Château d' Esclans, of which only three barrels are produced each year. The estate is owned by Lichine and the wine is made by Patrick Léon, former managing director of Mouton-Rothschild*

The Greek islands: *a lively and fragrant Loire Sauvignon Blanc from Dagueneau. For example the Cuvée Silex, which is well rated. Or, if you want pure Grecian inspiration, a 2010 Gaia Thalassitis Santorini, which has an intense, mineral, freshness. Santorini's black volcanic soils and the native Assyrtiko grape combine to produce something akin to a Chablis of the Cyclades.*



An example of Vinotemp International's cellars, with a capacity for 240 bottles

specifically on wine at sea. Managing director Stephen Williams confirms, "Wines that perform on land do not always work well on the ocean. One major issue with great red wines is their tendency to throw a natural deposit as they age." On terra firma this is not a problem because as long as there is no vibration in your cellar, the wine can easily be separated from the deposit by decanting it. However, as a yacht is in a perpetual state of motion, sediment quickly becomes suspended in the wine. "As a result," Williams continues, "We would strongly recommend against serving something like a treasured 1982 Petrus on board. It would be cloudy and unsightly and rather than tasting of liquid nectar, it would be unpalatably harsh and bitter."

Williams goes on to say that even great Champagne and white Burgundy will experience premature ageing if stored on board a yacht for too long — anything more than a year will do you no favours when you come to pull the cork. Ideally, wine should be kept on board for a maximum of two to three months, and always in a temperature-controlled cellar." Williams' tip with regards to red wine, in particular, is to opt for lighter, younger and more forward vintages. In other words, you need to select wines that have not thrown a deposit but that are drinking well now. That rules out certain years, such as 2005 for Bordeaux, however it brings into the frame other, more accessible vintages, such as 2001, 2002 and some 2003 wines. "I would suggest the exquisitely elegant Château Lafite 2002, the exceptional Cheval Blanc 2003, or the quintessential classic L'Evangile 2003," enthuses Williams. "All of these are superb wines that can be enjoyed now and are perfect for fine dining on board. If a great Burgundy is your preference, then a Domaine Ponsot Clos de la Roche, or a sublime 1999 Premier Cru Puligny-Montrachet from Sauzet would be ideal."

Wines and other beverages can be delivered direct to your yacht in the quantities you require, but should, *sacré bleu*, you run out mid cruise, your charter broker can arrange to wing out a few more cases to your yacht — a service that is also offered by the Antique Wine Company, which has a private plane in the south of France that can deliver wine to any Mediterranean port within 48 hours.

MAKING WINE AT HOME ON BOARD

The wine-storage area on any superyacht should ideally be:

- *Cool, with a constant temperature between 10 and 15°C (12 or 13°C being ideal)*
- *Between 60 to 80% humidity, and not higher than 95% (this can be ensured by a fridge or temperature-controlled storage area)*
- *Free of vibrations. A securely attached wine rack is essential, allowing bottles to lie on their side with no risk of movement*
- *Dark, with no direct sunlight*
- *Free from chemical odours, such as fuel.*

Creating an on-board cellar

Installing a wine cellar on board a yacht does not come cheap, but with great wines being a precious commodity the need to protect them correctly makes commercial sense, and increasingly owners are having cellars incorporated on new builds and existing yachts, although with the latter scenario options can be more limited depending on the existing layout of the yacht.

In recognition of the growing trend to take premier wines to sea, leading wine-storage manufacturer Vinotemp International recently added to its impressive list of wine cellar offerings custom luxury yacht wine cellars, starting at around $25,000.

Vinotemp creates yacht storage systems from scratch, including all cooling components, at its manufacturing headquarters in Southern California. India Hynes, president of Vinotemp, assures that, "Yacht commissions are custom-manufactured based on the requests of the client, using the finest materials to meet the builder's and owner's specifications."

What's more, all types of materials are available to match each yacht's decor, from stainless steel to exotic woods and veneers. The need to compliment the yacht's operating systems is also paramount, and for this reason Vinotemp manufactures all its own cooling systems for its cellars. This is crucial to enable the company to design around a yacht's individual drainage, airflow and power systems, ensuring that each cellar not only drains but also vents properly, thus working alongside each yacht's individual on-board systems.

A bespoke wine cellar is generally a focal design feature and a sure talking-point among guests, but it can be subtly concealed if an owner prefers more discretion. Cellars are commonly situated in the main saloon, or the area between a lounge and dining area, but some owners prefer to situate them near the galley, or to optimise space by incorporating them on stairways. Size varies depending on need. Hynes says, "The largest single wine cellar we created for a yacht had a 240-bottle capacity, but we have supplied four or five of our smaller custom wine cabinets that are spread throughout a yacht to make the most of space and create attractive wine-storage areas."

This is just one example of how cellars are now being customised to compliment the design quirks of individual superyachts and allow owners to enjoy their favourite wines on board — a development that is sure to be vigorously toasted. ■

For information regarding wine options on board, speak to your Camper & Nicholsons charter broker, see page 6, and visit The Antique Wine Company at www.antique-wine.com, Vinotemp at www.vinotemp.com, and Vins Sans Frontières at www.vsfgroup.com

TIDES OF CHANGE IN THE CHARTER SECTOR

industry report

The last few years have seen a shift in the charter market, which has gone from being a booming industry to a sector where supply exceeds demand. But how is the market faring now, and what's in store for the future? The Camper & Nicholsons charter team offers its expert opinion

By Miriam Cain

The economic downturn of the last few years has had an extremely significant impact on the yacht charter market, albeit somewhat delayed due to advanced bookings that temporarily distorted figures. But following summer 2008, no one could ignore the facts. Charter figures were down and booking habits were changing. For example, many regular charterers who would normally have immediately rebooked shelved their plans to do so. In a few cases during summer 2008, charters were cancelled and deposits lost, and yachts left empty as a consequence.

This caused a sudden surplus of supply, in addition to which many yachts that had previously been reserved for private use were made available for charter as owners attempted to offset running costs. The combination of these scenarios meant that a buoyant market was suddenly struggling. It became so critical at one point that some of the best-known, strictly commercial charter yachts were withdrawn from the charter market altogether and sold in an equally challenging sales market. Business became much more speculative, with last-minute booking becoming the norm. Charterers expected huge discounts, and both the retail charter and charter management sectors were affected and had to manage clients, often unrealistic, expectations.

In 2010, the market began to stabilise, with 2011 going a step further and seeing many of the more active charter yachts securing a healthy eight to ten weeks of bookings. Fast-forward to 2012 and there's a healthier forecast, with the summer season already shaping up to be strong. Tandy Demarchelier, head of Retail Charter for Camper & Nicholsons Europe says. "The charter market for the forthcoming season is already in much better shape than it was in 2011, and we still have time on our side in terms of taking bookings. Confirmed charters are definitely on the rise, and we have received a considerable volume of enquiries."

Barbara Dawson, head of Camper & Nicholsons Retail Charter in the US, reports similar news. "We are seeing a significant increase in the number of bookings for this summer, compared to this time last year. The summer season has certainly started well for Camper & Nicholsons."

On the charter management side, DJ Kiernan, who heads up Camper & Nicholsons' Charter Marketing Division, says the company's mantra with regards to recovery is 'slow and steady'. "Given the current level of bookings, we expect the summer 2012 charter season to be better than last year," he confirms.

BOOKING TRENDS

Pre credit-crunch, charter clients would often book a year in advance, particularly those wanting peak-season charters for a period of two-weeks or more, or aboard a particular yacht. The economic downturn has altered the way clients operate and

the industry has had to adapt to shorter lead times. That said, the 2011 summer season saw clients booking a little earlier than the previous summer season, and 2012 looks to be no different as the popular yachts already have full calendars. The biggest and newest superyachts still get booked up well in advance, and clients understand that if they want a particular yacht it's not worth the risk to delay booking.

Demarchelier believes that although the charter industry is emerging from the slump of 2009/2010, it will be some time before people change the cautious booking habits they have developed. "We are pleased that many clients have started to plan ahead again, especially those interested in the larger yachts, but we still expect a lot of last-minute enquiries," she admits.

Dawson says that despite the large volume of interest and enquiries they have received in the US, charterers are still slow to sign on the dotted line, and many are looking for the kind of deals that they were able to secure over the last few years. She says, "Some clients are booking early but I would say the majority are still taking their time."

LEVELS OF NEGOTIATION

One reality of the last three years has been the need for most yacht owners to lower their charter rates and adopt a more flexible attitude towards charterers' requests, acknowledging that this is the only way to survive in a struggling market. Owners who have listened to the experts and adapted accordingly are seeing business coming in, albeit at a lower rate than before 2008. Charter managers have also had to become far more proactive in their marketing approach towards retail brokers, rather than the previous reactive approach they were used to when demand greatly exceeded supply.

Kiernan believes that the economic downturn meant owners were more willing to listen to expert advice and that this trend has continued, even since the market has picked up. "Today owners are keen to hear how other yachts are priced and to take advice on where their yacht should be placed in the market," Kiernan says. "Most charterers want to be on board in the peak months of July and August, as well as Christmas and New Year. We are constantly reviewing levels of demand and keeping owners up to date, and when it comes to quieter periods we recommend that owners think about reducing rates or offering discounts. Looking back over the recent winter season we found that this worked well for owners, as it meant the yachts were given extra promotion and clients who would not usually have considering chartering a yacht found the offers too tempting to resist. Compared to 2011, we are seeing less negotiation as both enquiries and bookings are up. However, many owners are finding that some negotiation in the quieter periods — both in winter and summer — is necessary to get deals signed." →

Taking life easy on board Jo

Photography: Jérôme Kélagopian; Bruce Thomas

Although most owners are willing to negotiate to secure bookings, Kiernan believes that the majority do not want to devalue their product any more than it already has been. "Yacht owners and managers have adjusted their rates to the new market and, having done so, they are holding firm to a respectable value."

On the retail side of the charter business, Dawson believes that the level of negotiation for 2012 appears to be less than 2011, however Dawson says she still tries to negotiate a charter rate on behalf of the charterer. "It depends on various factors, such as the dates and length of the charter, the number of current bookings, the popularity of the yacht, plus the owner's desire and need for charter time for themselves," she says.

"Owners are definitely aware of the need to negotiate. They appreciate that although the market is recovering there are far more yachts being offered for charter than ever before and they acknowledge that competition is fierce at every level," Kiernan says. "However, we are not seeing the massive discounts we have experienced in the past. It is now more a question of commercial gestures or special offers, and charterers seem to be happy with that."

CRUISING GROUNDS

For the last few decades at least, yachting has focused on the traditional cruising grounds of the Côte d'Azur, Corsica, Sardinia and Italy's Amalfi Coast and it seems that 2012 will be no different. Trying to encourage clients, both owners and charterers, away from these traditional yachting destinations is challenging, but several brokerage houses continue to promote new cruising grounds.

"Last winter we had a number of yachts cruising to lesser-established cruising territories, such as the Indian Ocean and Australasia. We promoted these heavily and we did make headway but it was hard work," says Kiernan. "The majority of clients want the ultimate yachting experience at their destination, with everything from beaches and secluded coves to top restaurants, bars and boutiques. The lesser-visited cruising grounds do offer something different but only a handful of clients are willing to travel further for the experience." Kiernan goes on to explain that many of the yachts that explored further afield for the last winter season have returned to the Mediterranean in anticipation of a busy summer.

Demarchelier says that they have seen a lot of enquiries for the Eastern Mediterranean for summer 2012 charters. "We have received considerable interest for the Adriatic and Aegean; more so than in previous years. But the Amalfi Coast is also as popular as ever." Dawson concurs, "From my experience so far this year, there are the normal enquiries for the South of France, but also quite a lot for Croatia and the Adriatic and southern Italy."

Dawson believes that tax/VAT changes in France and Italy could affect the popularity of the Western Mediterranean. "If Italy stays on its current tack with VAT at 6.3%, which is a similar rate to that imposed on charter fees in Greece and the Bahamas, then the Western Mediterranean will remain popular, however if they opt for a full VAT rate of 19-20%, the market could see Croatia, Greece and Turkey benefiting to the detriment of France and Italy."

Demarchelier agrees. "We have noticed that the perception of the Western Mediterranean, including VAT on charter rates, is not being well received and we feel this fear is prompting clients to consider other destinations."

Kiernan says, "France and Italy remain ever-popular destinations, but we are seeing increasingly more interest in Croatia, Greece and Turkey than we have in previous years. This may, in part, be due to a greater number of fantastic yachts heading to the East Mediterranean.

"The Baltic and South Pacific are also getting more attention, as savvy charterers are looking for something new and different, and owners are meeting their demands and taking their yachts further afield," Kiernan adds.

In the western hemisphere, the Southern Caribbean — particularly St Lucia and the Grenadines — is gaining appeal as an option for summer cruising, and New England remains an old favourite for a proportion of the American market."

"The Bahamas, New England, the Adriatic and the Western Mediterranean remain popular," says Dawson. "A lot of our family charters are booked up for June. It is the perfect time before the rates jump to summer highs, and when the popular cruising areas are less crowded."

France and Italy remain ever-popular destinations, but we are seeing increasingly more interest in Croatia, Greece and Turkey than we have in previous years

THE LONG AND THE SHORT OF IT

For the majority of brokerage houses, the average number of weeks being booked for charters remains fairly static. As previously mentioned, owners have had to be more adaptable with regard to rates, but they have also had to be a lot more flexible about the duration of charters. Whereas before the credit crunch many of the larger, more popular yachts would impose a two-week minimum for charters during peak periods, now many owners are willing, if not keen, to accept offers for shorter periods of time.

However, in general, the majority of charters remain between seven to 14 days. "It is significant that owners are now willing to accept one-week bookings in the prime July and August period, when they used to be able to insist on ten to 14-days minimum at that time," says Demarchelier. "The average charter is now much shorter than it used to be."

Kiernan says that although he has not noticed a significant change in the duration of charters, either from the previous few years or from before the economic downturn, he has found that owners will no longer consider anything under the standard one-week minimum during peak periods, which they may have considered during the downturn.

A very small number of superyachts are chartered for a long period. Demarchelier has had a handful of enquires for charters of between six to nine weeks, "This is certainly more than we have had in the past 24 months so perhaps the tide is changing," Dawson hopes. "Longer charters were few and far between in 2009, but demand for them did steadily rise in 2010 and 2011, and it's a trend that appears to be holding in 2012."

TOP PRIORITIES

Aside from style, availability and price, which are usually a client's key criteria when first enquiring about a yacht, the most common preliminary question that a client will ask is the number of staterooms and the amenities on board. However, there are several other important considerations to take into account when deciding which yacht to charter.

Dawson stresses to her clients the importance of a yacht's crew. "Most clients do place great significance on the crew but it may not be their first question. I believe that the crew is as important, if not more so, than the yacht itself," she says. "It is the duty of the charter broker to ensure that the crew has a good reputation and will suit the charter party. Client input is critical in order to establish what they expect, and a charter broker's knowledge of the crew is equally important to ensure a good fit of personalities. I have had a number of clients request references for crew and I am more than happy to provide these when available."

Prior to the economic downturn, experienced crew were in such demand that they could pick and choose their yacht, →

and crew turnover was high as crew switched from one yacht to another between seasons. As a consequence of the recession, many yachts have laid off staff during the winter season and the resulting oversupply has meant that crew with jobs are happy to have them and will stay in their positions for longer. Needless to say, service standards remain as high as ever.

Demarchelier agrees, "Price is still up there as a key consideration, but crew, especially chefs, are of huge importance to the charterer. Deck spaces and interior décor are other important factors for many."

A DIFFERENT MARKET

"With regards to the future of the charter industry there is little more that we can actively do to improve charter business as we are dependent on external forces," admits Kiernan. "Once charterers regain confidence in the financial stability of their businesses and the economy, we'll see a more significant upturn in the charter sector."

Dawson says that it is sometimes hard to know which crises might affect the yachting market. "The first shock of the global financial crises seems to be past us, but we are still suffering from the aftermath, including confidence in the future," she says. "The recent unrest in Greece, the Middle and Far East and the effect on oil prices and stock markets all affect the charter market."

Dawson says that the enquiries pick-up in the early part of 2012 is largely due to a general increase in confidence, primarily from the US market. "We have seen a lot of interest in the Mediterranean this summer, and clients who stayed close to home last year are now considering more distant travel again, so the US market is travelling to the Mediterranean for summer charters."

Kiernan concludes, "Although we've noticed a recovery to some degree, there is no question that the recession continues to impact on the charter market. The key to the health of our industry overall is to find new charter clients. This will lead to new owners and more business for everyone."

Dawson agrees with Kiernan. "Attracting new clients to the charter market is more important than ever in order to introduce new blood to the industry. Many of my clients have chartered three or four times and then gone on to become an owner themselves, and this is how the industry should work." Dawson does, however, go on to say that throughout the downturn the main focus has been to keep existing clients. "As brokers, we have had to work harder to secure bookings from existing clients and as a result have become a lot more creative in our approach. Many of my clients are adventurous types and by finding a yacht in a new location I have been able to secure charter bookings for some very happy clients who may not otherwise have chartered this year."

Demarchelier believes that there is always room for improvement and this especially rings true with the yacht charter industry. "In addition to catering to the existing yacht-savvy individuals (those who have chartered before), at Camper & Nicholsons we are continually working on concepts to introduce luxury yacht charter to all high net worth and ultra-high net-worth individuals and their families, friends and colleagues," she says.

Dawson backs this up, "There are still many people who are unaware of yacht charter and the considerable benefits it offers compared to a hotel or villa holiday." She goes on to point out that whether or not a client has been affected by the financial crisis, many still perceive chartering a yacht as being the best possible way to ensure a successful, quality holiday. "For those who are having to work considerably harder during these times, a successful holiday is even more important than ever before," she says.

Whether or not a client has been affected by the financial crisis, many still perceive chartering a yacht as being the best way to ensure a successful, quality holiday

FUTURE FOCUS

The charter market relies heavily on repeat clients and referrals. The majority of established brokerage houses have an 80/20 split when it comes to repeat and new clients. But as Dawson stressed, the market needs to attract new clients to feed other sectors of the industry — from new build to brokerage and management.

The outlook for many repeat clients changes with time as they are able to move on to bigger yachts and so the repeat clients become new clients in the large-yacht sector.

Dawson has a number of repeat charter clients and over the years they have typically moved up to increasingly larger yachts. "There are certain clients with whom I have dealt for several years and the majority step up to bigger yachts each time they charter." Dawson has noticed that the age of her

clients has decreased. "The average age of my clients has decreased from mid-60s to early 40s, proving that new clients are entering the charter market. What I am more surprised at is that there is not yet a strong trend for clients from emerging countries enquiring and chartering yachts."

Kiernan has noted the same trends, "We are definitely seeing younger clients entering the charter market. The Russians and Ukrainians have returned, having all but disappeared for a short time. The Europeans are more active now, and the Americans are also coming back in force. There is a lot of talk about emerging markets but we are yet to see a definite trend."

Demarchelier goes on to add, however, that they are experiencing more interest from Asian countries that are new to yachting. "For the moment it is existing clients, or new clients with a similar profile, who provide the majority of our business," she says. "But the industry needs to encourage the new breed of clients from emerging countries."

"Our new charter clients at Camper & Nicholsons are younger," says Kiernan. "We have had a few coming from emerging countries like Brazil, India and China but they are not yet significant in number. It is no secret that Russians have been very active charterers for some time, and although they have been quieter than in the boom years they continue to book the bigger yachts for two-week charters. The bulk of our charter clients are still American and British, while the French and the Swiss are not far behind the Russians in terms of the number of charters booked."

What Camper & Nicholsons has seen is a younger clientele. "We are seeing younger, internet savvy, charterers who surf the web for charters." Added to this, Demarchelier has a few new clients that are the offspring of their 'chartering' parents. "Talk about creating a new generation of charterers," she says.

Demarchelier believes that as the division of wealth alters around the world, and the younger generation become potential charterers, it is up to a well-established, highly experienced team to attract the new breed of clients. "The best way to entice new business is to employ only highly experienced staff in every department: charter, brokerage and yacht management," she says. "Camper & Nicholsons appreciated this early on and this is why we have been successful."

In conclusion, it appears that the market has changed, not just from 2005 to 2008, when it was at its zenith, but also from 2009 to 2011. It is now neither a sellers' nor a buyers' market, but somewhere in between. All the brokerage houses suffered during the economic downturn and the upshot of this is an alternative approach from all. Supply continues to outstrip demand in some areas but not to the same extent as in recent years. Prices seem to be balancing out and owners are realistic about what they can expect. What is evident is the need for new blood in the market and the need for the industry to find innovative ways to attract it. ■

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NEW CENTRAL AGENCY

IMAGINATION 47m/154'2, Benetti, 2010, asking price €22,000,000 VAT paid

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NEW CENTRAL AGENCY

SMILE 44.2m/145', Benetti Vision BV07, 2006, asking price €9,900,000 VAT paid

GASTON LEES-BUCKLEY ☎ +33 (0)4 92 912 912 ✉ gleesbuckley@camperandnicholsons.com

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SHERAKHAN 70m/229′, Vuyk & Zonen, 1966/2005, asking price €35,000,000 VAT paid
MICHAEL PAYNE ☎ +377 97 97 77 00 ✉ mpayne@camperandnicholsons.com

JOINT AGENCY WITH MERLE WOOD & ASSOCIATES
KISSES 53.3m/175′, Feadship, 2000, price on application*
RICK MORALES ☎ +1 954 524 4250 ✉ rmorales@camperandnicholsons.com

QM OF LONDON 49.9m/163′8, Benetti, 1998, asking price €9,900,000
MICHAEL PAYNE ☎ +377 97 97 77 00 ✉ mpayne@camperandnicholsons.com

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WIDER 45.1m/147', Wider, 2014, asking price €21,900,000
DAVID SEAL ☎ +377 97 97 77 00 ✉ dseal@camperandnicholsons.com

IDYLLWILD 44.2m/145', Benetti, 2005, asking price €14,950,000*
JEAN-MARIE RECAMIER ☎ +33 (0)4 92 912 912 ✉ jmrecamier@camperandnicholsons.com

CD TWO 43m/141', C.N. Nicolini, 1995/2010, asking price €8,600,000 — available for charter
JONATHAN SYRETT ☎ +34 971 40 33 11 ✉ jsyrett@camperandnicholsons.com

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FORTY LOVE 42.06m/137'1, West Coast, 2003, asking price US$15,500,000
BOB O'BRIEN ☎ +1 561 655 2121 ✉ bobrien@camperandnicholsons.com

FAMILY DAY 41m/134'6, Codecasa, 2007, asking price €9,975,000
RICHARD HIGGINS ☎ +33 (0)4 92 912 912 ✉ rhiggins@camperandnicholsons.com
TIM LANGMEAD ☎ +44 (0)20 7009 1950 ✉ tlangmead@camperandnicholsons.com

ANDIAMO 36.6m/120', Benetti, 2007*, asking price: €8,800,000
FERNANDO NICHOLSON ☎ +1 305 604 9191 ✉ fnicholson@camperandnicholsons.com

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FAR NIENTE 35.3m/116', Hatteras, 1997/2011, asking price US$5,550,000
MICHAEL RAFFERTY ☎ +1 561 655 2121 ✉ mrafferty@camperandnicholsons.com

NEW CENTRAL AGENCY

GENI 28.3m/92'8, Overmarine, 2010, asking price €5,900,000 — VAT paid
CHARLES EHRARDT ☎ +33 (0)4 92 912 912 ✉ cehrardt@camperandnicholsons.com

MILEANNA K 32.3m/105'1, Tough Brothers, 1975/2004, asking price US$1,350,000
TIM LANGMEAD ☎ +44 (0)20 7009 1950 ✉ tlangmead@camperandnicholsons.com

MACA 28.3m/92'1, Benetti Sail Division, 2008, asking price €3,700,000
STEEN CHRISTENSEN ☎ +34 971 40 33 11
✉ schristensen@camperandnicholsons.com
MICHAEL PAYNE ☎ +377 97 97 77 00
✉ mpayne@camperandnicholsons.com

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NEW CENTRAL AGENCY
BLUE FLORENTIN 26.8m/87'1, Bugari Custom Yachts, 2004, asking price €2,950,000 VAT paid
ARNE PLOCH ☎ +34 971 40 33 11 ✉ aploch@camperandnicholsons.com

NEW CENTRAL AGENCY & BERTH FOR SALE
CASCAIS M 25.75m/84'5, Italiversil, 1998, asking price €595,000
CHARLES EHRARDT ☎ +33 (0)4 92 912 912 ✉ cehrardt@camperandnicholsons.com

NEW CENTRAL AGENCY
NICK OF TIME 24m/78'8, Maiora, 2005, asking price €1,800,000
CHARLES EHRARDT ☎ +33 (0)4 92 912 912 ✉ cehrardt@camperandnicholsons.com

NEW CENTRAL AGENCY & BERTH FOR SALE
GHADA 23.95m/78'6, Sanlorenzo, 1997, asking price €1,250,000
CHARLES EHRARDT ☎ +33 (0)4 92 912 912 ✉ cehrardt@camperandnicholsons.com

PIPIRIPAO 23.9m/78', Monty Nautic, 2003, asking price €1,750,000
JONATHAN SYRETT ☎ +34 971 40 33 11 ✉ jsyrett@camperandnicholsons.com

NEW CENTRAL AGENCY
PATAGON 23.8m/78'5, Marlow Marine, 2004/2011, asking price US$2,600,000
FERNANDO NICHOLSON ☎ +1 305 604 9191 ✉ fnicholson@camperandnicholsons.com

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ENTERPRISE 43.3m/142', Perini Navi, 1989, asking price €6,950,000
JEREMY COMPORT ☎ +33 (0)4 92 912 912 ✉ jcomport@camperandnicholsons.com

ROSINANTE OF NOTIKA 32.6m/106'1, Notika Yacht, 1998/2005, asking price US$ 4,900,000
BOB O'BRIEN ☎ +1 561 655 2121 ✉ bobrien@camperandnicholsons.com

GAIA 30.7m/100', Spirit Yachts, 2007, asking price €3,500,000
TIM LANGMEAD ☎ +44 (0)20 7009 1950 ✉ tlangmead@camperandnicholsons.com
ARNE PLOCH ☎ +34 971 40 33 11 ✉ aploch@camperandnicholsons.com

ALAS LIBRES 30m/98'4, Thackwray, 1984/2007, asking price €1,750,000
JONATHAN SYRETT ☎ +34 971 40 33 11 ✉ jsyrett@camperandnicholsons.com

BLUE PEARL 21.3m/70', Swan, 2003, asking price €2,375,000
TIM LANGMEAD ☎ +44 (0)20 7009 1950 ✉ tlangmead@camperandnicholsons.com

before you go

Mark Whiteley, director of British superyacht design studio Redman Whiteley Dixon, extols the delights of city walks and old photos

When you travel, what essential items do you take...

In your hand luggage? Old and new: a sketch pad and an iPad.

In your suitcase for when you arrive? Swimming trunks for the sea and a suit in case I have to attend any unexpected meetings.

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

I explore for a few hours on foot — it helps me get my bearings and a taste for my new surroundings, and the fresh air is great after all those hours in airports and on planes.

Where would you recommend for:

A luxury weekend stay? New York, it's the most exciting city in the world. The Thompson hotels there are glamorous and edgy. They're located in the centre of various compelling neighbourhoods and they cleverly reflect the feel and vibe of each.

A week's yachting holiday? Sailing slowly from Lymington in the UK down to Cornwall aboard my classic wooden ketch Zarik.

An extended holiday? Driving down the Amalfi Coast in a classic Italian car.

The ultimate travel experience? Sailing around Greece and Turkey. There are so many beautiful islands all within half-a-day's sail. The wild Cyclades are my favourite. I once took a three-month sabbatical and spent the time sailing Zarik across the Mediterranean. We cruised around the Cyclades and it was an unforgettable experience.

What is your all-round favourite travel destination?

Courmayeur in Italy — it's a really beautiful, bijou ski resort where the food tastes as good as the locals look! Off the main piste is a wonderful, little-known restaurant called Chiecco, which is run by friends — it's incredible.

What inspires you to travel?

New experiences, tastes and people. I also love visiting international harbours to check out all the beautiful yachts.

What's your one piece of foolproof advice when it comes to travelling?

Slip into another world and enjoy the journey rather than fighting it.

What travel ambition have you yet to fulfil?

I'd love to ride a motorbike along the west coast of the United States and up into Canada.

Do you relax on holiday or try to jam in as much as possible?

Both...

Travel light or pack the kitchen sink?

I try to travel as light as possible because it's nice to have some extra room to bring back a few exotic treats.

Take home only photos or shop until you drop for mementoes?

Photos... the Hipstamatic app for the iPhone is great for taking old-school grainy style pics. I've always loved vintage black and white shots in particular because they're so wonderfully atmospheric. ■

* E&OE. Top speed and range dependent on boat specification

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