

# YACHTING

AUTUMN/WINTER 2020

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MATTERS

**MAN AT THE TOP**  
**PETER HARRISON KGCN CBE**

**VOILE DE ST TROPEZ**  
**CHANGES ARE AFOOT**

**NORTHERN PATAGONIA**  
**A MYSTICAL LAND OF BEAUTY & ADVENTURE**

**SUPERYACHT PHOTOGRAPHER**  
**TOM VAN OOSSANEN**

**KILLER HURRICANES**  
**THE UNLUCKIEST MAN IN THE WORLD**

**CRUISING SOUTH EAST ASIA**  
**A TWELVE MONTH SABBATICAL**

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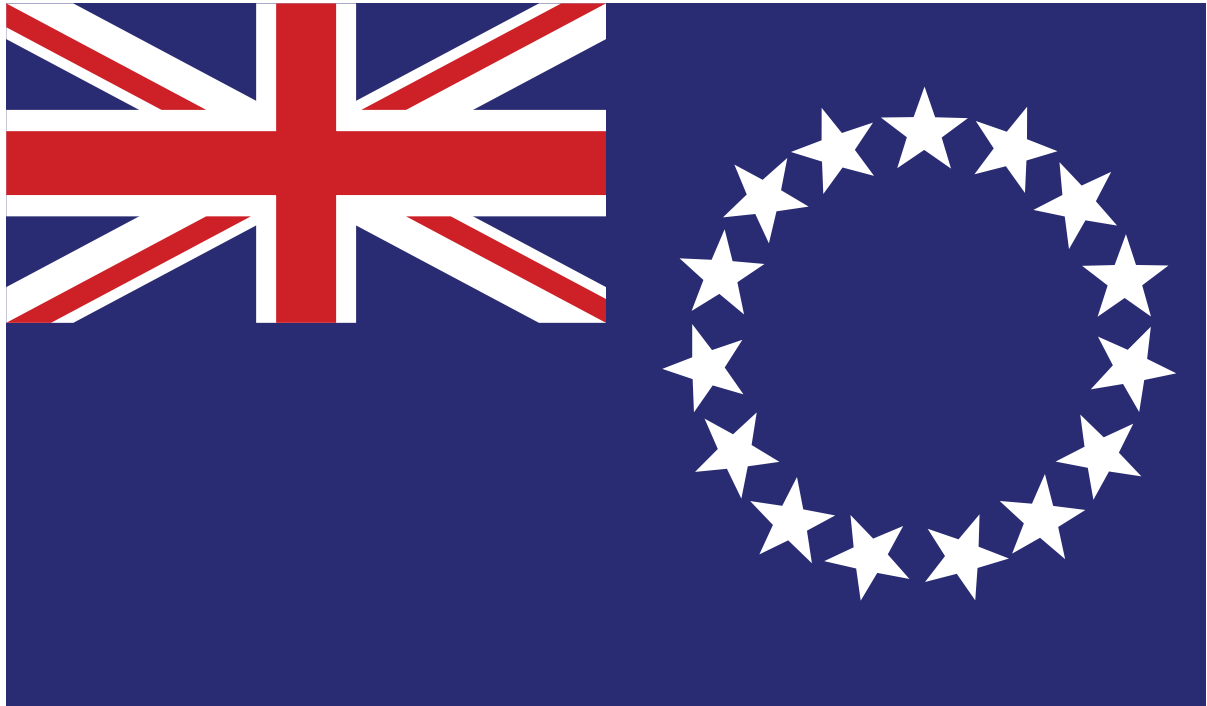
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OLIVER TREUTLEIN





# A NOTE FROM THE EDITOR

**H**OW DID THAT HAPPEN? I CANNOT BELIEVE that after 40 years in the yachting industry, if what we are told is true, an infected bat in Wuhan China has brought our industry to its knees. The knock on effect of Covid 19 has demolished major industries worldwide, not just ours, and of course there is no end in sight. There are a great many companies competing to produce an effective vaccine, the Holy Grail, taking every shortcut possible to get their efforts approved and no doubt hoping to make a small fortune along the way. In the short term they may give protection but what about the long term, who knows how any of these vaccines will react after years in our systems, they will have only been tested for a period of months, get that wrong and we may well, in a few years, be in an even worse predicament.

Also the day they announce a successful candidate, who gets it first, which countries will be allowed to share the technology, it is an endless and unknown path. One has to wonder if after all of the damage being inflicted on people's lives the immoral way would have been best, allow for herd immunity, had we all been allowed to continue, business (almost) as usual, it would have been a tough few months but at least the population would still have jobs, the youngsters their education and none of the immense mental stress caused by constant media bombardment and lockdowns would have been inflicted.

How has our industry been affected; many yachts have not moved at all this year, some are still where they were sitting during their winter refits, most charters were cancelled, along with sales, the lifeblood of yacht brokers around the world. Some charters have taken place and in certain cases Owners, undeterred, have taken their yachts cruising and overcome all of the obstacles that government bureaucracy has delivered. Many yachting businesses that have in the past thrived during the summer months, they make no income during the winter, will have a problem surviving through to next year, that is when the fallout will become most apparent.

As for me, when we had to shelve our April edition, three days before printing, we turned our attention to hosting free webinars. We did Covid meetings, bringing people together to discuss the pandemic and measures being brought in daily by very confused governments. At the same time we staged cruising webinars, ten in all, we took people to some of the most remote cruising grounds on the planet, they were great. We also did

one webinar to bring people's attention to yacht crew suicides with the initiative to launch [www.YachtCrewHelp.org](http://www.YachtCrewHelp.org). Thankfully enough funding was put in place to build the website, (much more needed if you can afford to help) and very soon the industry will have a totally independent mental health help line that will be operated by ISWAN. See page 8.

I hope the magazine you are holding serves as a good reminder of the activities our industry is renowned for. Some took place almost a year ago. Events have now been devastated and those still planned will soon find out if people are willing to visit, I have my doubts, but am hoping I will be proven wrong. As one major show manager explained to me before cancelling; 'we can sanitise the show area and keep it perfectly safe, but we cannot control what happens in hotels, restaurants, bars and during travel etc. and should anything go wrong, we will get the blame.'

In just a few months we will see the beginnings of the winter season, will yachts be heading to distant cruising grounds. I believe they will. The season in the Caribbean could be one of the best ever, just thinking of all the yachts that have sat idle this summer, a great deal of investment doing nothing, I think owners will, if they can, go the extra mile to make use of their assets, I like to hope so. My confidence is such that I have already booked a ticket to Antigua for the ACYM. At this present moment that event is still being planned for and Virgin is still a business!

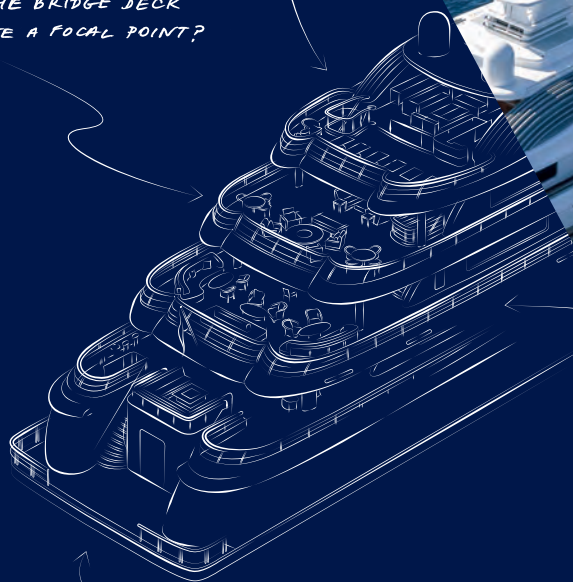
Now the good news! I have been in the Superyacht industry since 1978, I have seen a great many downturns, some major, mostly all for differing reasons. In the main Owners just kept on cruising, every time the prophets of doom prophesied the end of one of the most significant yachting eras ever, the vessels just kept moving. We will survive this, you will not see yachts being sent to the scrap yard, you never have, there is more excess money floating around (*excuse the pun*) in the financial systems of most major economies now than ever, this alone will keep yachts and owners connected. We just need to get to a point when cruising rules can be relaxed and travel restrictions lifted enabling Owners and guests to get to their destinations safely and away we will go again. That time will be here before you know it, I just hope we are all still able to enjoy it! >||

Stay safe.



CAN WE MOVE THE JACUZZI TO CREATE  
MORE SOCIAL SPACE AFT ON THE SUN DECK?

CAN WE INTEGRATE A FIRE  
PIT INTO THE BRIDGE DECK  
TO CREATE A FOCAL POINT?



IS IT POSSIBLE TO SOUNDPROOF  
AND INTEGRATE A CINEMA  
INTO THE MAIN SALOON?

COULD THE BEACH CLUB  
REDESIGN INCLUDE A GYM?

Photo: Rupert Peace



PERFECTION IS PERSONAL

THE DRAMATIC TRANSFORMATION  
OF THE AWARD WINNING 86M  
AQUILA ALLOWED HER EXPERIENCED  
OWNERS TO ACHIEVE THEIR  
DREAM OF CREATING A STYLISH  
CONTEMPORARY YACHT TO ENJOY  
WITH FAMILY AND FRIENDS...

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**C**AITLIN VAUGHAN, ISWAN'S PROJECT MANAGER, DISCUSSES THE new initiative to provide round-the-clock support to yacht crew needing someone to talk to.

*The [caller] was very emotional – she felt that her career on yachts had come to nothing, that she had no value and that there was no point in carrying on. She had no family or friends she could turn to leaving her feeling isolated and vulnerable.*



It's not uncommon for ISWAN – a charity which promotes the welfare and wellbeing of seafarers – to hear from yacht crew who feel isolated and helpless. In this particular case, ISWAN's helpline team were able to organise urgent remote counselling that would support her until she was in a much better place, unfortunately there are concerns that many other crew worldwide suffer in silence.

Working aboard a superyacht can be a dream job for so many; it's well paid and allows adventurous travel to the most beautiful parts of the world and life experiences that are not on offer in any other industry. Why then should ISWAN, who have established themselves internationally in caring for merchant seamen, focus on providing support for professional yacht crew who may not appear to face the same challenges? There are many reasons. The World Health Organisation estimates that one in four people in the world today will be affected by mental or neurological disorders at some point in their lives. Around 450 million people currently suffer from such



conditions, placing mental disorders among the leading causes of ill-health and disability worldwide.

A fulfilling job with a supportive employer can definitely help, but that alone might not safeguard against an unexpected period of mental ill health, nor should it preclude someone from access to life saving support. Moreover, we know that working on board can be challenging and that many of the same issues do apply to yacht crew and merchant seafarers alike, albeit in different environments. For instance, long working hours, employment instability, living closely alongside other crew and extended periods away from loved ones can take their toll. We also know that accessing confidential support can be extremely difficult when at sea or in a foreign country.

Maritime charities have existed to support and protect seafarers for over 200 years with well-established sources of help in hundreds of ports around the world. Despite those services existing for all seafarers, very few professional yacht crew appear to make use of them. This is likely to be because many aren't aware that support is in place. In 2018, ISWAN set out to gain a much deeper understanding of the welfare needs of professional yacht crew, through research sponsored by MHG Insurance Brokers, to ensure existing support adequately addressed those needs. The results of the research and responses from different areas of the industry provided a clear indication of the barriers that they were experiencing when trying to access essential support. Findings covered a variety of topics but some of the most serious comments and statistics centred on wellbeing. For instance, 82% of crew had experienced low morale 'sometimes', 'often' or 'always' and nearly 40% of respondents had experienced difficulties accessing mental health support. Significantly, we also saw that 62% of respondents experienced problems with on board leadership. The full report can be downloaded [here](#).

Among 13 recommendations the research highlighted two pressing areas of need for ISWAN to take forward. The first was to establish a support mechanism – specifically for professional yacht crew – to address the particular challenges of working in the industry. The other – to do everything possible to ensure all those in need know how to access that support. Through fundraising efforts and an assembly of industry stakeholders, the plans and means for an online toolkit were secured: YachtCrewHelp.org. Like ISWAN's reputable SeafarerHelp which assists thousands of seafarers every year, YachtCrewHelp.org is available 24 hours a day for those in need of free, confidential support – whatever their issue, wherever they are in the world. The helpline is manned by skilled staff trained in providing emotional support and performing suicide risk assessments. Crew can feel confident that they'll speak to someone who fully understands the complexities of working at sea. If the problem

is a practical one, the team do everything within their power to find appropriate help. Support is available, free of charge, via a range of methods including phone, live web-chat, email and call back request, to ensure crew can get in touch in whatever way suits them best with somebody that cares and understands.

An instantly accessible helpline isn't the only feature of the toolkit. Over time and through continued fundraising efforts, YachtCrewHelp.org will also include self-help resources on promoting psychological wellbeing and it will catalogue the support that exists through other relevant charities and organisations such as the Mission to Seafarers and Nautilus International. The toolkit will continue to be developed so that it grows into a central hub for the welfare and wellbeing of yacht crew, wherever they are.

The existence of YachtCrewHelp.org cannot replace the need for strong mental health policies, programmes and provision of company-focused mental health support onboard superyachts. As such, this online toolkit also serves as a means to raise awareness of the importance of protecting crew mental health. The establishment of this resource is essential to make sure all crew, regardless of personal situation, have somewhere to turn in times of need but it also has an important role to play in motivating companies and owners to protect the health and welfare of their crew while also working to reduce stigma across the industry.

ISWAN has been very fortunate to gain the support of a number of high profile organisations and individuals in the Industry including BOND TM, International Superyacht Society, Yachting Matters, Nautilus International, MHG Insurance Brokers, Wilson Halligan, Impact Crew, Burgess Yachts and the PYA. In order to meet what we expect to be a growing demand for this service, we need to continue to raise the necessary funds to keep our helpline running. >||

*Contributions to help support these vital resources can be made via [www.yachtcrewhelp.org](http://www.yachtcrewhelp.org).*







# 2019 LES VOILES DE ST TROPEZ

## CHANGES ARE AFOOT FOR 2020

SEPT 28<sup>TH</sup> – OCT 6<sup>TH</sup> 2019

PHOTOGRAPHY BY MICHAEL KURTZ – PANTAENIUS

**T**HE 21<sup>ST</sup> EDITION OF THE VOILES DE ST TROPEZ was, as always, supported by over 300 competing yachts that have gathered here to compete, in their own specific class for the past 20 years. Most have crew simply seeking the enjoyment and satisfaction that being out on the water, competing against old friends here in the Voile brings. Others, the professionals, arrive from the four corners of the earth, with the goal of bringing the glory that victory brings to their wealthy patrons, the owners of gleaming state of the art vessels, designed to contest this unique end of season event.

Day one of the Voiles was cancelled due to a mistral that would have caused havoc had the yachts ventured out into the bay for a race day.

The stewards were taking no risks, but day two opened under a clear blue sky with a breeze that built gradually throughout the morning offering ideal conditions for the first of a string of races that took place throughout that afternoon.

Classic yachts, especially the giants from yesteryear, have always been the centrepiece of this event, they take pride of place out in the bay creating a spectacle that thousands of visitors to the Town gaze at from the Harbour wall as they set themselves up for the start line, today situated just off the Portalet Tower. They are so gratifying to watch and in this modern age with all of its problems it is worth remembering just how eco friendly these wooden vessels are and moving these classics, many weighing anything up to 400 tons, simply





(or not so simply) using the wind, has to ensure this sport gets a five star rating and will be around for many more years to come.

Racing out in the bay could be seen the 96 ft Bermudan Fife ketch Sumurun (1914), recently refitted and gleaming like a new pin and one of the vessels the editor of this magazine worked on professionally in 1989. Also to be seen were other Fifes, Tuiga (1909) and Mariska (1908) and the two Moonbeams (1903 & 1914). The Nicholson designed Black Swan, launched in 1898 was also out in the bay and still performing at her best at almost 120 years of age. The large schooners were represented by the massive Elena of London, Naema, Puritan and Orianda along with the Bermudan yawl Nordwind and others.

The modern Wally and four maxi classes within the IRC A group had, as always, their own course set for them off the famous Pampelonne beach. Les Voiles was the final event of the IMA's (International Maxi Association) inaugural Mediterranean



Maxi Inshore Challenge that has included Sail Racing Palma Vela, Rolex Capri Sailing Week, Rolex Giraglia, Copa del Rey MAFPRE and the Maxi Yacht Rolex Cup. The event has also become the second largest gathering of maxi yachts in the IMA calendar after the Maxi Yacht Rolex Cup. In St Tropez this week four boats competed in the Wally class, including the two Wallycentos, Sir Lindsay Owen Jones's Magic Carpet 3 and David Leuschen's





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Galateia. Seven of the largest 'Modern' maxis are racing here for the Loro Piana Trophy in IRCA.1, the largest being Ronald de Waal's J Class Velsheda and the fastest American George David's Rambler 88. Twenty other maxis are competing across the three other classes IRC A 2-4 (plus another seven in IRC B). Among these are the grand prix racers, Jim Swartz's Maxi 72 Vesper and Sir Peter Ogden's 77 ft Jethou.

Also worth mentioning is the recently formed International Schooner Association. The ISA was created in St Tropez last year, under the aegis of the IMA with the aim of bringing together the owners of large schooners within a structured and organised sporting framework. The idea was to represent the interests of the owners of these vessels and to satisfy the specific needs of these fabulous, historic craft and in the short term, to give rise to the creation of a specific racing programme, honoured by the 'Schooner of the Year Trophy.' Members of this exclusive club are Invader (1905), Orion (1910), Mariette of 1915, Puritan (1931), Orianda (1937), Aschanti IV of Vegesack (1954), Elena of London (2009), Atlantic (2010), Germania Nova (2011) and Naema (2013). Les Voiles de St Tropez forms the only French leg of a year of competition, following on from Capri and Monaco.



The Rolex Trophy this year saw the Epoque Marconi B class selected to be the main craft that could compete. It was the perfect opportunity to shine a spotlight on these classic yachts of between 15 and 17 m in length, which have been created by some of the most renowned naval architects of the 20th century. Among the many candidates, Stormy Weather of Cowes had to



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Sea Eagle II, 81m  
Royal Huisman / Dykstra Naval Architects  
Photo Credit: Tom van Oossanen















be one of the stars. This Bermudan yawl was designed by Olin Stephens in 1934 and built at the Nevins yard in New York State from mahogany and oak when he was just 26 years of age and with a string of brilliant build successes already to his credit.

Day three of Les Voiles de St Tropez delivered a very windy afternoon and again no racing took place, to compensate the captains, owners and crew took full advantage of the street life in St Tropez, a treat that is always on hand when sails cannot be unfurled.

Day four, Thursday, was Challenge Day, a day when Les Voiles de St Tropez celebrates the creative spirit of the original regatta. For many years crew have battled it out for the Club 55 Cup, a race primarily between two contenders that takes the form of a sprint from a start in line with the Portalet Tower, round the La Nioulargue, a buoy that marks an underwater bank set around 5 miles east from Cap de St Tropez and then to Pampelonne beach and the Club 55, Patrice de Colmont's restaurant, for a rather boisterous lunch. The two contenders this year were the 12 m Ikra and Pride, the American Swan 44. Over 60 other crew and their yachts took part simply for the fun of the race, challenging one another to compete. Ikra took the Club 55 cup for the 3rd time, having gained the upper hand in 2003 & 2004.

Day five and after the fun and hard fought wins of Thursday and the celebrations that went on well into the evening, all of the crew took to the water again to celebrate this ever growing event and as if by magic, from around mid day, the breeze took hold throughout the three courses that were to be today's water filled playground. The breeze helped to inspire the 4000 sailors who, with their incredible variety of craft, were able to battle it out once more under beautiful blue skies and a range of challenging sea conditions.

By the time the evening had arrived the hoards of participants were more than ready to head to the legendary La Ponche restaurant for the annual crew party. Everybody had a great time as they shared in a giant tartiflette (a dish with potatoes, bacon and cheese) washed down with the best of local wines and accompanied by the practiced sounds of a local band. Saturday, day 6, the final day of this 20th anniversary event, was set for another display of racing that would enthral the massed ranks of weekend tourists for the final time this year. Even though the large gaff and Bermudan schooners are without doubt the main attractions here, simply the sheer volume and range of other vessels make this a unique event, not to be seen anywhere else in the world. The conditions were again perfect, allowing crew to enjoy themselves to the hilt, but above all everybody



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pulled together, maybe unwittingly giving those looking on a day to remember.

By the end of the day the racing within the Grand Tradition group alone must have enthralled even the most indifferent of the observers. First in line for honours was



Sumurun, she triumphed by a whisker against Mariska. Elena of London has often gained the edge in elapsed time but on this occasion even she had to bow down to the speed shown by the much smaller Moonbeam IV.

The winners of the many other classes represented by the massive fleet also took their prize on the following day, Sunday, at the presentation ceremony held at the Citadel before heading home, satisfied and ready to begin preparations for the racing that will take place in 2020, same place, but with slightly differing schedules and dates.

#### THE TROPHIES:

- Town of St Tropez Trophy: Nanoq – Prince Frederik of Denmark
- Rolex Trophy: Cippino II – Daniel Sielecki
- Loro Piana Trophy: Velsheda – Rambler – Leopard 3
- Yacht Club de France Trophy: Khayyam – Marc Lorgnon
- BMW Trophy: Wally 77 Lyra – Terry Hui
- Club 55 Cup: Ikra
- Centenary Trophy: Olympian
- IMA Mediterranean Inshore Challenge: Wallyno – Benoit de Froidmont
- Maxi Friendly Challenge: Leopard 3 – Samuel Wright.



- ISA Schooner Cup Series: Elena of London – Steven McLaren
- North Sails Trophy: Solte – Genser Hasip
- Torpez Trophy: Nanoq – Prince Frederik of Denmark
- Suzuki Trophy: Bella Donna – Jean Marie Genneri
- Marines de Cogolin Trophy: Give me Five – Adrien Follin
- Air France Trophy: Sumurun – Hugues Boulanger
- SNSM Trophée: Kismet – Richard Matthews
- Bessarat de Bellefon Trophée: Seven Seas of Porto – Marcus Kemp
- Esprit Village Trophy: Yanira – Pepe Negrete
- Mercantour Trophy: Stiren – Oren Nataf
- Crew procession: Frogfoot
- Bowls competition: Pondoro
- The Yacht Club de France's Autumn Cup: Pitch – Patrice Riboux

*Les Voiles de St Tropez 2020 will take place over two weeks, from 26th September to 10th October. The legendary meeting of the most beautiful boats in the world is upping the ante in its hosting of the largest classic and modern craft, which will henceforth enjoy their own event. 'We envisage splitting the fleet into two groups,' explains Tony Oller, President of the Société Nautique de St Tropez. 'For boats up to 24 metres, approx 250 or so – except for specific classes – the dates and the programme remain unchanged, aside from the prize-giving, which will take place on the evening of Saturday 3rd October. The major new feature*



*revolves around offering the large and very large boats, we expect 30 to 40 to attend, classic and modern alike, their own exclusive week from Monday 5 October.'*

The spectacle of all of these large vessels in the port is one that we can only at this stage wonder at. >||

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# SUPERYACHT INTERIOR DESIGN



**M**ARCIA TUCKER INTERIORS WILL BE AT THE Superyacht Pavilion of the Fort Lauderdale International Boat Show this fall as she unveils her newest collaborations with Paola Lenti Furniture for yachts; a line of pillows and fabrics from Loro Piana; and also flatware, tableware, and glassware curated for yachts from designs by Christofle and Vista Alegre. Marcia Tucker Interiors, located in Greenwich, Connecticut, USA, is a high-end residential and commercial interior design firm best known for fusing European elegance and Brazilian influences with modern design to

create thoughtful and original interior concepts for each client. Marcia transforms residences, second homes, private planes, and superyachts into authentic living spaces with thoughtful uses of colour, shapes, textures, and light. Whether your yacht's interior just needs a little rejuvenation or a complete re-design, beautiful and functional vessels should be well thought-out and planned with somebody you trust and someone who can deliver for a variety of tastes, ranging from minimalist layouts to more classical yacht styles.

Marcia has designed interiors for both royal and successful families and has gained notoriety for delivering beautiful land-based projects all over the world, including Cairo, London, São Paulo, New York, Aspen, and San Francisco. Her entrance into designing yacht interiors was a natural extension of her residential practice as clients started asking her to design the interiors of second homes and yachts. At the Monaco Yacht Show her work featured on a specific yacht in a 'Superyachts for Sale' event hosted by Fraser Yachts. They credited her beautiful uplift to the interiors with the yacht trading during the event.

Born in Rio de Janeiro, Brazil, Marcia was exposed to design from a very young age. Her family's first home was designed by renowned Brazilian architect Oscar Niemeyer, a pioneer in modern







international architecture. Rio's natural beauty, contrasting colours of blues, greens, and whites, as well as the Burle Marx sidewalk along the beaches are part of her aesthetic. She attended the KLC School of Interior Design in London, where she graduated with honours. When you hire Marcia, you enjoy the benefit of her global eye, honed through years of living in some of the world's most cosmopolitan cities. Whether you need help displaying fine art and choosing luxury linens, or reimagining your interior spaces, Marcia brings the same superb taste and attention to detail to everything she does. The result is a body of work that reflects a melding of culture, art, textiles, landscapes, and architecture.

Marcia is known for her residential interiors, but the ocean has been a constant part of her life. Being raised in Rio de Janeiro, she could not escape the beautiful beaches and seascapes at nearly every turn. As a young adult, she lived in New York City, where she was married aboard a yacht in the New York Harbour. Naturally, the ceremony was performed by the Captain. For the past 18 years, she has lived in the coastal town of Old Greenwich, Connecticut. She is a member of the Old Greenwich Yacht Club. She raised two sons with a love for sailing, both of whom are now certified sailing instructors. It should come as no surprise that Marcia Tucker and her design firm now find themselves designing yacht interiors. After all, there is no better second home than the one that travels the oceans.

# MARCIA TUCKER

I N T E R I O R S

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PHOTOGRAPH: SERGIO CHIMENTI  
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# NORTHERN PATAGONIA

## A MYSTICAL LAND OF BEAUTY & ADVENTURE

BY CARLOS MIQUEL

**I**N 1519 FERDINAND MAGELLAN SET OUT FROM SPAIN IN search of fame and fortune with a fleet of five ships to discover a western sea route to the Spice Islands in Indonesia. On October 21, 1520 Magellan entered the strait that came to bear his name. He was the first European to cross from the Atlantic Ocean to the Pacific Ocean and established a trading route that was used for nearly four centuries until the Panama Canal was opened in 1914. Once Magellan had carved out this new route, many brave seafarers followed in his tracks sailing these waters to discover the land and fjords known today as Patagonia. This long list of Magellan's successors are among the greatest navigators and explorers of all time, individuals such as Francis Drake, James Cook, Louis Antoine de Bougainville, Robert Fitzroy, Charles Darwin and Joshua Slocum, to name a few. Today, many landmarks in the southern tip of the Americas bear names of mystical propensities, such as Cape Horn, Tierra del Fuego, Drake Passage, Beagle Channel, Darwin Range, English Narrows and many more.

While 2020 marks the 500th anniversary of the discovery of the Magellan Strait, much of the Patagonian fjords remain the same as described by the first explorers – untouched, vast, exotic, wild and infinite in their beauty.

Geographically, Patagonia is defined as the territory south of the 41st parallel on the American continent, land that is shared by Chile and Argentina. Divided from Argentina by the spectacular Andes Mountain range, the Chilean Patagonia is demarcated by the cities of Puerto Montt in the north and Cape Horn in the south.

These two points are separated by a flying distance of almost 1700 km and at least 1300 nautical miles of navigation through some of the most breath-taking and majestic views on this planet. Visitors will discover a truly unspoiled wilderness of mountains, millennial glaciers and forests that nestle in countless sea fjords and channels with the imposing backdrop of the Andes.

Due to its vastness, for cruising purposes Patagonia is best divided into three different areas – Northern, Central and Southern Patagonia – each of these quite different from each other and each covering a navigational distance of roughly 400 – 700 nm depending on the itinerary.

### THREE DISTINCT PATAGONIA CRUISING AREAS

- Northern Patagonia – A stunning mix of lakes, volcanoes, temperate rain forests and rivers rich in fish and bird life.
- Central Patagonia – Experience the remoteness of Patagonia navigating its fjords to visit breathtaking landscapes and glaciers.
- Southern Patagonia – The glaciers and fjords are only accessible by water, here you can witness the richness of Patagonia wildlife.

Most of the navigation along the routes takes place in deep, protected fjords and channels. In case of adverse weather conditions there are plenty of well protected anchorages in which to spend a quiet day or night. Some say that in Patagonia one might experience four seasons in a day – from time to time high winds or waves can arise, but they never create any real danger. In general, cruising in the Patagonian fjords is very safe.





CRUISING IN CHILE

Continue reading to learn more about Northern Patagonia. Central and Southern Patagonia will hopefully be covered in issues 39 & 40.

**ABOVE:**  
PUERTO MONTT

### NORTHERN PATAGONIA

Northern Patagonia offers spectacular areas to visit and is delimited by the city of Puerto Montt in the north and the San Rafael National Park in the south, it also encompasses the astonishing island of Chiloe. Itineraries can cater to a variety of tastes and desires – from high energy outdoor activities to more relaxed pastimes such as hiking through stunning pastoral landscapes, exploring small, stunning islands, visiting glaciers or indulging in a cultural experience on Chiloe Island with its iconic architecture and its friendly people.



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**ABOVE:**  
COCHAMO VALLEY –  
TAGUA TAGUA LAKE

#### NORTHERN PATAGONIA ITINERARY

Although Patagonia can be navigated in a southbound or northbound direction, most yachts use Puerto Montt as their starting point. The largest city in Patagonia with a population of 220,000 inhabitants, Puerto Montt is home to the only marina south of the equator capable of holding yachts up to 110 m in length and is a perfect standby spot for yachts and their crews. All main marine services are available and it is served by several daily flights from the capital Santiago or by road for any oversized items that may need to be transported. The best time to visit northern Patagonia is from mid-October through early April.

*Following are some of the highlights of a southbound itinerary.*

#### PUERTO MONTT

This is a bustling port city that acts as the northern gateway to Patagonia and Chile's privileged Lake District. In 1852, the first German settlers began to arrive to this area and a year later the city was officially founded. For a Northern Patagonia cruise, guests traditionally arrive at El Tepual International Airport via private jet or on a commercial flight before a 30 minute transfer to the marina. Many outdoor activities are available in the area surrounding Puerto Montt including horseback riding, rafting, mountain biking, fly-fishing, hiking and much more. A visit to the neighbouring towns of Puerto Varas and Frutillar is also highly recommended.

#### SOTOMO | COCHAMO

The yacht departs towards Sotomo and Cochamo in the Reloncavi Sound. Several National Parks and Reserves are situated in the vicinity of this fjord: Alerce Andino National Park, Hornopiren National Park, Llanquihue National Reserve and the Cochamo Valley Reserve.

Cochamo Valley is dubbed the Yosemite of Chile – it is a famous rock-climbing destination with many granite walls and domes ranging around 1000 m in altitude. The U-shaped valley was carved by a glacier millions of years ago and nowadays is covered by lush green pasture land that gives way to dense rainforest before reaching the granite peaks. Along the way there are countless waterfalls, carrying clear and pure mountain water. The valley is a great destination for sports climbers, but also offers kayaking, horseback riding, trekking and hiking. Sea kayakers and paddle boarders will be witness to an abundance of wildlife in the fjord: dolphins, sea lions, cormorants, gulls, pelicans, kingfishers and much more. Fishing fans will find hake, kingclip and a local whitefish called robalo in the sound, there is also excellent salmon and wild trout (brown and rainbow) fly-fishing in the Puelo River. For volcano climbing enthusiast there is a trek from the Hornopiren National Park that leads to the peak of the 2147 m high Yate Volcano. This volcano is one of the largest in the region and its 45-degree slopes form excellent ground for heli-skiing and snowboarding. For the less active there is the option to see this magnificent valley from above in





a heli-sightseeing tour or to spend the day in a Patagonian lodge enjoying a wide offering of activities and excursions.



CRUISING IN CHILE

#### ISLA MECHUQUE

For a change of pace, the yacht will cross the Golfode Ancud and arrive at Isla Mechuque on the northeastern side of the magical island of Chiloe. Mechuque is part of the Islas Chauques, considered Chiloe's most beautiful island chain, often referred to as the 'Venice of Chiloe' for its wooden stilt-houses, called 'palafitos'. Mechuque is like a mini Chiloe offering all of the larger island's attractions condensed down into an area that makes for an easy and memorable day trip. From Mechuque visitors can undertake several activities like kayaking through the beautiful maze of interconnecting waterways or taking the relatively easy hike up to the Mechuque viewpoint, the perfect place for enchanting panoramic views of this picturesque island network. Further northwest from Mechuque lies Monumento Natural

**ABOVE:**  
UNESCO WORLD  
HERITAGE CHURCH  
IN CHILOÉ

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**ABOVE:**  
FUR SEALS ALONG  
CALETA PORCELANA

**BELOW:**  
HIKING TRAILS  
IN PUMALIN  
NATIONAL PARK

Islotes de Puñihuil, known for being the only shared breeding site for Humboldt and Magellanic penguins and a place where giant blue whales gather.

#### **ABOUT CHILOÉ ISLAND**

Chiloé Island is the main island in the archipelago of the same name, is home to idyllic landscapes and is known for its iconic wooden churches. There are a lot of places and sights to discover on and around Chiloé. Since it is separated by water from the

mainland, many of the local traditions have been preserved here, instead of merging with the Spanish culture after the conquest. The UNESCO World Heritage iconic wooden churches of Chiloé can be found mostly in the center on the eastern side of the island. Built in the 18th and 19th centuries when Chiloé was still a part of the Spanish Crown possessions, the churches represent the fusion of European Jesuit culture and local native peoples' skill and traditions. The churches are a unique architectural phenomenon in the Americas, and one of the most prominent styles of Chilote architecture. Unlike classical Spanish colonial architecture, these churches are made entirely in native timber with extensive use of wooden roof shingles.

#### **CALETA PORCELANA**

At the entrance of the 22 nm mile long Comao fjord that leads to Caleta Porcelana is the Quintupeu inlet, where the German battleship Dresden, under command of Admiral von Spee, found refuge during her escape after the Battle of the Falklands in 1915. She was then chased by the British Royal Navy all the way to Robinson Crusoe Island, where she was scuttled and still lies today. The landscape along the fjord is majestic – high and steep mountains with hot streams flowing down from the forests that create natural pools of water where one can swap between the steaming pools to icy rivers in just a few paces. The warm waters from the pools that flow into the fjord attract several large colonies of sea lions and endemic birds.





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**ABOVE:**  
PUMALIN  
NATIONAL PARK

Caleta Porcelana lies at the end of the fjord and at the northern end of Pumalin National Park that offers the adventurous traveller an abundance of opportunities for exploration, wildlife-watching, learning and relaxing. Sea kayakers can explore the Comao fjord, where dolphins, sea lions and even whales are spotted frequently. Hikers can find a range of trails, from beginner to advanced, leading to waterfalls, up volcanoes and through the dense rainforest. Skilled climbers will find endless unclimbed peaks to explore, with massive granite walls and expansive glaciers. Those interested in Pumalin's diverse and unusual flora can enjoy botanical walks and cyclists are welcome and encouraged to travel through the park.

#### CALETA GONZALO

Caleta Gonzalo is a cove on the Reñihue Fjord and is the starting point for several amazing hiking trails in the Pumalin Park through thick Patagonian forests.

- Cascadas Trail climbs and winds through thick rainforest to a high waterfall.
- Laguna Tronador Trail ascends to an outlook that provides astounding views of the Chaiten Volcano summit.
- Los Alerces Trail goes across the Rio Blanco to a large alerce grove.
- Cascadas Escondidas Trail leads to the majestic 'hidden' falls.
- Lago Negro Trail winds through dense forest to the reed-lined lake by the same name.
- Sendero Ventisquero Amarillo takes trekkers towards the Termas El Amarillo hot springs.

Guests can also visit apiaries that produce delicious Patagonian honey and there are many places for fishing. The fjord itself is home to abundant marine wildlife and offers a great opportunity to do some kayak and tender exploration.

#### ABOUT PUMALIN NATIONAL PARK

The Pumalin Project began in 1991, when Californian Douglas





Tompkins, acquired the 17,000-hectare Reñihue Farm to protect its primeval native temperate rainforest, at risk from logging. Douglas first visited Chile in 1961, and returned regularly to climb, ski, kayak, and hike throughout the southern region. After years in business – as the founder of The North Face and co-founder of Espirit – he sought to contribute toward protecting one of Earth's last remaining wildernesses and combating the global extinction crisis. Vast, remote, but facing numerous ecological threats, south Chile offered major opportunities for large-scale conservation. Over the years the park grew to around 400,000 hectares and after Douglas Tompkins' death in 2015, his widow Kris McDivitt – the CEO of the Patagonia Clothing Company – and her family, decided, in 2018, to donate the park to the Chilean Government, making it one of the seventeen national parks from Puerto Montt to Cape Horn that feature a route of close to 2700 km of pristine landscapes, fragile ecosystems, and diverse local cultures, named the Route of the Parks of Patagonia.



#### ACHAO AND CASTRO

Zigzagging back to Chiloé, visitors have the opportunity to visit Achao and Castro.

Achao is a small town on the island of Quinchao that lays on level ground surrounded by hills with a shallow sandy beach. The architecture in Achao is known for the wide variety of larch

**TOP:**  
'PALAFITO' HOMES  
IN CHILOE

**ABOVE:**  
ISLA CAILIN –  
CORCOVADO GULF





**ABOVE:**  
FLYFISHING ON  
PALENA RIVER

**RIGHT:**  
UPPER  
FUTALELFU RIVER

tiling used on the roofs and walls of its houses. The church of Santa Maria de Loreto is Achao's main attraction as it is constructed entirely of wood dating back to the 18th century.

Castro is the capital of Chiloé and is a convenient base for exploring the central part of the island. The town is known for its collection of 'palafitos' which can be found in several places. On the waterfront is also a local artisanal market which offers an excellent selection of hand-knitted woolen goods and handicrafts.

Opposite Castro, on the western coast of Chiloé, lies the Chiloé National Park, dominated by a dense Valdivian rain forest formed by trees, evergreen shrubs and climbing plants. With a north-south extension of almost 60 kms, this large park offers abundant wildlife and hiking trails along lakes, lagoons, coastal dunes and colonies of sea lions. While in Achao and Castro make sure to enjoy a local 'curanto' a traditional meal of the region consisting of seafood, meat, potatoes and vegetables that are prepared in a hole dug in the ground and lined with stones and leaves and cooked for several hours with delicious local spices.

#### CHAITEN

Chaiten is a cove at the southern end of Pumalin National Park lying at the mouth of the Yelcho River. Upstream is Lake Yelcho, a prime destination for fly-fishing enthusiasts. Flowing into Lake Yelcho is the Futalelfu River (meaning 'Big River' in the local Chono language), one of the premier whitewater rivers in the world and a focal point for the world's best paddlers. The Futalelfu River is fed by glacial snow melt from the Andes and the river gorge drops as low as 1700 m below the surrounding



glaciated peaks. The valley formed by the river with its turquoise waters and magnificent landscape is referred to by the locals as 'un paisaje pintado por Dios' – a landscape painted by God. Chaiten is also used as an anchorage for climbing and heliski expeditions to the nearby Corcovado Volcano.

#### CAILIN ISLAND

Crossing the Corcovado Gulf to the west towards the southern tip of Chiloé, the yacht will arrive at Cailin Island, one of three islands close to the town of Quellon.

In 1764 Jesuit missionaries built the Mission Caylin, where they tried to evangelise the Chonos and the Cauchahues tribes. During colonial times Isla Cailin was called the 'End of Christianity' because it was the southernmost place populated by Christians in



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**ABOVE:**  
QUEULAT HANGING  
GLACIER

**BELOW:**  
PUERTO AGUIRRE

the Americas. Charles Darwin visited Cailin Island during his trip around the world and mentioned the island in his books.

To the southwest on Chiloé Island lies the Tantauco National Park, an attractive ecotourist destination due to the remarkable biodiversity of its nearly untouched Valdivian temperate rainforest. Some of the endangered species that can be seen in the park include Guaitecas cypress, Huillin otter, Chilote fox and blue whales. The park has been hailed as one of the 35 key sites of biodiversity on earth, as well as being distinguished as a priority conservation spot in Chile.

#### RAUL MARIN BALMACEDA

Located at the mouth of the Palena River and southeast of the Corcovado Gulf, Raul Marin Balmaceda is surrounded by striking natural beauty and gorgeous landscapes. Dozens of rivers flow from the area's glaciers into the ocean, bringing organic material from the forests and thus giving life to an aquatic ecosystem rich with biodiversity. Visitors can take to the water in a sea kayak, hop on board a tender or hike to see the wonderful creatures that abound here. Sandy sediment accumulates from the Palena river delta forming long, beautiful beaches. In the backdrop the town is encircled by large slopes, exuberant vegetation, and rocky, stark cliffs.

The mighty Palena River extending from the pampas to the Pacific, provides a fascinating way of exploring the

hugely contrasting environments of Patagonia. It is navigable along its whole length and is famous for large, wild trout fly-fishing. A short distance south of Raul Marin Balmaceda lies the Melimoyu Sound where blue whales are the main attraction, it is estimated that 10% of the world's population of these cetaceans migrate here during the summer to feed on krill.

#### ISLA JECHICA

Isla Jechica is a unique place in the Guaitecas Archipelago that was home to the native Chonos and is made up of more than 40 islands where nature remains in a primitive state due to its isolation from the mainland. Its numerous channels and





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islands are a great place to explore for adventurous navigators using a kayak or tender. On land, visitors will discover the pleasure of silence in this exuberant evergreen pristine and untouched paradise. Isla Jechica offers a variety of excursions, some more demanding than others. By walking through its magical landscapes using the many trails, visitors will be able to enjoy nature and observe the different species of flora and fauna that thrive on the island and are endemic to the area.

#### PUYUHUAPI

Tucked into the Jurassic scenery of overgrown ferns and nalca plants, the quaint Puyuhuapi Lodge is a secluded hot-springs resort and spa only reachable by sea. It is a gateway to the nearby village and to the Queulat National Park. The centerpiece of the park is the Queulat hanging Glacier (Queulat means 'sound of waterfalls' in the Chono language), the northernmost glacier in Patagonia that can be visited while cruising the fjords on a yacht. The park offers seven trails through thick Andean Patagonian forest vegetation of different length and difficulty, none longer than 5 km.

About 5 nm away from the resort at the end of the sound sits the little village of Puyuhuapi, founded by German settlers in 1935. The secluded agricultural colony grew with skilled Chilote textile workers who through their craftsmanship helped manufacture high quality carpets at the factory built by the settlers, exporting their carpets worldwide – unfortunately the factory closed only a few years ago.

Geologically the area is part of the Melimoyu volcanic system, which provides the entire region with hot springs along the fjord's shoreline. From time to time dolphins and seals

frolic in the bay enjoying the pools of warmer waters created by the springs. Likewise, visitors that enjoy the hot-springs will feel invigorated with the combination of thermal waters and seawater. For fly-fishing enthusiasts, not far from the village, there is excellent trout fishing in the nearby Risoptaron and Rosselot lakes.

After a day of activities visitors should make sure to enjoy a delicious Patagonian Nalca Sour or Calafate Sour. Legend has it that anyone who savours the local calafate berry must return to Patagonia!

#### PUERTO AGUIRRE

Puerto Aguirre is a picturesque small fishing village settled in 1940 that depicts life in the solitude of the Patagonian fjords, worthwhile visiting for a few hours or as an overnight anchorage. The area is known for abundant seafood such as the large mussels called 'cholgas', sea urchin and fish, today mainly salmon. Due to its remoteness, in the early years village children showed enormous interest in approaching vessels, they would interact with the visitors who frequently brought them presents. The children often acted as enthusiastic guides – a tradition that continues today on most weekends and during the summer months.

For hiking enthusiasts, Puerto Aguirre's concrete cobbled streets lead to a high mirador and there is also a trek along an Austral forest path. The local cays are great for kayaking and fishing.

#### SAN RAFAEL GLACIER

South of Puerto Aguirre, yachts navigating along Canal Costa and Estero Elefante will reach one of the highlights of Northern



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**RIGHT:**  
THE WALL OF SAN  
RAFAEL GLACIER IS  
OVER 70 M HIGH  
WITH ICE COLUMNS  
CALVING OFF  
FREQUENTLY

**BELOW:**  
THE 2 KM WIDE SAN  
RAFAEL GLACIER  
SEEN FROM LAGUNA  
SAN RAFAEL

Patagonia – the San Rafael National Park with its stunning glacier. Declared a UNESCO Biosphere Reserve in 1979, this glacier is the northernmost tidewater glacier in the southern hemisphere and is part of the Campo de Hielo Norte (northern icecap). The ice of the glacier is on average more than 30,000 years old, its front wall is about 2 km wide and soars to over 70 m above the water (and 230 m below the water). The glacier is 15 km long and is born at the feet of the 4028 m high Monte San Valentín, the highest mountain in Chilean Patagonia, known for its snow-capped peaks and challenging climbing routes. Due to its steep glacier-bed, San Rafael glacier is one of the most active glaciers in the world and visitors are very likely to witness huge towers of ice break off the wall and fall thundering into the waters below, often raising big waves.

Sadly, the glacier once filled most of the lagoon that now sits at its snout. As a result of climate change and increased global temperatures, scientists believe that in the past 150 years, the glacier has shrunk by 12 km in total – if it continues at this rate, estimates suggest it will almost disappear by 2040.

Its fjords and channels leading to the national park and the lagoon are home to Commerson's dolphins, sea lions, marine otters, southern river otters and sea leopards. For the more adventurous, one activity is kayaking down Río Exploradores to join the ocean, before paddling into Laguna San Rafael.



## PUERTO CHACABUCO

As the yacht navigates north from the San Rafael glacier, the destination will be Puerto Chacabuco at the end of the Aysén Fjord. In 1870, explorers set out on a hydrographic expedition and found this quiet bay ideal for docking, hence calling it Puerto Chacabuco. On route towards this disembarking point there are plenty of colonies of seabirds, leopard seals and hot springs to see along the way. An interesting place to visit via helicopter is the inland General Carrera Lake, shared by Chile and Argentina, home to the unique rock formations, the Marmor Cathedrals. Southeast of Puerto Chacabuco lies the Balmaceda Airport, with its 2500 m runway. In the area surrounding Puerto Chacabuco there are also several secluded Patagonian lodges that offer a good alternative should you wish to extend a visit to Northern Patagonia.

From Puerto Chacabuco, yachts will cross the Golfo de Penas with their crews and arrive in Caleta Tortel, the northernmost point of the Central Patagonia route, which hopefully will be covered in the next issue. >||

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CRUISING IN CHILE

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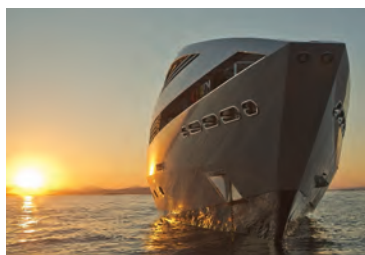
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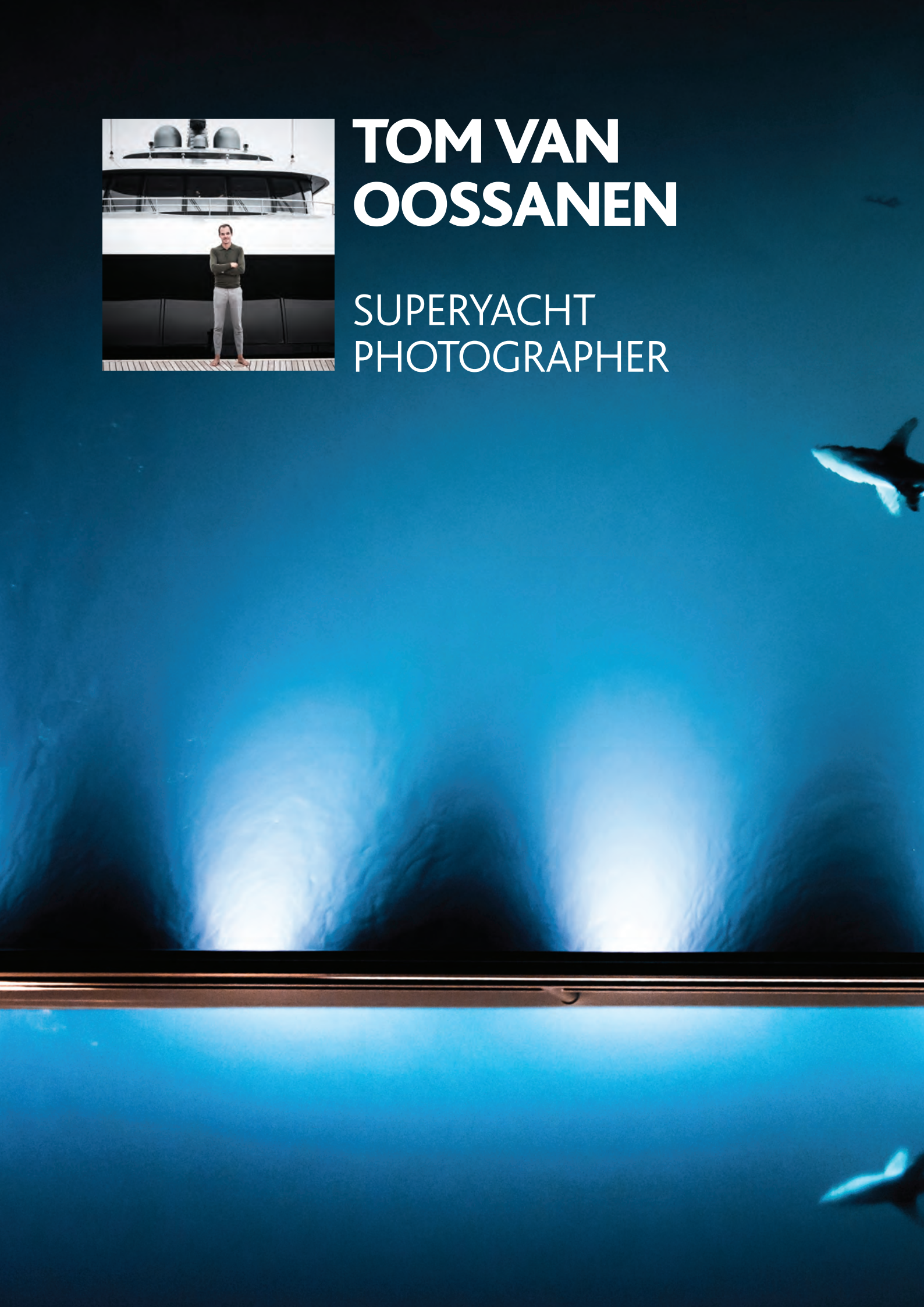
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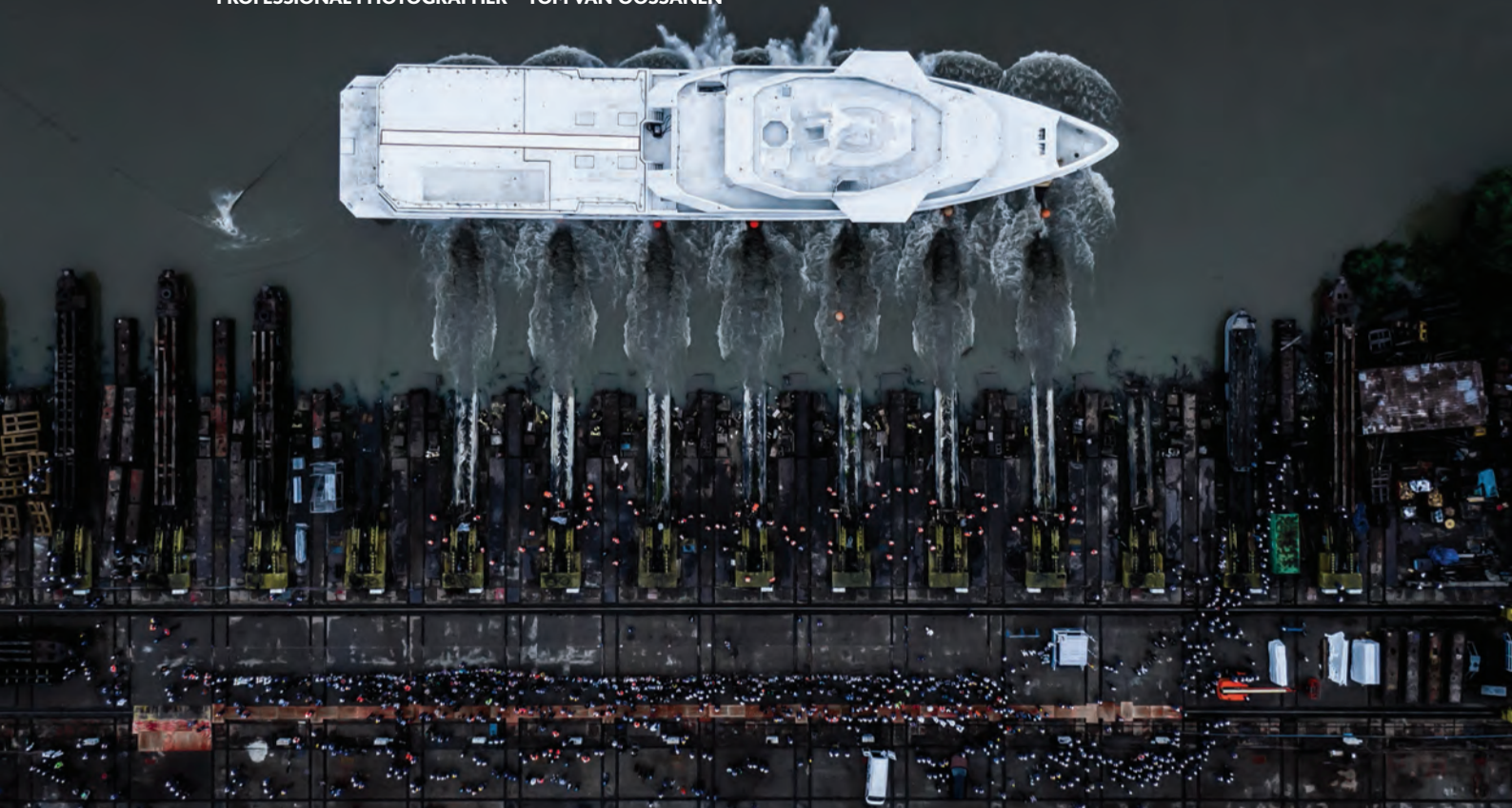
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#### **WAS BROUGHT UP AROUND BOATS AND BOAT TALK**

since a very young age as my father was involved with the Dutch Navy and based at their main Naval facility in Den Helder in the north of the Netherlands. I always found these fighting ships fascinating and I would often be allowed to visit them on special days, I could of course stand and watch them from the dockside as they entered and left the port.

At the age of nine I saw my very first Superyacht and how different she was from the grey hulls and stark outlines of the fighting ships that had fascinated me from that young age. It was an Amels build, the 76 m Boadicea, which they had launched in 1999 from their yard in Makkum and she was in my home town

during her sea trials. Makkum is slightly east of Den Helder and Amels were using the facility they owned there as a build yard before Feadship (De Vries) took it over in 2005.

Throughout my early teen years I became more and more interested in photography and as the fascination took hold I found it difficult to go anywhere without my camera. I would photograph boats, but helicopters also held a strange fascination for me, in fact I had wanted to gain my pilots licence so that I could fly one myself, not knowing of course that soon I would be flying in these highly manoeuvrable machines to enhance my work. Also nature became a subject that I enjoyed, I would spend hours trying to photograph

particular subjects in particular settings, with animals I had to learn patience to get the shots that enthralled me, and mostly this was done around the flat lands of Den Helder. Sunsets were also fascinating to me and of course the Dutch landscape, being flat, was one of big skies and quite incredible and vibrant colours.

Den Helder being a smallish town meant that my family mostly knew everybody that lived there and Facebook, with its many users, would allow me to post my best sunsets for all to see. People soon started to take notice of this young guy and his photographs and what surprised me was that people would





remember my name and often remark on how much they liked the images, this of course did my ego the world of good and kept my enthusiasm for photography developing all through those early informative years.

During this time I had to find myself a job and I started working for a shipping agency in the town. This did not dent my desire to capture images and I would always take my camera to work, every single day without fail, in fear of missing something extraordinary in my life and if I did not find it I would try to capture photographs of everyday objects, but from different angles, I became obsessed with taking images of simple things, but in a way that would make them special, which led me to develop techniques that would serve me well when it came to being a professional photographer.

Yachts remained my passion though and after a visit to Ibiza and the beautiful Island of Formentera in 2011 where I spotted and photographed the Motoryacht 'A', a photograph I cherished for months afterwards, I just knew that I had to get into the yachting business. A year later I ended up at the Monaco Yacht Show which to this day I will never forget, I simply spent the days photographing every yacht that I could, from every angle and in differing light, I immersed myself in the yachting culture that enveloped me, I became infected with the Superyacht bug, a bug that I still seem to thrive on, morning, noon and night, to this day.



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In 2015 I contacted the guys from the SuperYacht Times, these are a team that I will always owe a great debt of gratitude to, they offered me a job, which I readily accepted and I soon found myself photographing the vessels that I had come to love and above all learning and understanding about an industry that only a few ever get a chance to experience.

I was given the opportunity to travel all over the world, focus on photography and to do what I enjoyed doing most. After three years my instincts, bolstered by the confidence I had gained during the past few years, were telling me that it was time to jump into the deep and become a freelance photographer specialising in yachting and I have hardly had a day off since.

I am still relatively young and I have to say that I am very happy in the way that my career is going and the respect I am given by people much older than myself. Far different from those early days at the Monaco show where 80% or more of the people





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I approached for help or advice simply ignored me, you never forget those moments or people. I now have several awesome clients who ask me to head off on the most amazing shoots to capture images of their vessels in the most beautiful of settings, who could possibly ask for more; Black Pearl under sail, Najiba in Norway and IJE in Tahiti to name just a few. But I also love being at the shipyards. I am obviously Dutch by birth but to be brought up in a country famed for its yacht building industry can only be fate and I have several major shipyards within just a few hours of driving and I love to work with all of them. Each vessel they produce is different and I have to approach each one with an open mind that enables me to create images that are unique to both myself and my client.

There are many other aspects that I love about my job, the contact I have with like-minded people at the shipyards, owners that are in love with their vessels and crew without whose help it would often be impossible to capture the perfect image. Starting a shoot, preparing the equipment, I have used Nikon gear for the past ten years, making sure everything is in place knowing that the day will cost a fortune to organise and then wrapping it successfully, it creates such a good feeling inside that makes me want to keep going.

Being in a helicopter as it moves backwards in front of the bow of an amazing Superyacht heading towards you at full speed, almost always in a beautiful location, is like no other feeling. I have just these last few days finished two shoots, one in Bora Bora and the other in the Bahamas, life does not get much better than that, well for me at least. Norway is another of my





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favourite destinations and one I hope to revisit time and again in the coming years, the scenery is stunning and this, along with the dozens of other places I have had to visit in the past few years, are all places that I would not have been able to experience if it wasn't for my camera.

I am working closely now with the Port of Amsterdam to capture images that will help make the Netherlands a true superyacht destination, of course we build a great many yachts in my home country but sadly after being handed to their new owners they leave and may not return unless for refitting or service and then they leave again. But why not combine it with a visit to London, Hamburg, Copenhagen or the Norwegian Fjords? Northern Europe has some great cruising to offer.

I push myself every day to create the most unique superyacht imagery out there. I do understand that I still have





Photo courtesy of @James Southgate

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a lot to learn and I am doing that every day. I believe that I can keep developing as a photographer, I would create a new image and think this is my best work ever but then, after a few weeks I am like nahh, I can do much better than that! This industry is very dynamic, you have to be on top of it and ahead of the game. I am always reaching out to potential new clients and offering them new ideas and when they say; 'Yes Tom let's go ahead' it is a great feeling, it makes me keep going and looking for more.

I am hoping I can do this for a while longer and also start to realise some of my other passions, aviation and spaceflight. With not much of a space industry in the Netherlands I am trying my best to get a foothold in the USA. They must be getting tired of my emails by now, but I believe that persistence (in the right amount) can get you far.

>||

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# MAN AT THE TOP

# SIR PETER HARRISON

INTERVIEW BY COLIN SQUIRE

**HAVE MET UP WITH SIR PETER HARRISON KGCN, CBE, AT HILLIERS,** his home in Reigate, Surrey, near to London, to talk about his life as a businessman, how he helped create the Internet in the UK, and how he became a respected, winning yachtsman and philanthropist. The room in which we are sitting is adorned with many awards and photographs, many of the former portray his successes in yachting, the latter images of his family and close friends interspersed with those of himself alongside royalty, prime ministers, icons of industry and more. At the age of 83 he still keeps his amazing head for figures.

*Sir Peter, when were you born and where?*

My mother Dorothy, known to her friends as Dolly, allowed me into the world on 29th April 1937, in Cheadle, Cheshire. Dad Robert, known as Bob, was a bus driver and loved his work, mum was a seamstress.

*Being very young during the 2nd World War, can you remember anything of it?*

Not too much, but my father was in the Territorial Army, a volunteer reserve force trained to back up the main army if needed. Because of his training, when war was declared, he was one of the first to be called up to fight, in fact on the first day, 3rd September 1939. The government did not waste any time and a fortnight later he found himself in France. My earliest memory was when my mum would take me with her to visit the 'Manchester Corporation Transport Department' where my father had worked and they generously made up dad's wages in cash over and above what he was paid in the Army. In May of 1940, when she was collecting dad's money, a German air raid began and bombs began to fall on Manchester. That day has left me with vivid memories, the string of explosions as the sticks of bombs found their target and the nervous excitement amongst the people around us. I was crying, I remember some kind person putting a sixpence in my hand. We were directed to a bomb shelter where we had to stay for several hours, then it was announced that there was a No. 31 North Western bus leaving that would take us the 12 miles back to Cheadle in Cheshire. We emerged from the shelter, it was dark and probably around 11 pm or later and I could see the flames, they were not that far away, as the city burned. We hopped on the bus for home. Mum got off at our stop carrying me in her arms, but then another raid began causing us to take shelter in the Councillor Lane School which was a mile or so from our house before eventually making our way home as dawn broke.

*What happened to your father?*

The beginning of that war for the British was awful and of course dad was right in the middle of the fighting in France before he ended up with hundreds of thousands of



**RIGHT:**  
SIR PETER IN  
HIS EARLY YEARS



other allied soldiers being rescued from Dunkirk. He was in the 'A' Company of the 6th Battalion of the Cheshire Regiment and spent three days stranded on that beach as he stood in the queue for boats, often being strafed by enemy planes. He had to await his turn to get off along with the other men. He was brought back to England and then spent the next three years down south, billeted on the coast as a part of the Southern Defence Group. I can only remember him coming home at the end of the fighting, but he must have been home at least once before that as my brother Christopher was born on 11th January 1942! He returned to France on day four or five of the Normandy D Day landings, he was, because of his bus driving experience, made personal driver to Colonel Crawford of the biscuit making family and he drove all the way from Normandy to Lüneburg Heath in Germany where Montgomery took the German surrender on 8th May 1945.

*What was your first school?*

Cheadle Primary, the infant's school in Cheshire. My time there started in the middle of the 2nd World War, at the beginning of the Easter term in 1942, I was not quite five years old. I did not pass the 11+ Exam that would have taken me to a Grammar School and I then spent two years at Broadway, which was a Secondary Modern School.

After two years the headmaster, Mr Wylde, called me into his study and quite surprisingly told me that I shouldn't be at his

school and that he had put me in for exams to go the Stockport Technical College which I passed. This turned out to be my lucky break for after three years, at the age of 16, I achieved 8 'O' Levels and made up for my 11+ failure. Not passing the 11+ was the





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**BELOW:**  
SIR PETER AND  
HIS WIFE JOY

first time I had experienced a true sense of failure, my interest in football as a youngster, rather than study, had not helped. As I grew older, I became determined to reverse this and studying became more of a normal everyday habit.

*Was sport a big part of your life?*

Yes, and I became the only youngster to play for Stockport boys at age 15 in both cricket and football in the same year. I moved to Reigate in 1970 when I was 33 and would go to Essex to play football and then at 36 my football career ended and I joined the Old Reigations Rugby Football Club, initially as a social member, but we had a Veteran side called the Nondescripts and someone asked me if I wanted to play. After agreeing to be a standby if they were short, in the October of 73 my call up came and we won at Old Walcountians, I scored two tries out on the right wing. Being still quite fit then, with good hands due to being a wicket keeper at cricket, rugby seemed to come naturally to me, although the rules confused me for a long time.

*When did you leave full time education?*

I left school in July 1953, I was 16 and in those days only about 10% of people went on to senior school to do the 'A' Levels that would take them to university. Today we are talking about 50% of people getting to a university. I fortunately became interested in accountancy and looked it up in the careers book at the Technical College where I was expected to become an engineer or a building constructor. I decided to go into finance after reading that book,

it said, amongst other things, that you would get letters behind your name, ACA to start with and later a 'Fellow of the Institute of Chartered Accountants' but most importantly it was a profession. I signed up to work for a firm in Manchester who initially said I could be Articled (a kind of apprenticeship) but they later told me I had to pay a £500 premium and receive no wages for the five years of the Articles. My parents could not afford that and so I visited the 'Institute of Chartered Accountants Student's Society' and seeing on the notice board several adverts, 'Article Clerks needed – no premium'. I wrote to three or four of them. Campbell and Toulmin contacted me and I eventually took up with them. I was Articled there from January 15th 1954, with no premium and on £1 per week, which I thought was fantastic.

*How long did you remain with them?*

Five and a half years and my pay increased progressively from £1 to £2 and so on until at the age of 21 my pay was £3. Then in November of 1958 I finished my exams and received my results and in January 1959 as a fully qualified Chartered Accountant, my salary went up to £825 per year – a big increase!

*Did you learn by correspondence course?*

Yes, the only way of doing it was through a correspondence course via the 'British College of Accountancy' in Harpenden, Hertfordshire and by attending individual lectures in Manchester. I was also given three to six weeks off from time to time to prepare for the exams. You needed to be very determined; you





would have to do your day's work then come home and start the correspondence course. Many a time I would be working until the early hours of the morning before getting a short sleep and then getting up to go to work again. I had a set rule that Monday to Thursday I would stay in to work on the correspondence course. Friday night I occasionally went out to a pub with friends, Saturday I played football and then Saturday night I would go to the dance hall leaving Sunday to catch up with the correspondence course and get ready to start the week all over again. This went on for five years!

*I did see that you were third best in your area out of almost 500 students.*

In the intermediate exams, in May 1956, in a central hall in Manchester with students from Preston, Liverpool, Burnley, I think there were 436 of us and I came third. A girl from Burnley in Lancashire was 1st. My prize was 15 guineas which paid for all the final course textbooks I needed to buy; it was worth it.

*What happened after you qualified?*

I joined a larger Chartered Accountants firm in Manchester, they paid me quite well – I think about £825 pa and I stayed with them for three years until I decided to leave the profession and go into 'industry' as we referred to it then. A big plus was that it was here that I met my future wife Joy, she was one of the secretaries. She lived in Cheadle where I lived and we both had to travel on the same number 1 bus to work, which was where we got chatting and this led to our marriage in October 1962.

By that time, in the October of 1961, I had joined the Ford Motor company at £1050 pa rising to £1400 over six years in forward planning, which involved market sizes, product planning and project analysis. Skills that would come to serve me well in the future.

*Joy unfortunately died in 2012.*

Yes, on the 8th September 2012, I have two children, a daughter and a son. Julia who is a solicitor and Nicholas, he has property acquisitions and does some development work. Julia is married to Peter Lee, who is also a solicitor and works for me as Principal of the Harrison Family Office and oversees many of my investments, as well as being the General Manager of the Peter Harrison Foundation.

*How long did you spend with Ford?*

5½ years, from October 1961 to January 1967.

*What did you learn from Ford?*

As mentioned forward planning in industry and the development of new vehicles, markets and pricing, it gave me an international



**ABOVE:**  
SIR PETER –  
THE YOUNG PARENT –  
WITH HIS DAUGHTER

horizon. We had to fight off Ford of Germany, they were after the same investment in production as us in the UK. In 1965 I was part of a team that went to the Ford Dearborn HQ in the USA requesting a £92 million-pound investment package for the next five years. We were not in the Common Market as Germany was, so there was a battle over who should get the most funding and Germany was rather like 'you are not in the Common Market so drop out of it'. But we, Ford UK, disagreed and won the bulk of that money. At that time Ford UK used to send stuff to South Africa and Australia, what we called CKD, which stood for Completely Knocked Down. These shipments consisted of engines, all the stamped body panels, wheels and tyres, all in pieces, to be assembled in their overseas plants.

*I guess the idea was to save money in some way.*

We would set up presses and tooling for the shape of the motor car and press out the panels. We called it 'body in white'; the presses cost multi millions. It was not viable for South Africa to



**RIGHT:**  
A REGULAR  
SCENE THROUGHOUT  
SIR PETER'S LIFE  
– LIFTING A TROPHY –  
FOOTBALL IN THIS CASE

do a separate product, or Australia, it was more practical for the UK to produce the whole range and make the different slight variations for those two markets. It allowed me to learn a great deal about international markets, competition etc.

*Then what did you do?*

I went to the 'Firth Cleveland Group of Companies' run by Sir Charles Hayward, consisting of around 57 different businesses, mostly engineering and technical. We had investments in Australia, South Africa and India, allowing me to visit all of those countries as part of the corporate planning involving 'Firth Cleveland'. The biggest focus of the group was in the manufacturing of nuts and bolts, fastenings and tempered steel strips or wire ropes, which were made for mining and fishing. There was a much stronger industrial base in the UK in the 60's than now.

*You must have had fun with the UK unions in the 60s and 70s.*

In Ford they had 23 different trade unions; we had to incorporate that in the thinking of everything we were planning. When Crest Nicholson invited me to join them, which I did in January 1972, Camper & Nicholson had 11 trade unions operating in two yards in Southampton and Gosport. It is hard to believe now, but if a union did not allow its members to use say a screwdriver, to undo a screw you had to wait for the appropriate union member to appear before you could carry on your work. It was the best and worst experience of my working life. It was great being in the yachting industry but mind blowingly difficult with regards to working relationships and trying to be as efficient as possible to keep our product pricing competitive in the European and overseas markets.

*You joined Crest before they owned Camper & Nicholson.*

Crest bought Camper & Nicholson in the August 1972 and then renamed itself Crest Nicholson. I was appointed Managing Director of Camper & Nicholson under Peter Nicholson as Chairman. It caused a lot of unnecessary unpleasantness to me as most of the senior executives at the yards were only on the



board because they had been building boats for 25 years. They were boat builders, I wasn't, my experience was in finance and I was brought in as a chief executive, as a money builder, with commercial nous as we used to say. I thought it was possible to coax the unions into entering a sensible agreement with us and spent seven or eight months working out a very complex plan, but a number of the unions at this time wouldn't even sit down at the same table and speak to each other, let alone me. We came to a very comprehensive agreement, reached in March 1974, but within months people just broke the new rules and there lay the problem, we had no way of enforcing them.

To revisit the history of the unions, in a 1906 act, Campbell Bannerman who was the UK prime minister and of Scottish background negotiated that the Unions, if doing their duty, could



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**ABOVE:**  
SIR PETER WITH HIS  
DAUGHTER ON HER  
WEDDING DAY

not be sued, because they were weak and employers were really strong at the time, so effectively they were protected. By the time we reached the 60s and 70s, workers' rights had reversed, the Unions were very powerful and the bosses were weak, but you still couldn't sue the Union for any losses by failing to keep

an agreement, because they were immune providing they kept to the Union laws.

Of course, if you can remember the days of Arthur Scargill and others, they broke all the laws that did not suit them and used bully-boy tactics along the way. Of course, it cost the country a vast industrial breakdown from which I don't think the UK has ever really recovered. Also, without doubt, a lot of the UK industrial capacity went during that period because it was uneconomic for us to manufacture here due to outdated laws. When Southampton closed down in December 1979 we held a party to signify the closing and invited the Trade Union Leaders along, Camper & Nicholson's had been there for 150 years or more, it was a sad moment. On meeting two of the guys that were trade union leaders in the toilet one remarked 'It's a pity, why have we had to close down Peter', well I lost my temper. I had been telling them for so many years that they had to be more efficient and they hadn't understood or been listening and certainly they had not been telling the people they were supposed to be representing the truth.

*What happened to you next?*

I was the director of a number of Crest companies that I had been involved in the acquisition and merger of, mainly focused on tennis courts, sports grounds and athletic tracks. Brian Skinner, who was the founder and managing director of the group wanted to diversify into a conglomerate and dilute the property and house building side of things, he wanted to get into leisure. When they appointed me as Managing Director of the Southampton yard, I called it the bespoke boat company, as none of our builds were pre-planned or production line stuff, they were all individual. We did have 75 ft and 85 ft





motor yacht designs that were semi custom, but you could change the interior and all sorts of things to make them bespoke.

In April 1976, I negotiated a 25% personal share in the acquisition of a company called MIG – 'Marine and Industrial Generators', which also had a subsidiary company called 'Chernikeeff Instruments'. MIG built diesel powered generating equipment, some of it was mobile on wheels and others were fixed units. We were buyers of major engines from Rolls Royce, Siemens and others. We would build the generator, the panels and controls. I went to Jeddah three or four months after acquiring MIG to sound out the market as we saw this as a rapidly growing area. At the time the oil rich Arab countries had gained big increases in their crude prices, they were sitting on a surplus of 80-90 billion pounds per year and were beginning to expand their economy. I figured that they would need diesel powered generating equipment as they had no grid system for transferring electricity around like we had in the UK. I opened up a business there with Abdulalah Mohammed Ali Maghrabi, who was a well-known businessman in Jeddah over the previous 40 years or so and we began to sell there, Nigeria and other places as well.

At the same time I acquired 25% of Chernikeeff which eventually became Chernikeeff Networks, the company made marine log systems. From its initial low book cost this small company had increased sales and value. Marine logs, as you know, are instruments that measure the speed and distance of a ship at sea; our clients were mainly the Royal Navy, other international Navies, plus some commercial vessels. The big plus of Chernikeeff's log was that it fitted through a sleeve in the hull of the vessel and was driven by an impellor which was then wired back to instruments inside the vessel this then calculated speed and distance and also, in a form of early networking, transmitted that information to other instruments on the control deck. The log had been originally developed by a Captain Chernikeeff who was an officer in the imperial Russian Navy in 1917/18, he then got out following the revolution in Russia, came to England and continued to develop his system, eventually getting an early form approved by the Royal Navy in 1922. In subsequent years came the development of medium sized fishing and coastal protection vessels which provided another excellent market for our log. When I bought it in April 1976, it was approved by 23



**LEFT:**  
SIR PETER AT THE TIME  
OF HIS CHERNIKEEFF  
ACQUISITION

**FAR LEFT:**  
A CHERNIKEEFF LOG



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**ABOVE:**  
SIR PETER WITH  
HIS WIFE JOY

Navies in the world. I noticed a gap. The Far East was beginning to show signs of strong growth, we went off to Japan, South Korea, Thailand, and Indonesia. We got nothing in Japan as they had their own form of log system, not as good as ours, but they didn't believe in spreading their business outside of the country unless they had to. We did very well in the Far East, Malaysia, Thailand and Indonesia, they had a programme of 23 vessels over three or four years. Similarly in Thailand we became involved in a lot of coastal protection vessels with armament.

*You bought the business from Crest.*

Yes, I wanted to develop products other than logs and in August

1978 I had become aware of the Texas Instruments 22 micro-processor used in the log and I thought it could be the future. Out of quite a lot of thinking we came up with the idea of building a computer to automatically handle the sending and receiving of messages over the Telex network system. The Telex of course was the email of its day, introduced by the Brits in the 20's. We set about designing and developing the AUTEX1600 – Automatic Telex – system, which controlled up to 16 Telex lines in one computer unit.

In the May or June of 1979 the CN board lost their confidence in the AUTEX telecommunications computer proposal and said they wanted to get out of Chernikeeff. At that stage the big major computer companies like IBM, Digital Equipment or Hewlett Packard made big solid pieces of equipment called main frames, only as powerful perhaps as one of today's laptop computers would be.

In October or November 1979 I decided to buy the 75% that Crest Nicholson owned of Chernikeeff and we negotiated a price of £133,000, I already owned 25% following the acquisition of the company in April 1976 under a previous scheme agreed with Crest Nicholson.

To finance this I borrowed £100,000 from a pension fund which was managed by a friend of mine, interest rates were running at 24% annually at the time. I borrowed it in December 1979 and had promised to repay the money by the end of April 1980, which I did. Once I had control of the company I went to the Midland bank and re-negotiated its facilities which I had not been able to do before. I was able to reshuffle the finances and pay the loan off by the end of April 1980 by replacing it with a more economical loan.

My senior sales representative in Chernikeeff was very knowledgeable about the Far East market and liked travelling and so I set him up to go to Thailand and Indonesia and contracts started to flow in. The marine side was now holding its own and making profits. In the old company, any profits that had been received were used for Crest Nicholson dividends, whereas when I owned it, I didn't take any dividends or profits out of the logs, I channelled it all into the AUTEX Telex computer.

Our new product was launched in January 1981 under the name AUTEX 1600, which stood for Automatic Telex. I remember the Director from the Financial Times came down and wrote a four column article, it was a very good and I thought we had cracked it. We received 432 plus enquiries, but in the first year we only sold three systems because firms would ask who else had it, and it was new. Telex machines were big individual typewriter type machines rented by British Telecom that would punch holes in paper tape. They were labour intensive and required an operator to be dialling numbers and pressing buttons to send before it would chatter away for however long it took for the message to go through.





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**BELOW:**  
SANDY LERNER

**BELOW RIGHT:**  
LEONARD BOSACK

We reduced it all to a screen based system where you could edit on the screen. We built a directory with initially 200 addressees held in Directory Storage, but got it up to 600 addresses fairly quickly. We could create group telexes for multiple addressees with personalised messages i.e. for stock brokers, import/export agencies or banks to circulate the same message to many different people. It could also reach hard to reach companies and you could delay the sending of the messages until a quieter time when the traffic was a lot less, it had a lot going for it.

My target was to sell 400 units during a four year period. In the end we sold about 1200 because Telex went on until 1991/92, and that saw the beginning of our telecommunications business. I also built up, very quickly, a support maintenance division as people needed support if things went wrong. I had service people running around with piles of printed circuit boards in the back of their cars which worked well. Eventually we could support 75/80% of the service calls remotely via Wide Area Networking communication directly from terminals in our office. It enabled us to have access to their computers but gave us a few problems with banks and insurance companies who thought we might steal their data or money. Eventually they learned to trust us as our service was good and we were more interested in our company reputation than their information.

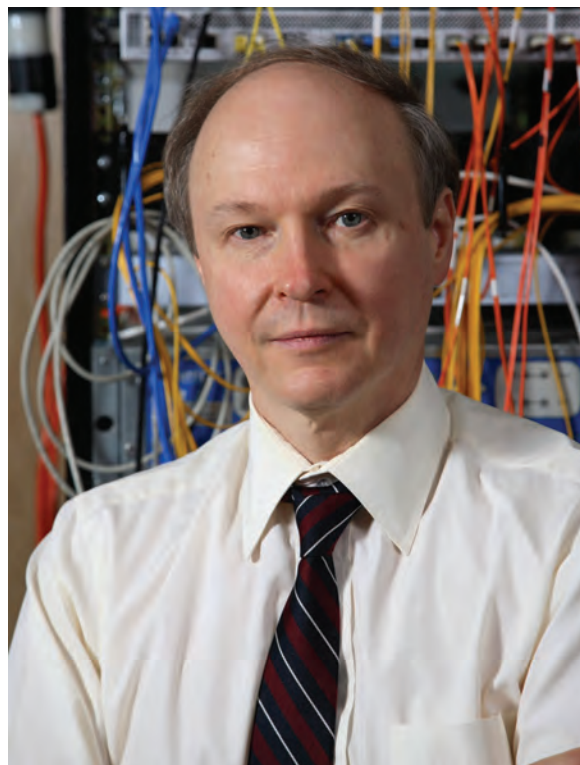
*The business grew and grew and then you became involved with a new company coming out of Silicon Valley, Cisco.*

Yes, October 1987, our Telex business was doing really well and our marine business was still doing well, our profits were good.



In April 1987 we had also won a 14 million pound four year plus contract with the Home Office for the supply and installation of the UK Emergency Services network, Fire, Ambulance, Police, Civil Defence and town halls, over 603 locations around England, Wales, Scotland and Northern Ireland. We won it over British Telecom. We later learned that we were 40% cheaper than BT, but it was still very profitable for Chernikoff. Initially the Home Office were not sure that we knew what we were doing. Over four years it gave me additional turnover of £3.5 million per year which, plus the other business, gave me a turnover of about five million per year, a mere pittance to British Telecom but good for me.

I met up with Cisco in October 1987, they were part of a group of US small businesses that had come over for a two day exhibition at the 'London Chamber of Commerce', they didn't have formal stands, they were simply just meeting and talking. Cisco Systems was founded in July 1986 by Sandy Lerner, her husband and chief scientist Leonard Bosack, Richard Troiano and three others from Stanford University in California. They had developed the world's first multiple protocol router that would become the basic building block of the Internet. In the December there was a 'Telecommunications Manager's Association' annual exhibition in Brighton, where we had been going for several years. I invited Richard to come over and bring along their router, a computer box that was about 20 inches wide, 4 or 5 inches deep and 10 inches across. We labelled it an X.25 device and showed it there. A huge amount of new technological equipment was on show, great big boxes full of flashing lights. Virtually all the other products on show were known as 'Bridges'.







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**RIGHT:**  
FARR 52 YACHT



The Internet came into being via routers developed by Cisco Systems in San Francisco CA, in 1986/87.

Nobody else had a router so we were unique. Routers know the exact location of the addressee computer terminal using TCP / IP protocol – Transmission Control Protocol / Internet Protocol – now known as the Internet – where each LAN terminal has a specific TCP / IP address, like a residential 'post code', and transmits the data by the fastest route possible, wherever it is in the worldwide LAN network to create a WAN – World Wide Area Network.

Also, a router has built-in alternative routing, so if data encounters a traffic blockage it automatically works out the 'next best or alternative route' to the original addressee.

*However you became Cisco's UK Partner.*

I met with Richard Troiano of Cisco in London in October 1987, agreed our first distribution contract by a handshake in December, which was formalised on paper in February 1988 when I negotiated the exclusive distribution of Cisco products in the UK and Ireland. They later found another distributor for Ireland. Chernikeeff opened up the market and we had a two year exclusive contract, which was later extended by a further two years. The market was very hard going in the early days as we got the same questions as with the Autex, Telex machine.

*You had to find those first users for AUTEX.*

In 1981 we were initially selling the AUTEX for a fixed price but

I came up with a scheme whereby we allowed the customer a three month free trial, then you bought it. Later on I created a rental contract for 3, 6, 9, 12 months or more, where companies could rent it, it could go on longer if they wished, Shell rented it for about seven years. If they chose to buy I would give them 50% of the rentals back as a credit which broke the commercial barrier, because telecommunications managers could try it and if it didn't work send it back. Nothing ever came back as once managers could see how effective it was they would keep it. Dedicated word processor machines were also appearing, which we networked with the AUTEX Telex machine and cut out the lengthy stages of a Telex that involved secretaries taking messages to the Telex room for retyping onto Telex tape. With internetworked AUTEX, one secretary, say on the 6th floor, typed her message on a Word Processor, they were independent machines in those days, put in the addressee code, pressed a button to despatch it to the AUTEX room, usually in the cellar floor, from which the message was automatically transmitted to the addressee.

To illustrate the economics, half an A4 page for a message, in the old system, would take about 26 minutes to set up and send, in the new system it would take six, saving about 19/20 minutes per message which, if they were sending 600 a day, was a lot of saving.

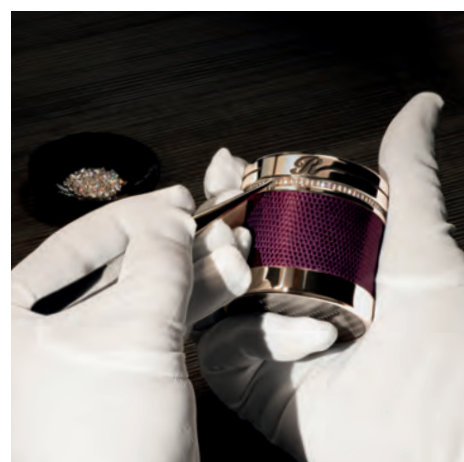
I would use this model to sell the Cisco routers. When we got into Wide Area Networking it wasn't as easy to work out the economics. We were not using the Telex network; it was basically





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**RIGHT:**  
CISCO AGS ROUTERS

**BELOW:**  
SIR PETER NAVIGATING  
– CIRCA 1982



going over cables produced by BT and later others. A 2.0 megabit line would cost £46,000 per year to rent from British Telecom. We had one of those in our experimental unit, I got it for half price which was still a hell of a lot of money. Again I used the same principal with GEC, which was led by Lord Weinstock with plants in Liverpool, Coventry, Derby, Poole and London, they wanted them connected up via a WAN, which we did. The Cisco capital equipment was valued at about £360,000 and we fitted it all free of charge to get it in and to show the effectiveness. The guy in charge was based in Liverpool. We offered him a three month free trial, he insisted on a fourth, so we agreed and then he took it. I remember GEC were very late payers then, they were taking 100 plus days to pay their suppliers. I remember asking him to bring in an extra fast payment as they had already had it for four months. He wouldn't, it was another 100 days before we were paid and this was when Weinstock had about £1.5 billion on deposit in the city!

*You sold the business to the South Africans.*

Yes, my exclusive contract ran to July 31st 1992. Then Cisco set up their own subsidiary office in the UK and appointed 10 other distributors in that same year, which worried me considerably, but fortunately the new distributors didn't invest enough to build up their teams, it all finished with me taking over nine of them.

In 1994 Cisco UK signed up BT, Siemens and Alcatel who all had offices here, again it was very worrying, but it took them some time to bring in the appropriate technical staff and not all of them did, I was still the strongest partner for Cisco. The market was increasing but the total number of distributors was increasing also, I fought all the multiple distributors off over 10

years as the Chernikoff technical support staff were much better experienced and knowledgeable and by the financial year 2000 we were still the largest cisco partner in the UK, with 32.5% of a much expanded market.

The market was growing fast. It was all helped by Tim Berners-Lee, who worked at Cern in Switzerland. He had developed the World Wide Web (www) in 1990/91 a very important system that lifted the internet to another level. There







**LEFT:**  
SIR PETER WITH ONE OF  
HIS FABULOUS HORSES

**BELOW:**  
SIR PETER WITH  
THE BRITANNIA CUP,  
COWES – 1984

were specialist companies doing LANS with limited geographical spread, if you could get a router into one of those LANS you could interconnect with every terminal on that LAN through a one hub router. Cisco brought in faster and faster speeds of handling, it was a bit like the microprocessor now. Moore's Law refers to Moore's perception that the number of transistors on a microchip doubles every two years, even though the cost of a computer is halved.

I was dealing with massive companies as well and they would say 'why hasn't British Telecom got this', BT had had the opportunity in 1987 to distribute Cisco in the UK market but rejected it! Siemens was the strongest competitor of ours, but from having 100% of the market in Oct 87 to 1992 we gradually lost share to all of these other Cisco distributors. But as the market was still rapidly expanding Chernikoff still held approx 1/3 of the market by 1999 /2000.

When I did the figures for 1990 – 2000, when I sold the first 49.9% to Dimension Data of South Africa, we had expanded at a compound annual growth rate in revenue of 40.1% pa over 10 years. Dimension Data approached us in late 1998, I agreed the deal for 49.9% in March 1999 with a view to it being executed in June 1999 after we had worked out the finer details. I deliberately kept 50.1% in my hands which was the controlling interest, my knowledge of company law came into good use. It is the shareholder controlling the larger percentage that controls the company, of course if there is an extraordinary general resolution needed for certain things it has to be passed by 75% so if you are on 50.1% the others cannot force things through. I stayed in control and joined the main board of Dimension Data in September 1999.

*At this stage you had been paid 100 million pounds, that's an awful lot of money.*

Yes, I remember walking down the office corridor and muttering to myself '100 million pounds wow!' We had an agreement

whereby I could sell the whole or part of the other 50.1% over the ensuing three years at a time of my choosing, but they could call me in after three years. In the end they accelerated that as they wanted to get quoted in London, you couldn't get a quote in London where your main subsidiary in the UK was only 49.9% owned by you.

*So did Dimension Data have to buy the other remaining 50.1% held by the Harrison family?*

I knew I had a very strong hand, they pressed and the stock market was very high, they were looking to raise £1¼ billion of new money and they were worried that the market could go off before they had their money and they accelerated the deal with me. I did not need to sell. D.D. talked a Price to Earnings ratio for the first deal at 15, they had a PE of 45 on the Johannesburg Exchange on their shares, they were very highly valued as they had a similar business to Cisco. By determination I got them to pay a PE of 25 for the whole deal as we were seeing even more exceptional growth. In the half year before we did the final deal we got our growth to 46.5% pa. In the end the valuation came to about £297 million and we made it a round figure of £300 million, it made it easier to calculate and I received 200 million for the second payment. Our year end was Sept. 30. It was then July 2000 so they let me run the company on my own for the rest of that financial year.





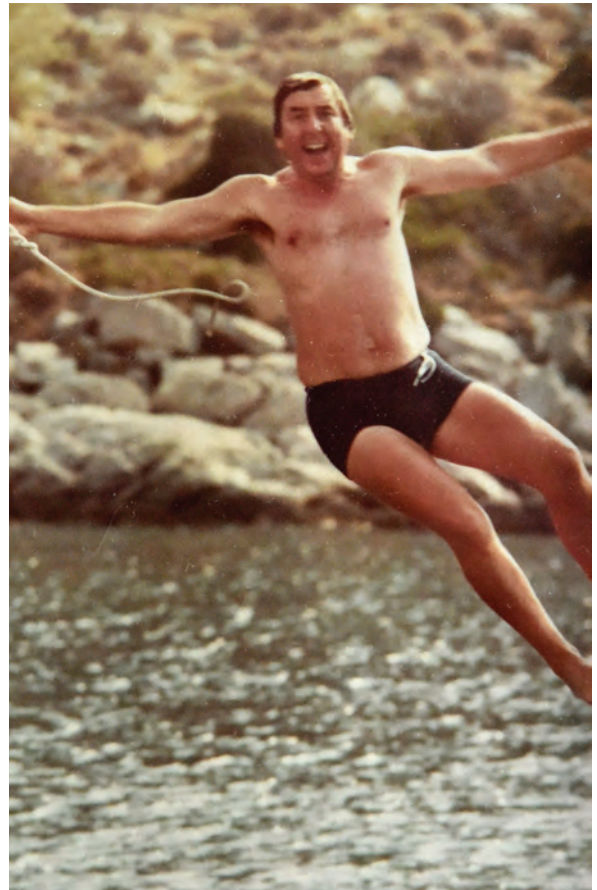
**RIGHT:**  
GETTING INTO THE  
SWING OF THINGS

*When the 2000 stock market collapse came about you had your £300 million, how did you feel?*

How do you think I felt, I had been very lucky and had made a perfect exit from my company. I remember thinking of the original purchase of the 75% and using our house as security! I remember telling my wife Joy that should I get this wrong we might end up living in a tent on Redhill Common. Notwithstanding she still supported me. A great lady she was, we were married for 42 years and she died in September 2012. She owned 50% of the house and I could not have purchased Chernikeeff without her agreement.

*You quickly did several things with the money, one of which was launch the Peter Harrison Foundation.*

Yes, I started it on 29th April 1999, I remember that date because it was my birthday and I knew I was going to get the £100 million. The idea of sharing my success by giving something back really appealed to me. Initially we only put one million in for that first year, then in the October of 2000, after the complete £300 million was through, we put in another £30 million. Then in 2011 we invested another £15 million which made it about £45/46 and now we have about five or six million of retained capital profits, making the overall capital now available to the Foundation of around £51 million.



*The income and profit you make on the investment is what you distribute to charity, it is a huge figure.*

Yes, we have donated around £51.6 million over a period 1999-2019 – 20 years, covering about 1307 individual grants throughout the whole of England, Wales, Ireland and Scotland.

*Everyone is looking for money for good causes, but what is your focus on the people you help, what is the criteria you work too?*

There are three special areas, Opportunity Through Sport – Disability Sport, we decided to support Paralympic and Disability Sport. This was influenced by my friendship with a guy called Geoff Holt. He was a former yacht skipper who was paralysed in a swimming accident in 1984 and then became the first disabled person to sail single handed around Great Britain. In 2009 he sailed across the Atlantic Ocean unassisted, later being awarded an MBE for Services to disabled sailing. He inspired me to come up with the idea of Disability Sport. The second one is education – we support the Reigate Grammar School here and we have supported schemes through 56 schools in the UK. The third one is Young People with Special Needs, again focused mainly around disability. Finally we left ourselves with Trustees Discretion, that is if there is anything the Trustees feel we like we can do it via this route. Primarily we follow the three programmes. Initially we asked people to fill out forms and send them in, but now

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**BELOW:**  
ROMAN ABRAMOVICH  
– OWNER OF CHELSEA  
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we encourage them to ring us with their ideas so that we can decide if we are interested, it saves a lot of time between us. Anyone can ring up; it makes it so much easier, through the initial conversation we can glean more information and encourage them. I have a couple of ladies that take care of this. Prior to this I had no idea of just how many disability organisations there were in this country. It is quite amazing and a lot of people are trustees of these organisations because they have a child who is disabled. I have been to the Paralympics and I am going to Japan when it happens, I support the Paralympics, people sometimes ask me if I have anyone in my family disabled and I haven't, it's all down to what I want to do.

*Helping people like you have is phenomenal.*

I was inspired by one of my employers in the 1960's during my Firth Cleveland days, founded by Charles Hayward, who had set up the Hayward Foundation in the late 50s and had gifted £30 million which was enormous sum back then. His son Jack, who died a few years ago, was governor of Grand Bahama Island when it was still under British control, he was known as 'Union Jack', when he came back to England he invested and became the owner of Wolverhampton Wanderers football club because that is where his dad had come from.

*This brings me to something else – you are a Vice President of Chelsea Football Club, how did that happen?*

Yes, I am one of the Vice Presidents of Chelsea Football Club, there are three of us. Going back to 1994, Ken Bates who was chairman then had created the Senator's Club which we paid for, I wanted seats in the directors box so I was allowed to join this club. Later, in 1998/99, it became the Vice Presidents club, there were about five or six of us, a couple have died since. We were not officially anything to do with the management but we did meet Ken regularly and went to the away matches in the coach.

*Do you know Roman Abramovich, he is somebody our industry owes a great deal too.*

He came in to Chelsea in 2003 and fortunately he kept us on as Vice Presidents, which enabled us to travel to the away matches in the Champions league. We travel on the plane with the players so I am quite happy with that. The key thing is I have four seats in the Directors box which has its own high quality dining room, although we pay quite heavily for it. We do get to meet a number of very interesting people every now and again.

Roman is a quiet man, very civil, he is never aggressive or shuts you off, he always listens, but you get the impression he doesn't want to be talking for too long.





*Going back to when you received this enormous amount of money, there were two things you did with regards to sailing, one was commission Sojana, named after your grandchildren, Sophie, James and Natalie and you also decided that you would try to bring the Americas Cup back to the UK in the 2003 campaign. But when did you begin sailing?*

My first time on the water was on the Norfolk Broads, I was 15 years old and in the 2nd Cheadle Boy Scout Troup.

I can remember being on Wroxham Broad, we were sailing a 20 ft Whippet class yacht and to me it was an enormous expanse of water. We had no books or charts telling us what time the tides were, but it was all new and great fun. Then over the years I would borrow boats to sail, I can remember sailing in Greece in 1976 and as I managed to save some money I bought a Farr 50 and then a Farr 52 and eventually a Six Metre called Nada, like a mini J Class, which was an exciting yacht to race in.

The Americas Cup racing began in October 2002. It was a big step up and I became seriously into it in March of 2001 giving me only 18 months to organise things. David Barnes, my manager from New Zealand, said to me that the schedule was too tight at the time, but I wanted to get in and I couldn't wait another four years as where would it be held then and more importantly where might I be.

*Originally you were going to do it with partners.*

Yes, three other well known people from the Cowes sailing community. We were together for about six or seven months as the original idea was to put in £2.5 million each to make the £10 million that was to be our initial investment, but the others kept coming up with excuses as to why not to put the money in and I quickly realised it would be all about money. I gave them an ultimatum, I would put five million in if the rest put the remainder in, but they didn't, I paid for it all apart from about three million in sponsorship and in the end I spent around 30 million of my money. I had already negotiated the purchase of the two Japanese Nippon boats that had raced in the 1995 Americas Cup Challenge and that gave us two boats to practise with as we hadn't got a boat then.

*You bought two yachts from a previous Americas Cup.*

We hadn't got a current Americas Cup design boat, designs had changed, the last time the UK had been in the cup was 1985, this was in Australia and then in 1990 the design concept for an Americas Cup class boat changed. We had no working knowledge and we had no boats to practice with, we could never have done the 2003 campaign without practice boats. We launched the new boat in the April of 2002 and then had great difficulty in getting it over to New Zealand and our first sail training took place in July with the competition starting on 1st October.

*There was little preparation, how many people worked with you?*

119 people in total, but not all at the same time. The number included the build team of 33 and there were a number, about 70/80 that worked 100% of the time.



**BELOW:**  
SIR PETER AT THE  
HELM – 'AC' RACING



**BELOW LEFT:**  
GBR 70 –  
WIGHT LIGHTNING

**BELOW RIGHT:**  
SOJANA

*You built your race boats on the Isle of Wight for your Challenge.*

Yes, under the Cup rules you have to design and build the Challenge boat in your own country, so from our base on the Isle of Wight we built two challenge boats – the GBR 70, called Wight Lightning, and the GBR 78, or Wight Magic.

*You did very well considering everything I believe.*

We did. It started on 1st October 2002, I think we had 22 races with GBR 70, we won eight, an incredible result considering everything. Of all the things as well, the first race drawn out of the hat was GBR Challenge v New York Yacht Club, the old rivals. We were virtually in the lead at one time against Stars and Stripes and then we lost it by about 16 seconds, I was secretly pleased as I was worried that we might be at least five minutes behind them! It was team Dennis Connor; I am a member of the New York Yacht Club as they invited me in after that. We were so close to beating them; what could have been!

*I have seen it said that had you started designing and training earlier you may have won it.*

You must always go into something thinking you can win it, you may know the probability is very low but you have to believe you can do it. You do not want to be spending that sort of money to just be a runner up. Also the second boat, I don't know if you know about the design, but it had a special keel on it. According to the technical stuff this boat could sail closer and tighter to the wind with tighter tacking movements. The reason the programme became more expensive was because I started out with just one boat, but we did the tank test on the 2nd and it showed enormous improvements on the one we had already built in April 2001. I

decided to put this into build and have a two boat programme. It was very late and it finally arrived in New Zealand flown in by the huge Russian Antonov An-225, my most expensive airline ticket of all time, about a week before the October 1st deadline, we got it there.

My thinking was that we would have the initial boat with the preliminaries and if we could get into the quarter finals or semis, if the GBR 78 could produce anything like we thought it might, we could spring a surprise on them. It took a lot of very careful engineering. There was no separate rudder and we had to have two helming wheels.

*Did you ever get the chance to race that one?*


Yes, we got it out there while we were doing all the preliminary rounds and we had Andy Beadsworth testing all this as best we could. This was not an easy boat to sail, it was David Barnes, the New Zealander who gave me the idea, he had designed a boat similar, but the New Zealanders hadn't gone for it. My idea was while we were running the preliminaries, if we could get into the semi-finals, we could race it. But we never did. It proved to be a flop after spending about four or five million, all to be thrown away.

*After that you were going to contest another Americas Cup.*

Yes, I had planned to do the next one, although we didn't know the location but we knew it was going to be in Europe in 2006/7. I didn't want to do it on my own. I had to get a partner. HSBC bank talked about putting in £20 million. That did not go ahead so I cancelled the programme. Still it was a very exciting period and I and all the crew etc. had a great time.







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**LEFT:**  
SOJANA



**FAR RIGHT:**  
CLARENCE HOUSE  
AFTER THE  
RESTORATION FUNDED  
BY THE PETER  
HARRISON FOUNDATION



**FAR RIGHT BELOW:**  
THE NEW ENGLISH  
HARBOUR DOCK THAT  
SIR PETER HELPED  
TO FINANCE.



However I am pleased that the UK now has a new competitor in the Americas Cup, Sir Ben Ainsley, the four times Olympic Gold Medallist. He is leading a new UK based challenge, sponsored by the INEOS Group in the UK. The challenge will be held in New Zealand as they are the current holders.

The boat design has changed significantly over the last 20 years but with the knowledge and experience of Sir Ben and his design team this will probably represent our best chance of winning the Cup since its inception in 1851.

I can only wish good luck to Sir Ben and his team and I will hopefully still be fit enough to make it to New Zealand to observe the ultimate British victory.

*Whilst this was going on you were building Sojana, your 115 ft ketch that you still have to this day, it's a boat that you race and everyone on the circuit knows. Sojana was finished in 2003; you have done a tremendous amount with that boat.*

Yes, we launched her in 2003, I have done 14 Atlantic Crossings, each of which was a race, 12 beginning in the Canaries and two from New York on the return journey and we won four of those races. Five crossings were in the 53 ft Hallberg Rassy which I owned back in the early 90's, the rest on Sojana.

*Did you ever obtain any sailing qualifications?*

Yes, I have done the RYA courses, Competent Crew, Day Skipper, Yachtmaster Offshore and Yachtmaster Ocean; I did them all over four years at night school. Certification in yachting, certainly on larger vessels, was changing at the time, I decided to do the final year using the old style of navigation with a sextant, as a numbers

guy I was ok on it, but many dropped out of the course because they couldn't handle the math.

When I first went across the Atlantic I insisted on marking the charts with estimated daily positions so if everything fell apart you would know where you were yesterday. I don't bother now I just rely on the screens.

*Going back to Antigua, it's your favourite race venue and you certainly appear to have a great deal of love for the island, as the Island has for you.*

Yes, I have been sailing there since 1995 and have always been made welcome. I got the Peter Harrison Foundation to help in the restoration of Clarence House in English Harbour, it was named after the Duke of Clarence who was Governor there in 1785, he was a Navy man who became king in 1830, the third son of George III. The house was in a very bad state, it was built in the 1780/90's and I decided to restore it to help Antigua. Then they asked me about an addition to the Harbour.

*Are you talking about the new berthing extension?*

Yes, it was built from scratch. I personally loaned the money





for that over a 10 year repayment period through the Antigua National Parks Authority.

*You have also been honoured by the Antiguan Government.*

Yes, the Governor General at the time, Dame Louise Lake-Tack, awarded me the Knight Grand Cross of the order of the Nation – KGCN – in 2013, which is one of the Island's top awards.



**FAR LEFT:**  
SIR PETER BEING  
AWARDED THE KNIGHT  
GRAND CROSS OF THE  
ORDER OF THE NATION

**LEFT:**  
SIR PETER RECEIVING  
HIS CBE FROM HER  
MAJESTY THE QUEEN

*You were also awarded a CBE by the Queen.*

Yes, in 2011. It was wonderful and a great privilege to be awarded the CBE which was for my charitable work with the Peter Harrison Foundation.



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**RIGHT:** You have some incredible photographs on display, you have met a lot of people, Maggie Thatcher, David Cameron, John Major and Theresa May to name a few.

I have been a member of the Conservative Association since the 80s, I joined in 1983/4, so that explains the politicians, but I have also been lucky enough to meet the Royals and a few other well known celebrities.

*Do you do any sports now?*

Other than sailing I occasionally have a round of golf, I was never a good golfer, but it feels good to get out on a course. The interesting thing is I used to play tennis quite a lot, I was quite a good tennis player. The only time I won anything though was in 1975 at the Manor Road Club in Reigate, myself and Humphrey, who was my tennis partner at the time, we played in the men's doubles and won a trophy. The problem with golf is that I haven't got a consistent swing as I play right handed, but wrong hand round. When I was playing cricket I was left handed and I still am for cricket, but if I have a golf club I cannot control it and my hand is restricted, I can hit a ball of course but I have never been a good golfer. My first job was at Cheadle Golf course as a golf caddy, I was about 12 years old and would get four shillings for a round.

*What are the favourite yacht races that you compete in with Sojana?*

I enjoy being in the West Indies the most, Antigua is probably the best. As a rule, you have good winds there that have given us many successes. Another reason why I love Antigua is that I was lucky to meet my partner, Jana Zimmerhahl, there in May 2009 at the winner's ceremony.

Sojana had won a class prize and Jana, who lives in Vancouver, Canada, was a member of another class winning boat. I have said many times that my best ever sailing prize was meeting Jana.

Jana originally came from Prague; Czech Republic. She's a great sailor and is a regular member of the eight Sojana foredeck racing crew, which among other jobs includes flying, gybing and changing the 7660 sq ft Spinnakers, which can be quite dangerous if not done correctly.

We've been together for nearly 11 years now and have spent a lot of time cruising and racing together on Sojana in the Med and West Indies and she also spends time at my home in Reigate, Surrey.





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**RIGHT:**  
SIR PETER WITH HIS  
PARTNER JANA

**BELOW:**  
OLD REIGATIANS  
– 1974/75

*I do believe I saw the other day that you have put Sojana up for sale.*

Yes, and it saddens me to do it but I am not a youngster anymore.

If anything were to happen to me I wonder what my family would do with her. Personally I would love to find her a good new owner that loved his sailing, if he were not using her, and it was possible, I would charter her when I could.

*Is Sojana a heavy boat?*

No, she is relatively light, she is carbon fibre and weighs 104 tonnes. I have found in Sardinia and also Mallorca that if the winds are a bit strong, they tend to cancel the day's racing because there are smaller boats taking part. We can do our best in heavy winds, from eight knots we pick up quite nicely, but we only show our best at 12, 13, 14 knots and these winds are almost constant in Antigua, that's why it's my favourite. Another thing we have never won is the Bucket and the nearest we got to that was about three years ago. There are three races overall, the yachts are split into separate, competitive groups, we were in the 2nd group with another seven or so competitors and we won all three races but were not awarded the Bucket.

*Are you also still involved with the local rugby club here?*

Since 2003 I have been President of the Old Reigatian Rugby Club, and I played in the Nondescripts, a veteran 15 from 1974 to 1992. It was set up in 1927 as an old boy's club from the Reigate Grammar school.

The government at the time were offering grants, 50/50, and alongside the grant The Peter Harrison Foundation financed the new clubhouse which opened in March 2012.

Even if I say it myself it is a fantastic building, the best clubhouse in the South of England, but I would say that wouldn't I?



*You also set up the Peter Harrison Centre for Disability Sport in 2005 at Loughborough University.*

Yes, the Centre contributes significantly to research and development in disability sport. It consists of two main research strands: Sport Performance and Health and Wellbeing. The Centre Director is a specialist in disability sports needs, Professor Vicky Tolfrey, she travels the world and writes papers and does presentations. We have all kinds of machines adapted for all types of disabilities. It's amazing what they are doing there, and I am proud to be the main backer of this. I am very pleased to say that I have been awarded a Doctorate of Technology (Honorary) – DTech (Hon) – by Loughborough. In my speech to the students I said that as I was nearly 70 years of age it might be best if they did not wait that long to achieve their grades and so make sure that they all work hard to achieve them sooner.





*I notice in the Foundation you have your daughter, son and your daughter's husband as trustees.*

Yes, my daughter Julia and her husband Peter Lee who is my General Manager and Trustee, it used to be Joy before she died, then Nick, my son, joined us.

*I read somewhere that you had awarded a grant to restore the oldest Second World War Fairey Mk 1 Swordfish bi-plane, one of only two in existence that can still fly.*

I met up with the people responsible for this plane and found out that there was only one other Swordfish flying and they had most of the bits and pieces for the second one. It had seen action during the war as well which made it very special. Called 'City of Leeds', because the Fairey Aviation Company built them in Leeds. I financed the rebuilding through a heritage grant and I have flown in it which is a bit special. They do have the bits to do a further one but do not yet have the finance.

*Who owns it?*

The Royal Navy Fleet Air Arm Charitable Trust and it now lives in Wiltshire. The Fairey Swordfish had some spectacular success during the war. One Swordfish dropped a torpedo which hit the rudder of the Bismarck and jammed it hard over, she went around in circles until the Royal Navy arrived and shelled her until she sank. Swordfish also attacked the Italian Navy at the battle of Taranto sinking one battleship and damaging two others. They have a good War record, but they only do about 140 mph which leaves them very open to defensive fire. When I was flying in her we noticed a high hill and I asked the pilot if we could make a dummy run on this, I imagined what it would be like



**LEFT:**  
SIR PETER WITH  
HIS DAUGHTER AND  
GRANDCHILDREN

**BELOW:**  
SIR PETER STANDING  
IN FRONT OF  
THE RESTORED  
FAIREY SWORDFISH  
TORPEDO BOMBER



should that have been the Bismarck. I thought at the time, the Bismarck could fire thousands of rounds every minute and we were flying relatively slowly at 140 mph. Pilots' thoughts had to be on survival, can you imagine what a brave thing that was to do.

They had to get within 600 feet before they could launch a torpedo. The heroism of those pilots was amazing.

*Yes and that plane flies today as a memorial to those that flew her and others like her some 80 years ago with thanks to you Peter. I have to say that today has been enlightening, we have spent many hours talking about your life, and it is really quite an exceptional story, may I wish you all the best for the future and if you do get back to race in St Barths, maybe they will give you the trophy this time around, you most certainly deserve it!* >||





# THE IONIAN SEA

## A TREASURE OF GREECE

BY ROSEMARY PAVLATOU

**O, DAUGHTER OF INACHOS, THE FIRST KING OF ARGOS,** was one of the mortal lovers of Zeus, who swam the Ionian Sea leaving this area with her name.

This magnificent chain of islands, also known as the Seven Islands, is one of the jewels of Greece; one of her many it has to be said! These islands sit between Italy and mainland Greece in the southern Adriatic and provide a natural cross-roads between Croatia, Venice, Montenegro and Albania for those travelling towards Western Italy or into Greece and onwards towards Athens and they are currently proving to be a magnet for impressive investment.

These beautiful islands are much more than merely a crossroads, the Ionian Islands archipelago is a wonderful place to linger with Cephalonia and Zakynthos to the south and Lefkada and Corfu further north. The islands offer much to enjoy but the mainland coast that borders these Seven Islands is also not to be ignored.

Cephalonia is one of my favourite destinations and is the largest island of the Ionian chain and the sixth largest in Greece and has a great deal to offer the inquisitive traveller. The Melissani Lake and Drogarati caves are close to the top of any visitors exploration list and these are to be found close to





**ABOVE:**  
FISCARDO

**LEFT:**  
MELISSANI LAKE  
AND CAVES

the eternally sought-after, quintessential fishing village of Fiscardo. Here the quayside restaurants are ranged around the protected bay, enabling you to enjoy fresh, local cuisine as you sit overlooking the seascape from where your food originated, with a backdrop of the quaint, traditional village. A short distance along the coast you will find the much-photographed Mirtos beach, often included in lists of the world's best beaches, as it should be with its expanse of white sand protected by imposing mountains on one side and azure sea on the other. Cephalonia's main town of Argostoli is set in a large beautifully sheltered bay with a long quayside that







**ABOVE:**  
SHIPWRECK BEACH,  
ZAKYNTHOS

**BELOW:**  
THE PEACEFUL  
BEAUTY OF ITHAKA

offers close access to all of the town's amenities. The town has the island's international airport close by, a perfect pick up or drop off point for the international traveller.

Zakynthos is a beautiful island with lots of pretty villages dotted throughout its landscape and many lovely beaches the most famous of which is undoubtedly Shipwreck Beach, so named after the Motor Vessel Panayiotis washed up in October 1980 and remained on its shores. Another well-known attraction on the beaches of Zakynthos is turtle-spotting. Many of the beaches attract rare Loggerhead turtles that come to lay their 100 or so eggs between May and August. These beaches are of course now protected areas and the hatching grounds are kept secure, but they can offer a fascinating insight into the natural world for visitors who are allowed to watch these ancient creatures leave the sea at night to nest. Sadly only around 1% of turtle hatchlings make it to maturity. Zakynthos is a well-known party island as well and hosts the Gem festival in August (7-9th – 2020), which features many Greek and international DJ's and performers that enliven the balmy evenings for young and old alike.

Ithaka sits just off the north east coast of Cephalonia and is the second smallest of the Seven Islands with a population of around 3500. It is thought to be Odysseus' home of the Homeric legend. Most of the island's buildings were destroyed in an earthquake that took place in 1953 and are mostly now rebuilt. Due to this disaster the island's towns have a sense of order about them not found on other islands, the area is well

cared for by the locals, quiet and peaceful is the order of the day, with walks throughout for anybody wishing to explore the beautiful countryside, for the yachtsman there are several bays and anchorages to enjoy.

Lefkada is situated to the north of Cephalonia and has the easiest access to the mainland of any island in the country as it is linked by a bridge. The island offers an interesting mix of good facilities, several startlingly beautiful beaches; some, like Katsiki beach, are blessed with white sand and more unusual, there are rare blue sand beaches! Nidri, one of the most popular towns on







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**ABOVE:**  
KATSIKI BEACH

**BELOW:**  
PARGA

the island is an attractive place and worth a visit. Close by you will find the island of Scorpios, famed for being the home of Aristotle Onassis and where he, in 1968, married Jaqueline Kennedy. Even though the island has new Russian owners that wedding ensured that the area would be endowed with a glamour that remains to this day.

Parga is a beautiful coastal town set on the Greek mainland but with a distinct island feel set in a beautiful natural bay around which range colourful houses and green hills. Beautiful beaches and interesting historical relics including the imposing ancient castle that overlooks the town, initially built in the 11th

century and then destroyed and rebuilt several times over the following years.

Nekromanteion just south of Parga is an ancient site where those wishing to consult the dead for advice used an oracle through which to communicate. The oracle would sit in state in a huge echoless chamber as the visitors went through a ritual, including fasting and a spa like process that would prepare them for the interview ahead. The Acheron temple was an incredible building with hugely thick walls and a basement with arches placed in such a way that they worked as baffles that would deaden echoes. This is a phenomenon that intrigues experts to this day that need modern technology to allow them to replicate such effects. It was built in the 3rd and 2nd Century BC on a hill near the confluence of the Acheron ('River of woe'), Pyriphlegethon ('Stream of fire') and Cocytus ('River of wailing'), three of the five rivers associated with Hades. The temple which was mentioned in both the Odyssey and the Iliad, was only re-discovered in 1958 and has since been the subject of much conjecture as to its purpose in ancient civilizations.

Preveza, also on the mainland, is a pleasant coastal town at the mouth of the Ambracian Gulf, a wetland area of unique interest and great beauty that is considered to be of International importance. The wetlands surrounding the gulf host rare migrating species of birds as well as the Dalmatian Pelican (*Pelecanus crispus*), currently







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**ABOVE:**  
THE FAMOUS ORACLE  
OF THE DEAD,  
NEKROMANTEION

**BELOW:**  
PREVEZA

threatened with extinction, which nests on the islands of the lagoons and is considered to be one of the largest freshwater loving birds. Other birds of interest include the Great Bittern (*Botaurus Stellaris*) and the Ferruginous Duck (*Aythya nyroca*). Marine mammals such as the Bottlenose dolphin, the monk seal and Loggerhead sea turtles can also be found. With its unique landscape, traditional villages and huge ecological interest, the Ambracian Gulf is a great place to visit for those who enjoy places of unusual beauty.

Corfu is a fascinating combination of Greek, Italian and British influences due to having had a variety of governments

over the centuries because of its geographical importance. Naturally beautiful and verdant it is the most northerly of the Seven Islands of the Ionian chain and the capital of the group. There is much to explore within the main town with its historic area brimming with museums and palaces with historic royal associations. Corfu Town sports the largest town square in Greece, the Spianada, with the Liston esplanade that runs along most of its length and here in summer you may be lucky enough to come across a traditional cricket match being played, one of the few places where this sporting tradition survives having been handed down from the days of British occupation.

One of the best-known areas outside of Corfu town is that of Paeliokastritsa with its beautiful bay and surroundings which offer ideal conditions for water sports and swimming in crystal waters. Agni bay is a great anchorage with a choice of tavernas on the beach where you can just sit and enjoy the stunning view offered by the beautiful bay and the nearby Albanian coast just across the water.

Paxos, just off the southern tip of Corfu, is a tiny peaceful island with beaches, tavernas, underwater caves and beautiful





anchorages. The main town of Gaios is considered one of the most picturesque ports in Greece with its traditional houses lining the quayside and the pretty hills behind. This enchanting area has of course cast its magic over many people and now, unsurprisingly, investment is coming into the area in substantial quantities.

In the past few years several large tourist developments have been taking place on the Greek mainland and Islands and it is worth mentioning a few.

Costa Navarino Golf have engaged famous golfer José María Olazábal to design two new 18 hole courses that will overlook the Bay of Navarino on the mainland, when added to the two existing courses in the area there will be four to choose from at this beautiful development. These existing courses are always very popular with our clients and fortunately it is possible for yacht guests to book and play these courses along with the residents of Costa Navarino.

The green light has been given on the island of Ithaca for a 480 million Euro resort. This is a huge project expecting to host 2500 people in a newly developed village, there will also be

hotels and up market villas including all necessary amenities and a marina. A Scuba diving park based on an accessible wreck is also being developed.

The island of Scorpios, as mentioned previously, is undergoing development with 12 new villas being built in three different locations. Coastal dwellings already in place will be renovated alongside existing sports facilities, including tennis courts and football pitches. New playgrounds will be added as well as an amphitheatre, restaurants, and importantly an extension of the marina will be put in place to host Superyachts. The islet was purchased in 2013 by Russian billionaire Dmitry Rybolovlev for his



**ABOVE:**  
PALEOKASTRITSA  
BEACH, CORFU



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**ABOVE:**  
COSTA NAVARINO GOLF

**BELOW:**  
GAIOS, PAXOS ISLAND

24-year-old daughter. The newly set-up independent firm Mykinai SA will manage the investment, which the owners say will be sympathetic to the environment and respect nature protection regulations. When not being occupied by the Rybolovlev family, the islet and its facilities will be leased for exclusive use as reported by the Kathimerini newspaper.

Other notable investments include plans for substantial developments in Cephalonia and a number of other sites will follow with announcements in the near future.

#### WHAT HAVE THESE ALL GOT IN COMMON?

- They all represent enormous investment and show how much potential is now being realised in Greece.
- All of these developments are being supported from outside Greece and the investments coming in to the country are being seen as vehicles to help kick start the economy and create employment which will hopefully bring other improvements along the way.
- They are all set to improve the surrounding area economies as Costa Navarino has been shown to do in the western Peloponnese.
- They have all, finally, triumphed over the huge bureaucracy which has existed in Greece for many years, proving that anything is possible if you persevere and that the Greek government is now seeing outside investment as a positive thing.
- They are all next to the sea!

*Now is an exciting time for the lovely Ionian island's and the surrounding mainland. If you have not yet cruised the Islands, maybe it is time for you to visit and see for yourself.* >||



**Contact:** Rosemary@A1Yachting.com



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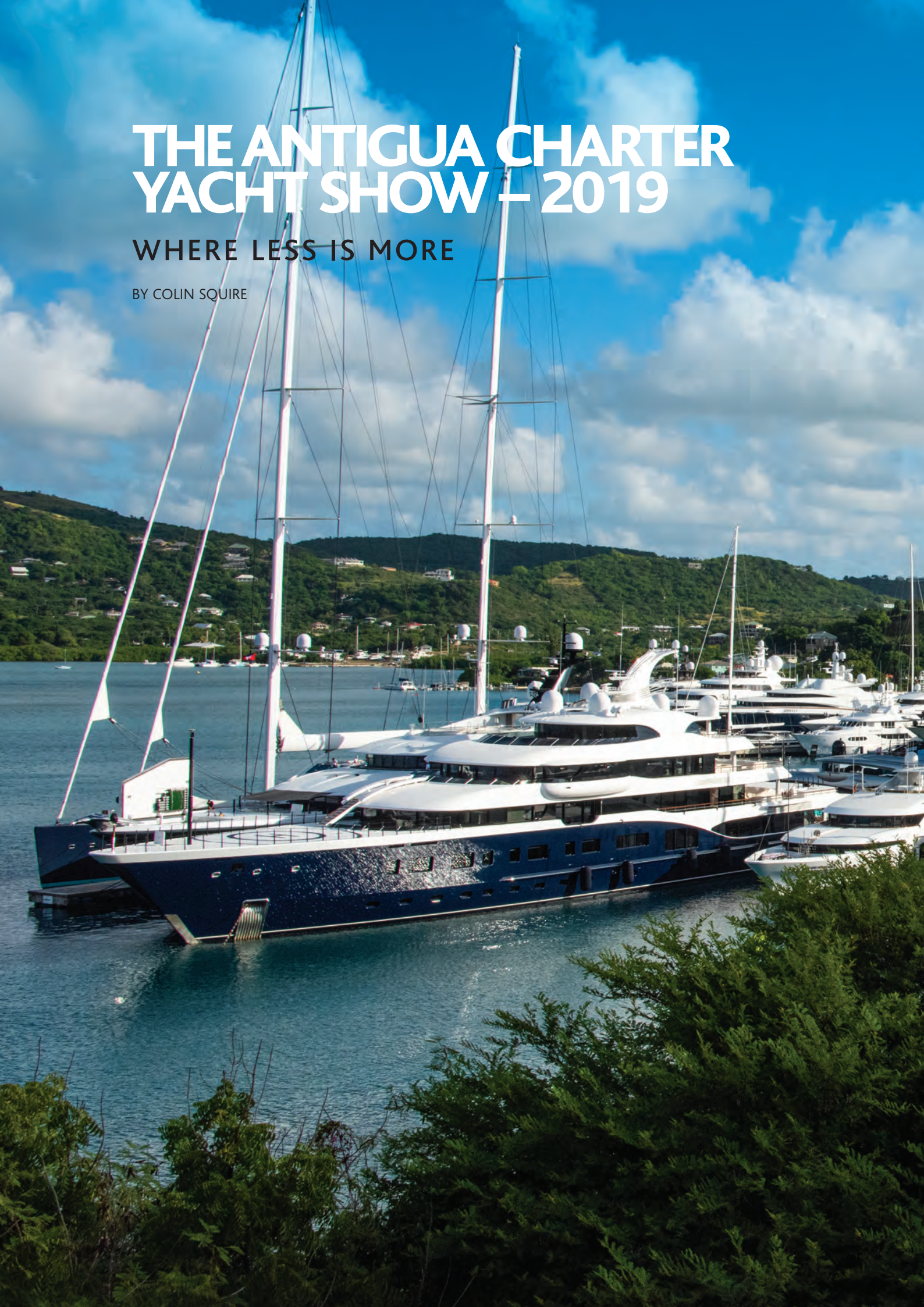




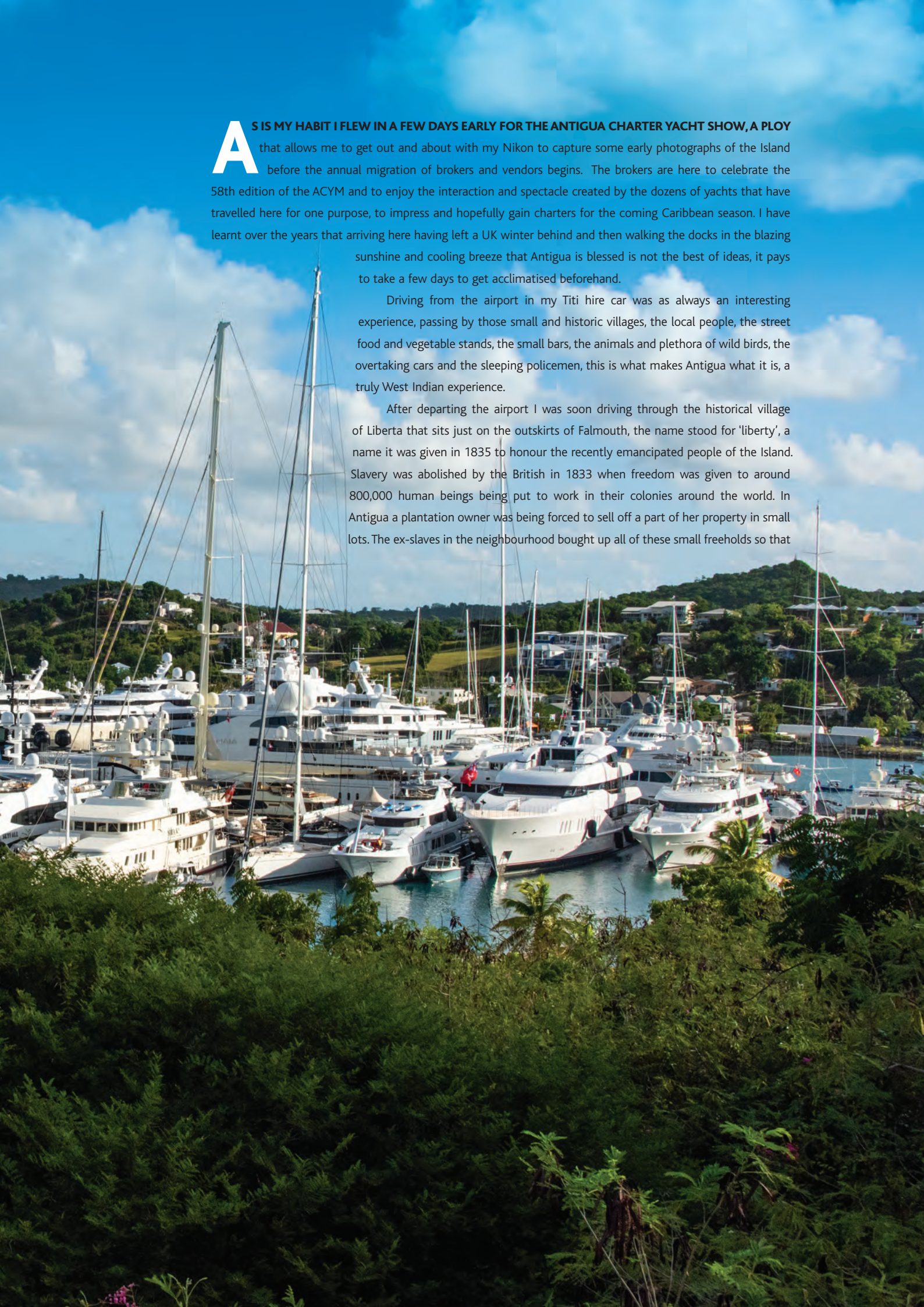
# THE ANTIGUA CHARTER YACHT SHOW – 2019

WHERE LESS IS MORE

BY COLIN SQUIRE







**A**S IS MY HABIT I FLEW IN A FEW DAYS EARLY FOR THE ANTIGUA CHARTER YACHT SHOW, A PLOY that allows me to get out and about with my Nikon to capture some early photographs of the Island before the annual migration of brokers and vendors begins. The brokers are here to celebrate the 58th edition of the ACYM and to enjoy the interaction and spectacle created by the dozens of yachts that have travelled here for one purpose, to impress and hopefully gain charters for the coming Caribbean season. I have learnt over the years that arriving here having left a UK winter behind and then walking the docks in the blazing sunshine and cooling breeze that Antigua is blessed is not the best of ideas, it pays to take a few days to get acclimatised beforehand.

Driving from the airport in my Titi hire car was as always an interesting experience, passing by those small and historic villages, the local people, the street food and vegetable stands, the small bars, the animals and plethora of wild birds, the overtaking cars and the sleeping policemen, this is what makes Antigua what it is, a truly West Indian experience.

After departing the airport I was soon driving through the historical village of Liberta that sits just on the outskirts of Falmouth, the name stood for 'liberty', a name it was given in 1835 to honour the recently emancipated people of the Island. Slavery was abolished by the British in 1833 when freedom was given to around 800,000 human beings being put to work in their colonies around the world. In Antigua a plantation owner was being forced to sell off a part of her property in small lots. The ex-slaves in the neighbourhood bought up all of these small freeholds so that



## THE ANTIGUA CHARTER YACHT SHOW 2019



they could own their personal plot of land. The new landowners immediately settled on the lots they had purchased, built their homes and grew what food they could in the gardens. Those able to work helped out in the nearby plantations and those able to undertake work of a more technical nature would help out in English Harbour as mechanics or shipwrights, professions that are still applicable to this day in the area.

Passing through this village I have grown to anticipate the scene as you round the bend and descend into Falmouth, Falmouth Bay and Cobbs Cross. This is the first view one gets of the Falmouth Marinas and the bay itself, a beautiful site that has changed little for a great many years, from this distance, and dusk was just minutes away, the marinas looked to be busy under a sky enhanced by a kaleidoscopic sunset, the many smaller yachts dotted at anchor around the bay looked like primeval floating monsters as they sat at anchor in the greyness cast by the disappearing sun.

Over the next few days I paid visits to many old friends, took an early view of the yachts on each of the docks, watched fascinated as other yachts arrived and caught up with local gossip. The lack of the smaller sail yachts that used to participate in this show was quite noticeable, a recent phenomena, a few years back they would have represented a significant portion of the fleet. But times move on, yachts have grown massively in size in recent years, maybe this is simple evolution in progress, shows more







suited to a charter fleet of smaller vessels have distracted them to other islands, other events. During this show there were a mere handful of these yachts in attendance. Why, nobody seemed to know for sure, but to make up for a lack of these smaller vessels the number of large power yachts proved quite a formidable site. As quoted by one member of the show committee, 'what we have lost in numbers we have more than made up for in length and volume'.

But there were fewer of these larger yachts also this year, when visiting the shipyards of France, Italy and Spain in the following weeks they were brimming, could it be just that more Owners than normal had taken their yachts out of service for refitting with underlying reasons still to be ascertained.

On registration day, we all met at the Copper & Lumber store to collect our credentials, the Captains had their pre-event



**OPPOSITE PAGE TOP:**  
THE VIEW FROM CLARENCE HOUSE

**OPPOSITE PAGE BOTTOM:**  
THE VIEW FROM SHIRLEY HEIGHTS

**THIS PAGE FAR LEFT:**  
THE CAPTAINS' PRE-EVENT RULES AND REGS MEETING

**THIS PAGE LEFT:**  
A YOUNG ANTIGUAN GIRL SHOWING US HOW IT SHOULD BE DONE

rules and regs meeting as did the Chefs and Stews taking part in the annual Chefs Competition organised by Sarah Sebastian. This event has grown over the years and for the winners of any of the

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different categories, not only do they receive prizes from sponsors that make for an early Christmas, brokers can fly the flag of each of the individual winners and the yachts they create for to their potential clients.

The next morning at 9.30 sharp the crew took their positions and the show was declared open, the docks gradually filled with brokers and vendors and crew with the patience of saints. Crew are generally the first point of contact as they greet all of those wishing to visit the yacht or to see the Captain who has possibly given specific instructions as to who they will or will not wish to meet. For vendors it can be a tough few days, standing in the sun and wanting to meet with the Captain, the most important person in their eyes, that is why they have travelled so far, to say hello, introduce their company, hand over their card, it's tough. It's also tough for the Captains, it is a part of their job, but with around 250 vendors in attendance it is a never ending trip to the end of the gangway. Brokers are of course invited onboard for a viewing, to take notes, to leave with an impression of just how this vessel could fit or not fit into a client's requirements. Also most yachts, every day, put on a lunch for specific invited brokers, trying to keep weight off here is tough, the local restaurants are also of a high standard and reasonably priced considering their stunning locations, hence the need to head out for a swim and exercise early every morning on Pigeon Beach.

The end of that first day then led to the Opening Party at the Copper & Lumber Store, sponsored by YPI International, BWA and Kennedys Club. It was a great evening of networking along with song and dance that kept the 500 or so guests smiling well into the night. This was just the beginning and for the rest of the show the routine continued, but with each evening a specific dock would be open and yachts would hold their own invite only events. The last evening saw the Deep Blue Sea Party, held in honour, and to raise awareness of Mary Crowley and her efforts







over the years to clear plastics from the Oceans, specifically the Pacific Gyre.

During the show CYBA (Charter Yacht Brokers Association) held their annual 'Outstanding Supporter of the Charter Yacht Industry' award ceremony. This year, to my delight and that of a great many others, the award went to Cpt. Jan Robinson. Her attributes are numerous, Captain, chef, author, Rotarian, philanthropist, palate pleaser, culinary judge and co-ordinator, columnist, investor, networker, world traveller, snazzy dresser, keep fit fanatic, chocolate lover, gregarious, humorous and a martini drinker to boot!

Some individuals are visionaries from the start, always on the leading edge of whatever canvas they see in front of them. Captain Jan Robinson has been renowned throughout our industry since starting way back in 1979 when operating a 60 ft steel charter boat, Vanity, with an unforgettable 150 lb black Newfoundland dog aboard.

Over the next decade returning guests kept requesting her always improving recipes and so along with her own she cleverly collected, collated and tested other charter yacht chef's culinary delights which culminated in the launch of the first of a dozen cookbooks, Ship to Shore 1, in 1983. This led to her selling them at major US boat shows. She would appear annually, with a bevy of beautiful sales assistants, at Newport, Annapolis, New York, California, Miami, Fort Lauderdale and Texas.

Her charismatic and persuasive charm segued into another promotional opportunity, under the pseudonym of 'the Galley Gourmet' she made, in the early 90's several TV Cooking appearances, demonstrating and recreating recipes from her Ship to Shore series on shows like the Morning Show, an NBC Special, CBS and QVC. This exposure brought mainstream recognition to the already mushrooming crewed charter yacht industry. For the next 25 years, it was natural for the Caribbean's most influential



charter chef authoress to co-ordinate and judge culinary contests both at Caribbean and European Charter Yacht Shows.

As yet I have not mentioned the 60 or so yachts in attendance, there were many that were very special, the first that comes to mind is Aquijo, a modern 283 ft Bermudan rigged ketch, the largest in the world. I did a tour of the interior of this remarkable vessel culminating with a trip up the 91 m foremast. Other yachts of note were the 85.34 m MY Aquila, Columbia, a 43 m replica of the 1923 Gloucester fishing schooner that bore the same name, the 78 m MY Eminence and MY Phoenix 2.

**OPPOSITE PAGE TOP:**  
PIGEON BEACH

**OPPOSITE PAGE BOTTOM:**  
A PARTY ON THE SCHOONER COLUMBIA

**THIS PAGE TOP LEFT:**  
CAPTAIN JAN ROBINSON

**THIS PAGE ABOVE:**  
CAPTAIN KEN BRACEWELL AND THE CREW OF BERILDA

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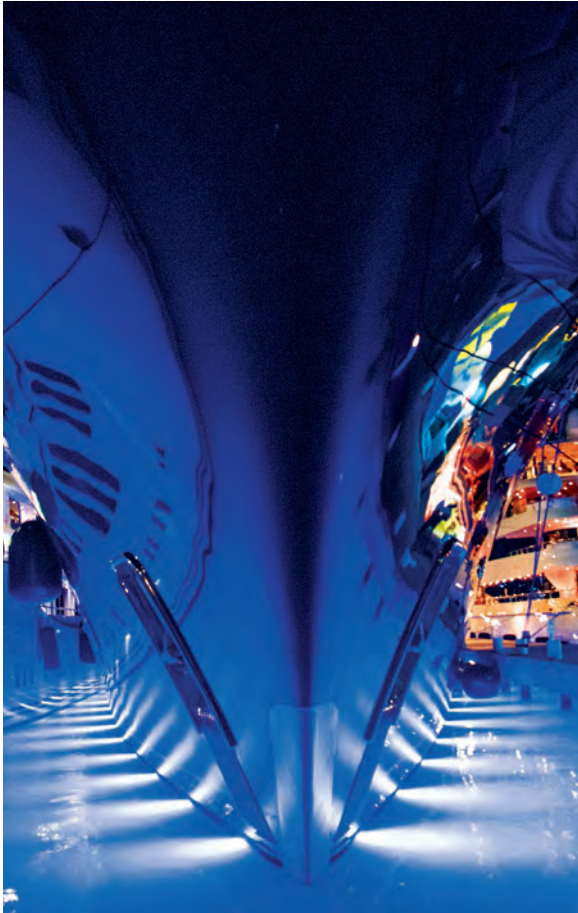
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Winning Chef: Dylan Reeve – MY Rock.It

*Yachts 126 to 159 ft:*

Table Décor: Erzsi Van Masher – MY Balista

Winning Chef: Bianca Blohm – MY Berilda

*Yachts 125 ft and under:*

Table Décor: Clarisa Robbertse – MY Wonderland

Winning Chef: Chef Jeremy Gardner – MY Wonderland

The dates for the 2020 show: December 4th – 9th.

>||



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# KILLER HURRICANES

## THE UNLUCKIEST (LUCKIEST!) MAN IN THE WORLD

BY CPT. DAVID KITCHING

**F**OR THE LAST 23 YEARS I HAVE BEEN WORKING ON boats in the Caribbean, Bahamas and Florida area and during that time have survived at least four major hurricanes and dodged quite a few more.

Back in the early nineties I was in Marsh Harbour, Abaco Island, in the Bahamas and had just finished a charter. It was late August and high time to be out of the area to avoid the peak of the hurricane season around mid September. I was one of only four boats anchored in the harbour when a hurricane developed just to the south of us. It was too late to flee and from the track it looked as if it would pass well to the east of the Abacos. A friend had said that if I wanted I could use his mooring buoy, but not knowing the condition of the underwater chain I had elected to anchor. Fearing that I might need more than my anchor to hold me in a potential big blow, I dove on the mooring to find the chain, as I had feared, worn to a thread. Luckily I had a about ten

feet of spare 3/8 chain on the boat so made a rapid repair and hitched a strong line to the mooring. I now had the anchor out to port and the line running to the mooring from the starboard bow cleat.

A few hours before the hurricane was due to pass the island a 40 ft Hunter came in and anchored off my port bow. As the wind started to rise it blew in from the SE and steadily increased all afternoon and into the night. I guess by midnight it was blowing around 80 mph and the waves were, at times, breaking over the bow, even though I was in the lee of the land about three hundred yards away. Ahead of me was a large trawler type private yacht with a very high bow. About two in the morning I heard a foghorn and leaping up to have a look saw that the trawler was dragging down towards me. I started the engine in the hope of maybe dodging the unwieldy craft as it lumbered downwind with the engine screaming and someone on





the foredeck trying to raise the anchor. They got to within 100 feet of my bow before getting the anchor up and then crabbed over to be nearer the lee shore.

Meanwhile the Hunter was doing an evil dance. My boat was veering through maybe 70 degrees as the wind threw it around at the end of the anchor chain and the mooring line. The hunter was doing a full 180. It would tear off in one direction across the wind, come to violent stop at the end of the chain, twist round and fly off in the opposite direction, basically at right angles to the wind. I felt sorry for the occupants.

By morning the storm had passed and I went over to the Hunter to see if they were undamaged. They looked tired and depressed. No sleep and the mad gyrations of their boat had pretty well cured them of sailing! They were lucky their chain did not break.

In 1999 hurricane Floyd looked as if it would turn north in the Caribbean and come though the Bahamas to strike southern Florida. I was at that time running a 55 foot Viking in the Bahamas and decided to run for Waterways Marina in North Miami to take shelter. When I arrived there was a mandatory evacuation in effect for all those living east of the Intracoastal and Miami was busy boarding itself up in anticipation. A total of 2.6 million people were evacuated along the coast for this hurricane and when it had blown itself out it was estimated to have done \$9 billion worth of damage!

When I arrived the captain of another boat came over and expressed surprise that I had decided to ride out the storm in the Waterways Marina. He had decided to make a dash to North Carolina in an effort to get away from the wrath of what was predicted to be one of the largest hurricanes ever to threaten the east coast of the US. However as luck would have it the hurricane passed South Florida and where did it come ashore? North Carolina!

In 2005 I was aboard my own 51 foot sail boat, again in Marsh Harbour and a low pressure system was developing well to the south, but the few boaties left in the harbour were pretty convinced that the low would develop into a tropical storm and move north to clobber the Abacos where we were. I moved my boat and anchored off New Plymouth on Green Turtle Cay in case I would need the shelter of Black Sound, a well known hurricane hole on the island. As luck would have it the storm moved northwest and by the time it reached Fort Lauderdale on the south east coast of Florida it was a full blown hurricane named Katrina. Katrina then crossed Florida, leaving a trail of destruction, moved over the Gulf waters, picking up speed as it went, and dealt a deathly blow to New Orleans.

Back at Green Turtle the water was like glass. Not a breath of wind to ripple the surface! I decided to start the 200 mile trip to Fort Lauderdale, hoping that somewhere along the way the







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wind would pick up so that I could sail. No such luck. I had to motor the whole way. Arriving in Fort Lauderdale I found a dock in front of a private house in a narrow canal off the north fork of the New River. Not long after arriving a new hurricane came stomping through the Caribbean doing all sorts of damage where ever it touched land. This was hurricane Wilma, the most intense hurricane ever recorded at that time. Wilma wound up as a category five hurricane and having beaten the Yucatan Peninsula to a pulp it swung north east and proceeded to make a bee line for Florida and Fort Lauderdale.

The dock I was on was pretty decrepit so I went into town and bought two large galvanised cleats, and with the owner's permission, mounted them on the concrete sea wall. As the storm approached I ran two ¾ inch nylon lines from the bow and stern to the opposite side of the canal and pulled the boat about four feet off the old wooden dock. Everyone else was doing much the same in the canal so after a while the thing looked like some giant spiders web.

The wind came in from the port quarter early in the morning and by 10 it was gusting to over 100 miles an hour. Once the wind reaches around eighty it is hard to walk on the deck without clinging to something and over 90 you have to crawl. Gusts at the airport were recorded at 120 miles an hour. My boat has in-mast furling on the main and the mizzen and when the masts are broadside to the wind the slits up the masts act like giant flutes. Even in a moderate cross wind the noise can be eerie, in a hurricane the noise is pretty terrifying. The boat was heeling well to starboard in the heavy gusts, but I had the generator running and the TV on watching the weather channel for updates. Not so lucky the people ashore. The power went out, the cable TV failed, the water system broke down and bits of trees and roofs were flying through the air. However I had forgotten one thing. The elasticity of nylon line! My 23 ton boat had stretched the lines substantially. There was a mighty gust that pushed the boat well over and then a horrible bang as one of the starboard ports hit the dock smashing the Perspex. The next roll saw water pouring through the open port and over the chart table. I grabbed a small pillow and stuffed it into the hole and held it as the boat was driven rail under.

Luckily the southern edge of the eye wall passed just to the north of the boat and suddenly the boat stood up as the wind swung and came dead on the bow. But now I had another worry. The wind seemed to be gaining in strength and I was concerned that I did not have enough heavy line up forward. I had noticed that the next door neighbour (an old lady lived there) had a strong looking cleat on her seawall and with no more ado I grabbed a heavy line, vaulted the fence and put the line on the cleat. This was done during one of those 'lulls' when the wind drops to around 60 miles an hour. Yes, it does happen even during a hurricane!

Then back to the boat where I attached the line to the capstan and tightened up. I turned round to walk back down the deck when a terrific blast knocked me down onto the upturned RIB dingy that I had loaded onto the foredeck before the storm hit. I was wearing only a pair of brief white underpants and my foul weather jacket that was now blown up round my head. What a sight!

Shortly after that a sloop across the canal lost its genoa. Normally in a hurricane one takes down all sail and stows everything that might be blown off the boat below. For some reason this sail was still furled on the forestay. With a cannon like explosion it came loose and it took less than a minute for the whole thing to be reduced to flying vestiges of sailcloth. The noise while this went on was unbelievable.

The hurricane blew itself away to the north east and by two in the afternoon the grey cloud peeled back to reveal a perfect blue sky. Bye, bye, Wilma! It is estimated that Wilma cost the US \$25 billion.

I walked up to the house to see how my 'landlord' had fared. The family were safe and unharmed but now had no power, so I offered to run my generator and bring a cable from the boat to the house to keep at least their fridge going and a couple of lights. They were very grateful. I started to tell them of my adventure with the bow line when the man stopped me. 'We saw everything. It was better than TV'.

In August of 2011 hurricane Irene looked as if it might hit the Bahamas where I had been chartering my boat. A friend, Simon Crowley, had already made provision for such an event by booking a place among the mangroves at Green Turtle Cay for his boat, a 53 foot Gulfstar, and my boat a Morgan 512. As the storm moved north we scuttled to Green Turtle Cay and made ourselves secure in the mangroves at the south east end of Black Sound. We probably had thirty lines out. We were parallel and about thirty yards apart. Before the hurricane arrived I had organised to borrow about 200 feet of multiple strand line an inch thick and this became a real boat saver.

We listened to the weather report and heard of the damage that was being done to islands to the south of us. Then about eight in the morning the wind started to freshen and we were soon seeing gusts of 40 to 50 mph. This wind was coming from the starboard beam and once again my boat started to heel to the blasts of increasing wind. About 11 am one of my lines running from the starboard stern cleat to a nearby mangrove snapped and I decided to try and renew it using the dinghy and a fresh line. The wind was now up around 60 mph and by pulling myself along one of the other lines I managed to attach the new line to a robust mangrove root and get back to the boat.

This was exhausting work and for a while I sat in the cockpit getting my breath back. But then I realised that this





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was not the safest place to be. Some forty yards upwind of the boat was a dock with a small corrugated iron shed. It was being violently wrenched apart and I could foresee a piece of iron whirling through the air and decapitating the idiot sitting in the cockpit. That was me! I went below and brewed some coffee.

Meanwhile the wind speed kept increasing. Soon over 80, then 90. A sail boat on a mooring about 100 yards downwind still had its furled genoa on the main forestay. This suddenly unwound and with a clap like thunder the sail was ripped to shreds. A small sail boat off my port bow broke loose from all but one of its lines and swung round into the mangroves with just that one line stopping it from being hurled down the harbour. And still the wind increased. We were told later that gusts of 140 miles an hour had been recorded on the island.

About midday we entered the eye and the wind dropped to near nothing. There was blue sky overhead. Simon and I jumped at the chance to secure the small boat that would threaten us when the wind turned and I was keen to move my heavy borrowed line from starboard to port and attach it to a barge that was off about fifty yards on my port quarter. We got the sail boat secured and I started to drag the heavy line towards the barge using the dinghy. This meant pulling the dinghy along other lines that were already attached to the barge. I got within a few feet of the barge when the wind kicked in from the northwest.

Luckily Simon saw that I was struggling and came to my aid and between us we managed to get the line attached before the wind reached hurricane speed again.

Back on the boat I lay exhausted in the lee bunk and let the hurricane blow itself out. The boat was now rail down to starboard in the worst gusts and I decided that the next hurricane I would try and ride it out on a hurricane mooring!

A year later and I was back in Green Turtle Cay and facing hurricane Sandy which was approaching as a category three hurricane. But this time I was on a 'hurricane mooring'. As the wind built, the boat remained facing the storm and except for the odd violent sheer things were a lot more comfortable than being static in the mangroves. I huddled below watching videos as the night closed in. About every hour I would go topside to make sure everything was in order. These forays on deck always left me drenched as rain moving horizontally at hurricane speeds will get through any clothing you might like to wear. I usually donned only my foul weather jacket and shorts. The jacket did not keep the water out but it does alleviate the pain from being hit by rain drops moving at 100 mph!

At about two in the morning there came a loud bang from up front. Grabbing my torch I went to investigate and found a small derelict sail boat being repeatedly struck by my bow. At first I thought it must have dragged back on me but I then discovered





it was my boat that was dragging. After a considerable battle I managed to fend the small boat from under the bow and my boat continued to drag back. It finally came to a stop with the stern just 50 feet from a dock. I had dragged about 80 yards! By daylight the worst was over and Sandy went thundering off up the east coast of the US eventually hitting New York and flooding subways and streets. Sandy was a huge storm, over a thousand miles wide. It killed 233 people in eight countries and cost the US \$71.4 billion.

But Sandy had a kick to it when it had moved on. The morning following the storm people were out in the sunshine cleaning up all the trash that had been thrown around. A few houses had been flooded but as far as I know no one was killed on the island. Then about four in the afternoon the wind came in from the northwest and it blew at about 60 to 70 mph for the next five days. So much salt was driven onto the island that all the greenery became brown and died. The shallow water of the inside bank was turned to what I can only describe as pale blue milk.

So we come to hurricane Mathew. Hurricanes can alter course pretty sharply at times and Mathew was one of those. Travelling from east to west across the Caribbean Mathew suddenly turned north and headed for the States. As it crossed Haiti it did untold damage and the final death toll from this intense hurricane would be over 1600.

When Mathew turned north I and my 19 year old mate, Philip, were on a mooring at the Las Olas Bridge in Fort Lauderdale, but we were told that I had to move as the mooring would certainly not hold my boat in a hurricane. All around me boats were scurrying to hide up the New River and I asked the Fort Lauderdale City Docks if they could help me. And they did. They found a spot just east of the Third Avenue Bridge on the south side of the river and in short order I moved the boat there and battened down the hatches. For the next two days there was an almost endless procession of mega yachts coming up the river, under their own power, or mostly with tugs fore and aft. The New River is the shortest and busiest commercial waterway in the US and negotiating its tight bends can be taxing for a very large boat. Believe me. I have done it.

A 41 foot catamaran came and docked just ahead of us. The owner was beside himself with worry as he claimed his topsides were thin, unlike my boat which he said was built like the proverbial dunny. He rushed off and bought four of the biggest fenders he could find at \$500.00 each. These enormous fenders would have been good on a 150 foot megayacht. On his boat they looked like overkill gone mad. He also threw out his anchor into the middle of the river on about 50 feet of scope..... not sure what that was meant to do, and proceeded to tie himself to the dock with about twenty lines!



Philip claimed that he was looking forward to experiencing his first hurricane. But he was to be disappointed. For this time we dodged the bullet. The hurricane moved up through the Bahamas with storm force winds only extending 25 miles from the centre. It tracked along the east coast of Andros and then gave Freeport in Grand Bahamas a real thrashing. In Fort Lauderdale we might have had gusts to about 40 mph. But then we were about 70 miles from the centre of the storm.

But not so lucky as a friend of mine who had his 55 ft catamaran in dry dock in Freeport. He had had some serious and expensive work done on his shafts and props and was ready to go back in the water when the hurricane struck. Unfortunately during the storm the wind picked up a small boat and hurled it at the catamaran undoing all the work that had just been completed. Then to add insult to injury a nearby fuel oil tank sprang a leak and the boat was covered in the most horrible mess imaginable.

Dorian the Killer (2019). Once again I had booked a hurricane mooring in Black Sound, Green Turtle Cay in the Bahamas. The boat had survived Irene and Sandy there, so I hoped that once again I would be lucky. Simon Crowley on his boat, Observation, had also booked a mooring about 100 m from mine.

So we spent Saturday and Sunday making last minute preparations for the coming storm. At that time it was now classed as a cat 5 hurricane and we were offered shelter in a concrete basement belonging to Donny Sawyer, a guy I have known for some years and the owner of Donny's Rentals, a small business with a dock and rental boats for hire. The main storm winds were projected to arrive about 1.30 in the afternoon of Sunday 1st September, but by 10.30 in the morning the winds were nearing 50 mph, so I and Simon took his dinghy ashore and made our way to the refuge under Donny's house.

By 12 the winds were really getting up and soon after we entered the eye wall. Because of our position in relation to the eye, we were actually stuck in the thing for about four hours, with huge blasts of wind and heavy torrential rainfall. Later we were told that one gust reached 220 mph, most of it was well over 150 mph. Visibility was down to about 50 yards so we couldn't see our boats moored out in the bay.

After about 30 minutes of the big winds the house above the basement gave way and great chunks of it went flying through the air. This brought on a major problem as we now had just a wooden floor and a carpet above us to protect against the rain, which it didn't. So for the next 48 hours we lived under a shower of water drops and slept as best we could on a very wet floor that had to be cleared every two hours or so.

The noise was fantastic as great gusts tore at the trees and what remained of the house. Every tree in sight was soon denuded of leaves and most of them were knocked to the ground.

Every now and again tornadoes would suck debris up into the air or slam bits and pieces against our shelter.

By five the eye wall had moved on and Justin (Donny's son) and I went for a walk. This was totally crazy as it was still blowing a full cat one hurricane, but after what we had been through it seemed like a stiff breeze. Simon's boat was now resting about 10 feet above sea level on top of a raft of broken trees. Canted at 45 degrees the boat was a sorry sight, especially as the main mast had broken about twenty feet from the deck.

My boat had dragged backwards onto the public dock and beaten itself to death against the dock and was now sunk. The rigging had held and so had the lines to the mooring block, but the giant wind had been just too much for the block and the whole thing had been dragged across the harbour.

The Sunday night saw the wind move round to the SE and blow at about 50 mph with heavy rain. No one slept that much and the Monday morning brought no relief. By now the hurricane was over Grand Bahama and basically stationary. There it sat for 24 hours and then reluctantly moved off to the north, narrowly missing the Florida coast. Tuesday was not that much better. Lots of wind and rain. I walked into New Plymouth. Nearly everything was smashed up but strangely a house with the date 1866 over the doorway was in pretty good shape. I guess they knew how to build houses in those days.

Donny told us on Thursday that he wanted to get off the island on Saturday and could we move out of the basement so he could secure his tools in the only bit of the house he could lock up. He had one surviving dinghy and ran us over to Treasure Cay Ferry Dock, as the ferries were all lost except one. From there a friendly local took us to the Treasure Cay Airport. There were perhaps 600 people trying to get flights out but the only planes coming in were small private planes from Florida, loaded with relief supplies. At about 10 am a large Bahamas Air plane landed with troops and police and began taking women and children aboard to fly to Nassau. There was no official organisation on the airfield or traffic control, but somehow the whole thing worked and locals ferried the supplies away in battered vehicles to a central point.

Simon and I spent the day talking to the pilots of the small planes going back to Florida, without much luck, and as the evening drew in we were resigned to sleeping on the tarmac. There was plenty to live on and we managed to scrounge a chair, a small mattress and some sort of aircraft cover that would make life a bit more comfortable. Just before the sun went down another small plane came in and we managed to get aboard in the cargo hold.

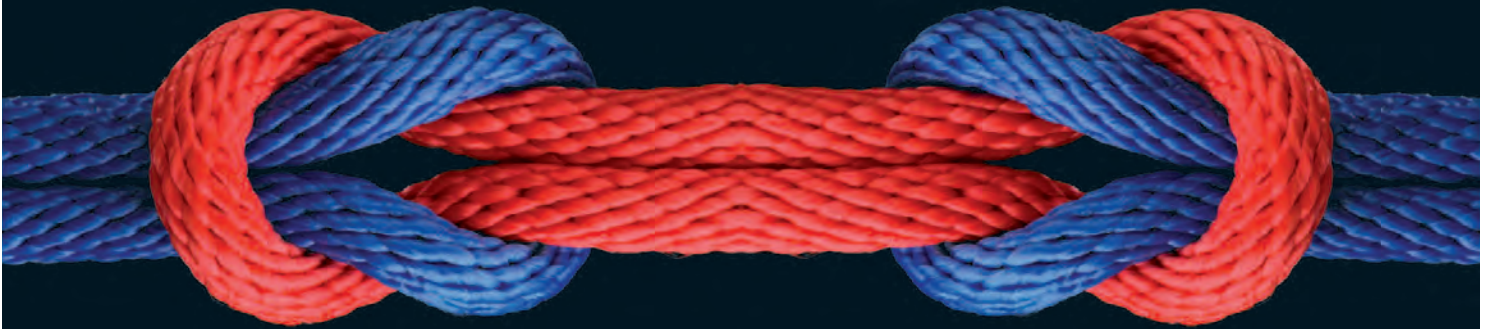
We arrived at West Palm Beach Jet Centre and cleared in as 'evacuees'. Got a taxi to Simon's friend's house and arrived there about 9.30 pm. Showers and air conditioning at last. I had escaped Hurricane Dorian with only a small cut on my left foot!



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# CRUISING SOUTHEAST ASIA A TWELVE MONTH SABBATICAL!

BY LINDA CARTLIDGE





**T**HE MEDITERRANEAN AND CARIBBEAN HAVE BEEN the two main destinations for Superyachts from northern Europe for decades, allowing owners to enjoy their vessels throughout the year. However, this is changing as more and more Superyacht Owners, their guests, Captains and crew discover the adventures and unique experiences available to them in Southeast Asia.

One of the last remaining pristine frontiers for those seeking beautiful and exotic holidays, the Asia and Indian Ocean regions are among the most adventurous cruising grounds in the world. At first the diverse and expansive Asia region may seem daunting; however, with the abundance of stunning possibilities and the excellent shore based support now available, it really is a joy to journey through Southeast Asia's waterways.

Following are destinations with a sampling of the attractions that are winning over Superyachts considering a voyage around Southeast Asia. Most of Asia Pacific Superyachts network of owner-agents are yacht Captains and all are long time experts in the service and care of visiting vessels cruising their region with whom they happily share tips and favorite spots.

#### ITINERARY

An early September departure from the Mediterranean, a Suez Canal transit and a passage through the Red Sea puts a luxury yacht in the Indian Ocean ready to begin a cruise throughout the pristine islands of the Maldives before the end of the month. Leaving the Maldives and cruising to Sri Lanka, Langkawi and Malaysia respectively in October/November and to Phuket in December/January the yacht would be just a short hop to the half-way point, Myanmar in February.







**TOP:**  
ONE OF THE  
MANY BEAUTIFUL  
SRI LANKAN BEACHES

**BELOW:**  
YACHTS IN PORT  
SRI LANKA

**OPPOSITE:**  
THE CRYSTAL CLEAR  
WATERS OF THE  
MALDIVES

Then it's on to the Andaman Islands in March, Singapore in April, Koh Samui (Thailand) in May, Borneo in June, Bali (Indonesia) in July, culminating in a stunning end in Raja Ampat (Indonesia) in August.

#### MALDIVES – SEPTEMBER

The Maldives continues to grow in popularity as more and more yachts are lured to the 26 exotic atolls that stretch north/south across the equator, their shores dotted with exclusive and elegant resorts.

The North Malé Atoll is often a first port of call and the gateway to the entire archipelago. For picture-perfect idylls, follow the chain north to the UNESCO-protected Baa Atoll and seek out a once in a lifetime underwater experience as the Hulhangu monsoon brings an abundance of plankton to the Atolls between June and November creating a feeding frenzy for underwater life. Characterised by its splendid ecology, the warm waters are home to a diverse array of exotic marine life that thrives in this underwater world and a must do is to visit Hanhushi's coral reef that showcases 1000 species of fish and an amazing 20 species of whale and dolphin.

The Maldives can now boast the magnificent multi-island Crossroads Maldives resort. Set amongst the exotic Kaafu Atoll and Emboodhoo Lagoon, the complex begins a mere 15 minute speedboat ride from Velana International Airport and the capital city of Malé. The Yacht Marina at Crossroads offers an impressive 30 berth quay, complete with world-class facilities and exclusive concierge services and caters to vessels from 10 to 60 m.

#### SRI LANKA – OCTOBER

A very short 450 NM passage from the







Maldives takes you to Sri Lanka – a good option for a fuelling point. The islands eighteen million strong population provides an intoxicating mix of cultures and diverse ethnic groups.

Sri Lanka is also a useful stop for yachts en route to the Red Sea, as well as a good point of departure for cruising the Maldives, Chagos and Seychelles. There are three main ports in Sri Lanka – namely Colombo, Galle and Trincomalee. Refueling and provisioning at the old port of Galle is straightforward and the best option. This is where most yachts clear-in and conditions for visiting yachts are slowly improving.

After arriving in Galle, a small town on the southwestern tip of Sri Lanka, the old Dutch Town part of the city is beautiful and worth visiting. Within the 65,610 km area of Sri Lanka lay eight UNESCO World Heritage Sites and 1330 km of coastline – much of it pristine beach. An island of magical proportions, Sri Lanka was once known as the 'Pearl of the Indian Ocean'.

#### **LANGKAWI, MALAYSIA – NOVEMBER**

Langkawi is the largest of 100 islands in the Andaman Sea, it is located off the mainland coast of Malaysia and is home to the Royal Langkawi Marina & Yacht Club.

Just 98 NM from Phuket and with the regions only duty-free port conveniently located nearby where you can find low sulfur diesel, as well as petrol, A1 jet fuel, alcohol (including fine wines) and tobacco products. The RLMYC added new berths and completed an extraordinary renovation and expansion of

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**ABOVE:**  
DRY DOCK FACILITIES  
AT BOUSTEAD,  
LANGKAWI

**BELOW:**  
ROYAL LANGKAWI  
YACHT CLUB  
AND MARINA

the entire marina a few years ago. The marina provides safe berthing and has a varied supply of support services locally that compliment a custom built Superyacht refit center.

Langkawi offers plenty of protected anchorages and the area has become an established sailing destination, attracting boats from all over the world. Moving slowly from Langkawi and along the north-west headland the green islands of Turatao and Koh Adang in Satun can be seen across the south of Thailand border, just a few kilometres away.

The best time for cruising is the Easterly Monsoon season, stretching from October through April, when conditions provide a gentle 10-15 knot North Easterly breeze providing calm seas and blue skies.

#### PHUKET, THAILAND – DECEMBER & JANUARY

Just a few hours North of Langkawi is the popular Island and 'Superyacht Hub of Southeast Asia', Phuket, also known as the 'Monaco of Southeast Asia'. Phuket offers the best in high end Superyacht marinas, a vibrant nightlife, numerous cultural attractions and 32 smaller islands off its coast, all perfect for cruising and exploration. Superyacht visits are increasing exponentially. The number has grown over the past 15 years with 1500 yachts and cruisers now visiting annually.

The resort island's marinas can handle all that a Superyacht needs and berths with excellent docking facilities are available for yachts up to 130 m. Phuket can also boast a growing Superyacht labour force, amazing attractions and nearby cruising.

Starting out and staying close to Phuket you have Phang Nga Bay with its limestone monoliths rising up out of the sea and caves to paddle through. Further south are the beautiful islands of Koh Phi Phi that sit among others that are ideal for exploring secluded coves, white-sand beaches and turquoise lagoons. You will also find extensive Thailand marine parks that are perfect to visit during a cruise.

November to April is considered the best time to enjoy a Phuket cruising holiday but as the eastern side is sheltered from rain and wind, it is possible to undertake calm, leisurely cruises throughout the year.

#### MYANMAR – FEBRUARY

Travelling further North from Phuket, it's an easy cruise to Myanmar





**LEFT:**  
KRABI – PHUKET

**BELOW:**  
SNORKELLING –  
PHUKET



and the Mergui Archipelago. Partly famed as the home of small groups of nomadic 'Moken' (sea gypsy) people and villages, these stunning islands offer a true 'Robinson Crusoe' experience.

Hundreds of small islands, each offering crystal clear waters and pure white sandy beaches, stretch out as far as the eye can see. Inhabited only by the reclusive sea gypsies these little known cruising grounds offer the perfect chance to get away from it all and enjoy nature.

The archipelago, which stretches north from the arrival port of Kawthaung for some 200 miles, offers unlimited adventures among the hundreds of islands and cays. After being off-limits for decades authorities now permit foreign boats to cruise and after years of isolation the wildlife on sea and land is particularly abundant and diverse.

The best time to visit is from November to February when the northeast monsoon brings with it cool, dry air that offers a break from the heat.

#### **ANDAMAN ISLANDS – MARCH**

Moving from Myanmar's Mergui Archipelago, you will soon encounter the vast spread of the Andaman Islands in India.





**ABOVE:**  
4 NUNS AT THE KOE  
THAUNG PAGODA

**RIGHT:**  
SADDAR CAVE,  
MYANMAR

**BOTTOM RIGHT:**  
SOUTH CINQUE ISLAND,  
ANDAMAN

The journey offers stunning cruising vistas as well as land attractions and deserted islands with pure white sparkling beaches and crystal clear waters to explore.

Inland, lush vegetation, towering cliffs with unusual bird and flora/fauna and active volcanoes are on display during the journey. Falling under the protection of India, this remote island group offers some of the region's most relaxed cruising.

The Andaman Islands archipelago, situated in the middle of the Bay of Bengal, is thickly covered by deep green tropical forest that supports a profusion of wildlife. However, the principal attraction lies in the beaches and exploring, diving and snorkelling on the pristine reefs that ring most of the islands. Anchorages offer isolation, drift diving over coral gardens, fishing at sunset, sandy beaches, gin-clear waters, cool nights and good sailing winds. The best cruising months are from November to April.

#### SINGAPORE – APRIL

Heading back south along the Malay Peninsula you will arrive at the island city of Singapore, one of the financial shining stars of South East Asia, with all the trappings of a modern city packaged together on a tropical Island.

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**ABOVE:**  
HAVELOCK ISLAND,  
ANDAMAN

**RIGHT:**  
BARREN ISLAND LIVE  
VOLCANO, ANDAMAN

**BELOW RIGHT:**  
SENTOSA ISLAND,  
SINGAPORE

Superyachts up to 125 m. Arriving in Singapore, CIQP Raffles Marina in Tuas, home to Asia Pacific Superyachts Singapore, is authorised to handle the clearing in / out of visiting foreign yachts.

It's a short hop to the major domestic seaport for the Riau Islands, Bintan, and to Nikoi Island off Bintan, a popular cruising destination. Located about 100 NM from Singapore is historical Lingga Island of the Riau Islands group with clearing in/ out possible in Nongsa Point Marina on Batam Island. This voyage that takes you across the equator is a great excuse to celebrate with a party onboard.

Located centrally in South East Asia and being only 1 degree north of the equator, Singapore does not get severe weather.

#### KOH SAMUI – MAY

Koh Samui is a lovely sand-kissed Island offering Eastern Thailand's legendary hospitality and known as the 'Jewel of Thailand'.

There are many anchorages along the coast and numerous attractions on Samui and its surrounding Islands. On the island are an elephant sanctuary, jungle trekking, mountain biking, Buddhist temples, waterfalls, cultural entertainment and mountain safari trips. The island is famous for some of the finest high-end restaurants, spas and wellness retreats in Asia and the island is a perfect base for cruising the eastern Gulf of Siam.

Just 20 NM from Koh Samui is the Angthong National Marine Park, with its spectacular group of 42 uninhabited uniquely different





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**TOP:**  
BUKIT TIMAH NATURE  
RESERVE, SINGAPORE

**ABOVE:**  
MARINA BAY SANDS,  
SINGAPORE

islands. Nearby to the north is Koh Tao, famed as the 'Diving Mecca of the Gulf'. Boats can cruise the Gulf of Siam on to Pattaya and Bangkok and may also select to journey on to Cambodia.

Koh Samui weather is pleasant most of the time with the best months to visit, April through September.

#### **BORNEO –JUNE**

Heading south is the Island of Borneo with the best cruising to be found in the state of Sabah. Sabah's best cruising areas from Labuan to Sipadan offer beautiful waters, islands and mainland attractions.

The cruise from Labuan to Kudat is considered one of the most diverse cruising playgrounds in the world. A journey around the Tip of Borneo is also worthwhile, and the East Coast is renowned for diving, particularly the world-famous Sipadan, which is annually ranked amongst the world's top-five dive sites.

Tropical islands and mainland coastal bays offer diverse beauty that includes Mt. Kinabalu, the highest mountain in South East Asia, virgin rainforest conservation areas (with

the Maliau Basin, known as the 'Lost World'), exotic wildlife, exotic flora and fauna and plenty of adventure and eco-tourism activities – all accessible as a day or overnight excursion from your yacht.

For true adventure, take a river journey up the famed Kinabatangan River to see rare and endangered species including orangutans, proboscis monkeys and pigmy elephants. The west coast of Sabah starts to have a higher rainfall from May until the end of the year, whilst the east coast is relatively stable during June and July with afternoon showers helping to freshen things up a bit.





### BALI, INDONESIA –JULY

The remote nature of Indonesia is vastly different with most yachting visitors seeking new experiences or returning for more adventure and exploration. As Indonesia spans the equator she is unique in her diversity. Whether it is Borobudur in Java, Uluwatu in Bali or the dragons of Komodo and Rinja, the possibilities are endless.

Bali continues to attract Superyachts from all over the world due in thanks to its rather eclectic mix of beautiful beaches, stunning forests and active volcanoes, all existing alongside the

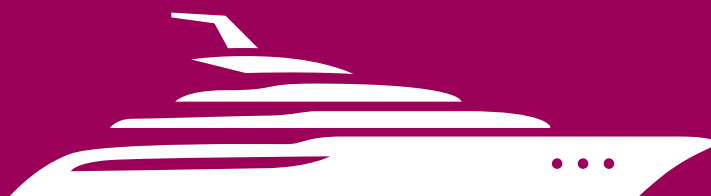


**FAR LEFT:**  
ANTHONG  
ARCHIPELAGO MARINE  
PARK – KOH SAMUI

**LEFT:**  
THAI DANCERS  
– KOH SAMUI



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**ABOVE:**  
TROPICAL RAIN FOREST,  
BORNEO

**RIGHT:**  
SABAH TUNKU ABDUL  
RAHMAN MARINE PARK,  
BORNEO

**FAR RIGHT:**  
ORANGUTAN AT REHAB  
SEPILO, BORNEO

**BELOW:**  
A YOUNG ELEPHANT  
REACTS WITH ITS  
HANDLER – KOH SAMUI



vibrant traditional culture, charming hospitality and delicious cuisine for which the island is famous.

You can take a beautiful sail across to the little anchorage bay of Nusa Lembongan, the closest island destination to Bali. After an idyllic anchorage on Lombok Island you can then head off on a 100 NM cruise to the Island of Moyo. Then it's on to the Komodo National Park to marvel at the renowned Komodo Dragons, Manta Rays and a whole plethora of fish and marine life. Moving East you have the untouched Halmahera island to explore and then on to the 'Mecca of Diving' that is the Raja Ampat.

July to September is the dry season and temperatures range from 75-90°F (24-33°C). Although land and sea breezes predominate close to the islands they are not affected by tropical cyclones.





**RAJA AMPAT, INDONESIA –  
AUGUST**

Raja Ampat consists of a 15,000-square-mile, 1600-island archipelago off Indonesia's West Papua province. A diver's dream, the area is filled with biodiversity: 1500-plus fish species, 700 species of mollusk and more

than 75% of the world's hard coral species and half of the world's known soft corals reside here.

In addition to marvelling at its abundance of marine life and incredible topside scenery, you can relax on peaceful, secluded

beaches and seek out indigenous handicrafts and ancient art. Raja Ampat is so remote you might not see another boat for days, if not the whole trip, particularly when you're not hitting the main dive spots. Attractions include the natural topography and unique culture along with amazing dive opportunities. The above water landscapes in Raja Ampat are breathtaking and, like anywhere in Indonesia, the local people are warmly hospitable and friendly.

This brings us to the end of a year of incredible adventure and exploration aboard a Superyacht voyage around Southeast Asia.

**ABOVE:**  
PURA ULUNDANU, BALI,  
INDONESIA

**LEFT:**  
KOMODO DRAGON,  
BALI, INDONESIA

>||

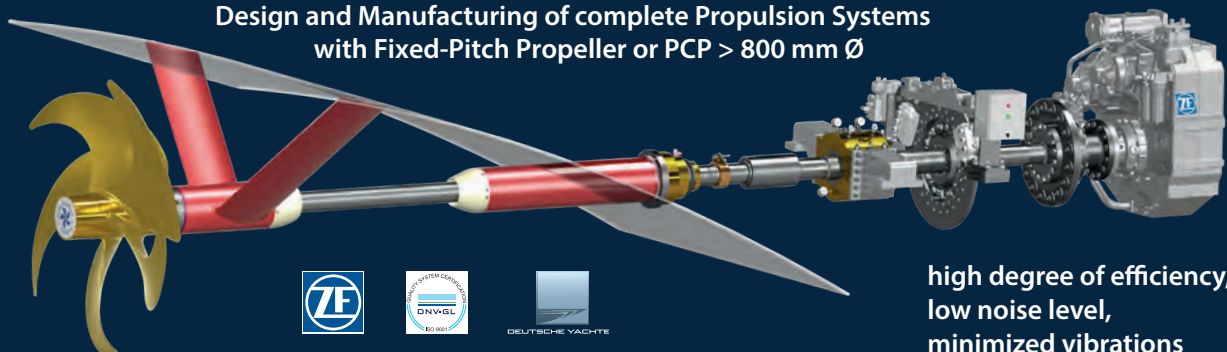
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# OLA – THE MAN FROM THE FJORDS

HE CAME, HE SAW,  
HE CONQUERED

BY COLIN SQUIRE

**FIRST MET OLA HIIS BERGH IN 2013, HE WAS SITTING** outside of the MYBA show when it was being hosted in Genoa, he had spent almost two weeks travelling the coast, visiting yachts and asking Captains to complete a questionnaire regarding their thoughts on Superyachts visiting the Fjords of Norway. He knew no one and only one Captain had obliged. Ola was not being allowed into the show, the rules did not allow that, he was at the time a mere 83 years of age. As surprising as it may seem he did not look unhappy considering his recent setbacks, and so his story unfolded.

Ola grew up in Bergen during the 1930s and clearly remembers the period of occupation during the Second World War. One of his anecdotes from that time recalls being interrogated by the Germans aged 13, as some youths had let down the Commandant's car tyres. Unfortunately for Ola, he and a friend happened to be in the same area at that time and were stopped and interviewed by the occupiers who, incorrectly, thought they had detained the offenders. However, it was to his good fortune that Ola's mother spoke very good German, having worked in Germany for a while and after a very stressful but short period for the poor woman, she was able to plead with the Germans to ensure the continued liberty of both Ola and his friend.

After the war he trained as a civil economist and found employment in local industry before becoming a bank manager in Bergen. In 1982 the City of Bergen invited Ola, then aged 51, to become the first Tourist Manager of the newly established Tourist Board of Bergen. The Board took a lead in marketing the Fjords on behalf of the four counties in western Norway. Ola was given the 'European Tourist Officer of the Year 1990' award and the Tourist Board of Bergen and Fjord Norway received many awards for distinguished and successful performance in the years that followed. In 1996, aged 65, Ola retired as Tourist Manager but continued his hard and enthusiastic promotion for 40 cruise ship destinations throughout the country. His work paid off as the Fjords has become firmly established as a mainstream cruise ship destination.



After stepping back from the cruise industry and not exactly wanting to end his working career he noticed that the occasional Superyacht would visit the Fjords; spending large amounts of money during the process. He deduced that this was good for the local network he had built up and many could profit from these visits, so he decided to use the skills he had developed and the network that he knew to promote Norway to the yachting community.

After meeting Ola in Genoa I helped him to get his questionnaire completed by a great many Captains after which he was able to get the Norwegian authorities to give him the backing he needed. Along with money and support from his Norwegian network he felt empowered to call all involved together to create a company, Norway Superyacht Services Ltd.

He called me in 2014 and asked if I would visit Bergen to attend the inaugural meeting. I met with Ola beforehand and we purchased [superyachtnorway.com](http://superyachtnorway.com), which was to become a significant part of the marketing strategy, just seconds before the meeting began. Then followed the meeting that set Ola on his path to Superyacht stardom.



Ola is not a social media fan and believes that the way to sell an idea is personal contact – a technique he had used throughout his career – and despite his lengthening years he set about convincing a very insular industry that the Fjords had a lot to offer. I believe that there were around 17 yachts of size that visited Norway during 2013, a large portion of these were new build, or recently refitted yachts that had just left the Northern European yards. It was convenient for them to take a shakedown cruise to Norway with the added benefit of duty free fuel before setting off to the Mediterranean or further.

But Ola's selling techniques then became the story of legend. He would call up asking about this show, or that event in Europe or the Caribbean find out what he would or would not be allowed to do with his very limited budget. He has managed Superyacht Norway since its inception without taking a salary, and had to make every cent pay as it came from the company shareholders.

Since its inception he has invited and hosted over 50 top Superyacht professionals to enjoy the Fjords as a guest with flights, hotels, meals and travel costs paid for by the company. When I say travel, I have now been on two of these adventures, he would collect us from the airport and never leave our sides, driving every single kilometre of the way. On one visit I kept track of the distances and discovered we had travelled around 750 kilometres in four days. He would, of course, pull a great many strings; he is incredibly well respected in his home country and those venturing out on these tours would be given the best that was on offer. My standout memory was the heli trip to the Folgefonna Glacier, or could it have been the Flam Railway, the visit to the fishing village of Bekkjarvik, or maybe the Viking village of Gudvangen, there are so many memories.

To reinforce these visits he would attend shows and walk around with his now legendary Norwegian top hat. He may be short in stature, but that hat made him stand tall and nobody would forget him after seeing it. It was his free advert, he could wear it wherever he wanted and it alone made a statement. He would also pay good money to stand and talk wherever he could in front of reputable audiences at any show that would have him. If he was not allowed into a show or the fees were too high he would stand near to the entrance handing out his brochures, he unknowingly was a master of Guerrilla Marketing, and I do not believe there is a magazine that has not featured an article on Norway, he made sure of that.



Another timeless aspect of his sales technique was to always give small gifts to those he spent time with. These would include chocolates, Aquavit or quality Norwegian biscuits; in fact anything made in Norway that he could carry in his always overloaded case. Interestingly Ola himself never drank alcohol or coffee and never smoked and he exercised most days – a regime which includes swimming in the bracing fjords almost all year round. This probably goes some way to explaining his eternally youthful appearance.

The results of his exhaustive and tireless marketing has seen the number of Superyacht visits to Bergen increase year on year with 2019 seeing 117 visits in total... an awesome result.

In February 2020, Ola announced his retirement from Norway Superyacht Services Ltd. The company has passed into new hands and, at the age of 89 and still in good health, he is stepping back to enjoy more time skiing in his local mountains as well as his daily swimming but above all enjoying time with his wife Kirsten and their family.

*All of us here at Yachting Matters wish you a very happy retirement Ola.*

>||





# MARITIME 2050 & THE CLEAN MARITIME PLAN

## CAN YACHTING EVER BE EMISSIONS FREE?

BY ANNA PERCIVAL-HARRIS

### **IN JANUARY 2019 THE UK GOVERNMENT LAUNCHED**

Maritime 2050 'Navigating the Future', which is the government's long term strategy for the UK maritime sector. It is built on seven high level themes: the UK's competitive advantage, environment, infrastructure, people, security, technology and trade.

Subsequently, the Clean Maritime Plan was published in July 2019, which is the environment route map of Maritime 2050. It identifies ways to tackle air pollutants and greenhouse gas emissions in parallel while securing clean growth opportunities for the UK.

Maritime 2050 states: 'To a greater degree than any other transport sector, maritime is affected by global trends. Attempting to understand the impact of these trends will help the UK sector plan for its place in the global maritime industry and factor in the inherent uncertainty of what the world will look like in 2050... In particular climate change and significant climatic events will have an impact both on the resilience of the maritime sector and

changing patterns of trade whilst also amplifying the need to act to protect the marine ecosystem and environment.

The vision is for an environmentally sustainable sector, reducing impacts as close to zero as possible, while leading the way on green finance and setting international standards. Collaborative working with industry and academia will help identify innovative technological solutions and maximise the economic benefits to the UK economy. Regulation has historically been predominantly at the international level with important milestones in recent years such as the introduction of the North Sea Emission Control Area (ECA), the agreement of a global sulphur cap to be implemented by 2020 and the adoption in 2018 of the Initial IMO Strategy on reducing GHG emissions from ships by at least 50% by 2050. These and other developments are sending a strong signal to the sector of the need for a global transition to zero emission shipping'.

The Clean Maritime Plan gives more detail on how the UK government plans to implement these changes:



**'BY 2025 WE EXPECT THAT:**

1. All vessels operating in UK waters are maximising the use of energy efficiency options. All new vessels being ordered for use in UK waters are being designed with zero emission propulsion capability. Zero emission commercial vessels are in operation in UK waters.
2. The UK is building clean maritime clusters focused on innovation and infrastructure associated with zero emission propulsion technologies, including bunkering of low or zero emission fuel.

**BY 2035 WE EXPECT THAT:**

3. The UK has built a number of clean maritime clusters. These combine infrastructure and innovation for the use of zero emission propulsion technologies. Low or zero emission marine fuel bunkering options are readily available across the UK.
4. The UK Ship Register is known as a global leader in clean shipping and the UK is home to a world-leading zero emissions maritime sector, with:
  - a. a strong UK export industry
  - b. cutting-edge research and development activities
  - c. the global centre for investment, insurance and legal services related to clean maritime growth.'

After reading these papers, I thought long and hard about how yachts in particular (whether under a UK flag or not) can become emissions free.

I do not profess to be an expert in Superyacht technology. I am married to a yacht engineer of 20 years, and I am involved in training both deck and engineer officers, so I have learned a fair amount through osmosis, but having never done a naval architecture degree, or worked directly with any type of fuel, I am not particularly au fait with the intricacies of a Yacht's systems or ability to become emissions free.

I have therefore spent the last few weeks picking the brains of instructors here at JPMA, and speaking to Yacht captains and engineers to ascertain whether it is achievable. I have also discovered many newspaper and magazine articles published after the issue of Maritime 2050, but very few of them written by people who work in, or understand, the yacht industry.

The first thought that comes to mind is that any yacht within the UK Ship Register that was unable to adhere to the emissions regulations could simply change flag state. However, if the UK is making these plans, it is highly likely that all flag states will be undergoing the same changes at some point. My thoughts and opinions from this point are based on all flag states taking a similar stance in the near future, with similar implementation dates.

Yachts are at the forefront of new technology – there are many owners who have interests in things other than their businesses and are willing to try new developments. These 'early

adopters' could push yachting to lead the rest of the maritime industry by example. The cost of this change will be astronomical, but because of the wealth of yacht owners, could the yachting industry be the pioneer here?

There is also the age old urge to outdo each other. We have all heard stories of two yachts in build, with constant changes and upgrades because both owners wanted to have the 'better boat'. There must be a drive to be one of the first yacht owners to be emissions free.

We already have yachts in build and some already launched that are diesel/electric, solar powered, hydrogen powered and ammonia powered. We have the capability to lead the world's maritime industry in becoming emissions free and a multitude of UHNW individuals ready to spend their money on innovative and record breaking yachts.

Deciding which fuel is appropriate has many pitfalls. Whilst we are concentrating on reducing carbon emissions, it is worth noting that the IMO have recently brought in new regulations regarding sulphur emissions.

A paper was recently published which describes an increase in black carbon emissions observed in a test engine burning various fuels, including blended very low sulphur fuel oil (VLSFO), a comparatively new marine fuel that has been developed to meet the IMO 2020 global sulphur limits.

Dr Sian Prior, Lead Advisor to the Clean Arctic Alliance, a coalition of non-governmental organisations working for a ban on heavy fuel oil from Arctic shipping said 'If immediate action isn't taken by the International Maritime Organisation, the shipping industry's use of VLSFO – introduced to comply with the 2020 sulphur cap – will lead to a massive increase in Black Carbon emissions, and this will both accelerate the melting of Arctic sea ice and have a major impact on the Earth's climate'.

The call has been backed by, among others, Seas At Risk, which is an umbrella organisation of environmental NGOs from across Europe that promotes policies for protection of the marine ecosystem.

The paper was submitted by Germany and Finland for discussion at IMO's Sub-Committee on Pollution Prevention and Response (PPR7) meeting in February 2020. The paper highlights findings that certain blends of VLSFO contain high levels of aromatic compounds which, when combusted, lead to an increase in emissions of Black Carbon when compared with HFO and MDO/MGO. Black Carbon is a potent greenhouse gas (GHG), described as a short-lived climate forcer, second only to CO<sub>2</sub> in terms of international shipping's contribution to the global climate. Black Carbon represents 7% to 21% of shipping's overall GHG equivalent impact.

'There are serious questions to be answered about how these blended super pollutant "Frankenstein" fuels ever came to



market. It beggars belief that amidst a global climate crisis, the marine fuel industry could develop these VLSFOs without knowing their effect on Black Carbon emissions and the climate, particularly in the Arctic – especially as the IMO has spent almost a decade considering how to reduce Black Carbon emissions from shipping,’ said John Maggs, Senior Policy Advisor, Seas at Risk.

The minutes from the PPR7 meeting show that the IMO has been looking at how to measure and report on Black Carbon emissions and a reporting protocol for voluntary measurement studies to collect Black Carbon data and Black Carbon measurement methods for data collection have already been agreed. Also, the International Standardization Organization (ISO) advised the Sub-Committee that it was already in the process of monitoring properties of very low sulphur fuel oil and high sulphur fuel oil and would provide feedback on their performance. ISO also advised the Sub-Committee that it would also consider whether it was possible to add a further measure to provide an approximate indication as to whether a fuel is more paraffinic or aromatic, based on the characteristics already included in the ISO 8217 standard, which specifies the requirements for fuels for use in marine diesel engines and boilers.

There are many yacht crew I have spoken to who do not think it's likely that yachts will be emissions free any time soon. The only fully electric ships have a very short range (less than 100 miles) and are still experimental.

One Captain I spoke to suggested that many yacht owners may bypass the 'new vessel' 2025 regulation by buying and refitting old vessels, therefore avoiding any obligation to fit zero emission propulsion technology in their 'new' yacht.

When discussing yachts built within the last 5-10 years, we considered a current run-of-the-mill 50m yacht with diesel engines – would the owner want to pay for a refit, or simply scrap the vessel? Is it worth the money or effort? It would possibly be cheaper and definitely be easier to build a new yacht – the old vessel would need to be retrofitted, taking out the diesel engines and fuel systems, generators and other auxiliary systems. These would need to be replaced with battery banks and convertors, tanks to store alternative fuels and systems involved in creating the hydrogen or ammonia, for example.

If current owners choose not to refit their yacht, and simply sell or scrap the vessel, this could boost the charter industry. Many owners may just feel it's easier to charter, rather than bother with adhering to new regulations for their own yacht.

Another crew member I spoke to, who worked on board a diesel/electric yacht told me it was hard to see how 400 kVa diesel generators burning 25 lts per hour to run two electric motors driving the yacht at 9.5kns was really going to help the planet!

The changes in the Clean Maritime Plan refer several times to 'low or zero emission marine fuel bunkering options'. Some

of the zero emissions vessels that I have come across in my research will generate their own power – there is a 60 ft solar electric catamaran in build at the moment (incidentally, she will still carry a generator 'to recharge the batteries in the rare case when higher speed is required for longer periods of time or if the weather is bad for several days'). However, there will be many yachts that will need to bunker, and there will need to be places along every Mediterranean and Caribbean coastline for that. The number of electric cars on the roads has increased dramatically in recent years, but still there are only two charging points at my local supermarket. How many zero emissions yachts would need to be launched before the fuel dock in Monaco could bunker one of them?

So far we have only looked at the yachts themselves, but what about their associated polluters? The private jet that the boss uses. The yacht's tender and other vehicles delivering provisions. The many flights it takes to get rotating crew back and forth to the yacht. Antifouling paint and black water discharge. The list goes on...

This can be addressed by a yacht choosing to carbon offset. There is a lot of criticism of offsetting, much of it relating to the planting of trees. Some of these concerns are valid, but in truth most of the best-known carbon offset schemes have long-since switched from tree planting to clean-energy projects – anything from distributing efficient cooking stoves through to capturing methane gas at landfill sites. Energy-based projects such as these are designed to make quicker and more permanent savings than planting trees, and, as a bonus, to offer social benefits. Efficient cooking stoves, for instance, can help poor families save money on fuel and improve their household air quality – a very real benefit in many developing countries.

That said, carbon offsetting just balances out your carbon footprint, it doesn't actually stop the emissions. For a yacht to be truly emissions free would take every supplier, crew member and the boss to use no forms of transport which emitted pollutants, and for that we're talking a lot more than 20 years from now.

The general consensus within yachting, from what I can see, is that whilst there are innovators out there, there is a long way to go before yachting can really stand up and be counted amongst those working towards an emissions free future. >||

*Anna Percival-Harris is Managing Director and co-founder of JPMA/Hoylake Sailing School, a yacht training provider based in Hoylake, UK. She is also a Founder & Director of the Association of Women in Yachting.*

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# OVERCOMING THE HAZARDS OF THE YACHTING INDUSTRY

Following an article about 'The Secretive World of the Superyacht Industry' published by The London Times, we shed some light on the options available to crew experiencing one of the many downsides of the industry.



## **T**HE TIMES PUBLISHED AN ARTICLE ABOUT THE LIVES

of crew in the superyacht industry, highlighting that although crew enjoy large salaries, exotic destinations and long breaks in between seasons, they're paying a heavy price to live up to the industry's relentless demands with depression, sexual harassment and burnout being all too common.

The article which was clearly written to shock and leans towards sensationalism, in places, does manage to highlight some of the harsh realities that many crew, unfortunately, still face. It also labels the industry as one of the few places where the super-rich still 'get what they want without being subject to a single authority'. Whilst, this may make for good reading, it's not entirely accurate and fails to capture the fact that the vast majority of crew, including both men and women, have been able to build happy and successful careers in the industry, despite its perceived reputation.

Below, we provide some further explanation on some of the key points raised in this article and provide solutions to those crew suffering with burnout or sexual harassment.

### **IS THE INDUSTRY 'ABOVE ALL AUTHORITIES'?**

No. Although the article states that crew working on private vessels are essentially working on 'billionaires' own personal floating

kingdoms', it's important to understand that all vessels are subject to the laws of the countries in which they are registered. On top of this, many vessels are regulated by the International Labour Convention (ILO) which enforces the Maritime Labour Convention (MLC) 2006. The use of an MLC-compliant employment contract is becoming more and more commonplace – even on private vessels – and is pushing the industry into an era where private vessels are being required to offer MLC compliant contracts in order to attract and retain more experienced and valuable crew.

Whilst it is not easy for a seafarer to trigger legal proceedings if he/she has been wronged whilst working onboard, it's worth noting that there are several organisations, including the PYA, which are dedicated to the welfare of yacht crew and can provide assistance to crew who need help.

The PYA regularly attends meetings with regulatory bodies which create and enforce the standards to which the industry is regulated, so as a crew member, it's important to align yourself with an organisation which is aware of the regulations and can help advise you in the event that something goes wrong.

### **ARE THERE ANY OPTIONS FOR CREW WHO HAVE EXPERIENCED SEXUAL HARASSMENT OR ASSAULT?**

Whilst The Times reported that crew who have experienced



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sexual harassment feel helpless, they failed to mention that those who are working under the terms of MLC 2006 are entitled to protection from sexual harassment and have the right to decent conditions of work. For full details of the Maritime Labour Convention and how to make a complaint, visit the Seafarers' Rights International website.

If you are being harassed, REPORT IT, either to your HOD, captain or management company. It's important to document all incidents and keep the evidence for possible future reference. If you've reported the incident but nothing has been done, there are a number of organisations which can help provide advice and support. The PYA is available to direct all members who are victims of sexual harassment to an appropriate support service.

**WHAT TO DO IF YOU'RE EXPERIENCING BURNOUT OR MENTAL HEALTH ISSUES**

Whilst the Maritime Labour Convention (MLC) 2006 requires that crew must not work for more than 14 hours out of every 24, it is widely recognised that some yachts do not comply, claiming that it is necessary to exceed these limits in order to provide the level of service expected by owners and guests.

One solution for crew is to track their hours using time-tracking apps like Workrest, which helps track each crew member's hours of work and shows if they comply with MLC and ILO regulations.

Crew suffering from burn-out or other mental issues shouldn't hesitate contact organisations such as the PYA and ISWAN which can put them in touch with experienced professionals who can provide help.

>||





# ASSOCIATION OF YACHT SUPPORT SERVICES

The only Superyacht Global Network Port Agency Association



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# DELIVERING THE DREAM

## MINDSET ASSETS TO SUCCESS

BY ANDREW HOLME

*Psychological resilience: The ability to mentally or emotionally cope with a crisis or to return to pre-crisis status quickly. Resilience exists when the person uses 'mental processes and behaviours in promoting personal assets and protecting self from the potential negative effects of stressors'*

*\*Wikipedia*

**P**SYCHOLOGICAL RESILIENCE, OR SIMPLY RESILIENCE IN one's own behaviours and approach to life, is a mindset that many think is beyond them. As such, most choose to cope with traumatic or stressful events, be that personally or professionally, in their own way rather than trying to understand how they can manage using tested methodologies or seek support or guidance in an attempt to stave off a more disruptive outcome in terms of mental wellness.

Mental health in the superyacht industry has been on the radar for some time now and as such it has been written about in some detail. We all understand that a career in the industry can be absolutely life changing, whilst at the same time it can also be extremely stressful and indeed traumatic in certain instances.

Having joined the Royal Marines at the age of 17, I was by no means ready for what lay ahead of me, this despite considerable preparation mentally and physically before I stepped off the train at The Commando Training Centre, in Devon. Sure, you believe in yourself, but you are in effect reprogrammed to eventually become better than the best, as a Royal Marines advert states; 'It's a state of mind, 99.9% need not apply'. I entered a world where strength of mind, determination and absolute resilience were all critically important mindset assets to success, yet at the time I was not equipped with any of them, I was taught them.

During and since my time in the Armed Forces, I have lost count of how many stressful and traumatic events I have been exposed to and thus expected to understand, manage and move on from. Yet, upon reflection it would seem I am better equipped than most to cope with such incidents, or rather my mental resilience has been conditioned to cope with the effects.

It is a commonly known fact that one in four of us will at some point in our lives suffer from a mental health disorder

and to dispel a myth, these numbers relate to the general population rather than specific employment categories such as the Armed Forces. The triggers are varied, but the fall out has a strikingly repetitive pattern; anxiety, burn out, depression, addictive behaviour, self-harm and in extreme cases suicide, the list is considerable, and the conditions and outcomes remain complex. There is, however, growing support for those who suffer or have suffered in many sectors, with the maritime industry having taken some time to identify support is needed it is now playing a lead role in identifying how those employed at sea can be more commonly assisted when the need arises.

What is fascinating to observe in the superyacht industry and it must be said many other employment sectors, is the seemingly single-minded approach, or rather reactive approach, to supporting those who present the early onset of mental health disorders, or indeed, more complicated mental health issues that result in downtime or forced respite.

What I mean by this is that we are letting the industry's most valuable assets; the crew, sleepwalk into scenarios that in time may push them further than they are comfortable with in terms of their mental capacity, the inevitable results around unstable mental wellness in some, but not all cases, are plain to see.

We all understand the demands placed upon crew, yet we expect results that are virtually unmatched in any other industry, to happen season upon season without any serious attention being paid to their mental wellness/fitness.

Many high achievers and certainly those in sport who are expected to function at peak performance, have a very focused coaching approach to mental wellness, with the aim of achieving a robust resilient mindset. They know they will be tested and as such they are taught resilience in readiness to overcome mental challenges, be that positive or negative outcomes.



Why then are we allowing maritime professionals to operate in high stress environments without first reviewing duty of care protocols around mental resilience? Why are we not taking a more proactive and thus preventative stance on mental wellness via mental resilience training, in order to mitigate the effects on poor mental health during or after a tough season or following exposure to a traumatic event. 'An ounce of prevention is worth a pound of care.'

This preventative approach has been used to great affect with the emergency services, special forces, hospital staff and of course professional sports teams, and in so doing it has reduced absenteeism in the work place, increased performance of staff or teams, reduced the stigma around mental health, increased employee social engagement leading to positive workforce culture and reduced the risk of trigger scenarios in general.

To achieve lasting results and an overall higher and positive employee engagement, the proactive approach on mental wellbeing must be led from a senior level down, it is about total belief and trust in each other, promoting awareness and integrated wellbeing within a team environment. It's about wellbeing champions and peer delivered support with those who understand the world you are in; it's about allowing a positive change in culture to happen whilst accepting that change can take time.

The Superyacht industry, in general, is very good at development; making the impossible possible and exceeding the aspirations of those who wish to invest in large yachts. In support of this, I believe there is a growing movement of organisations who are taking a much more holistic view of how the people function in the industry; yes qualifications underpinned with experience matter, but so too does the mental functionality of those who are relied upon to deliver the dream.

Stable mental health and thus mental wellbeing matters, and although there are many daily practises and self-help approaches to aid cognitive hygiene in order to manage a negative mindset such as; medication, the practice of mindfulness, diet, exercise, hydration and most importantly sleep hygiene, one cannot expect resilience to simply happen as an approach to testing situations people find themselves in, it is simply not a natural thought process for many. It is a state of mind which over time and with guidance can be taught. >||

Contact: [andrew@insigniacrew.com](mailto:andrew@insigniacrew.com)  
[www.insigniacrew.com](http://www.insigniacrew.com)

*Andrew Holme is the Managing director of Insignia Crew, an agency that specialises in finding its candidates from within an elite pool of those who have served in the British Armed Forces, with a particular focus on the Royal Navy and Royal Marines. The maritime skill sets of these personnel perfectly match the needs of today's superyacht industry. Founded in January 2017, with an overwhelming desire to raise the bar in yacht crew appointments, Insignia Crew's vision is to place elite, professional and committed crew into today's luxury super and expedition yacht sector. We also have on hand many of the best Crisis response consultants available plus much much more.*

*As discussed in previous articles, the ISS is working to deliver two briefing packs for Captains and Senior Crew that relate to mental health issues. One of these will specifically address some of the ways that mental resilience can be developed in advance of peak stress or traumatic situations.*

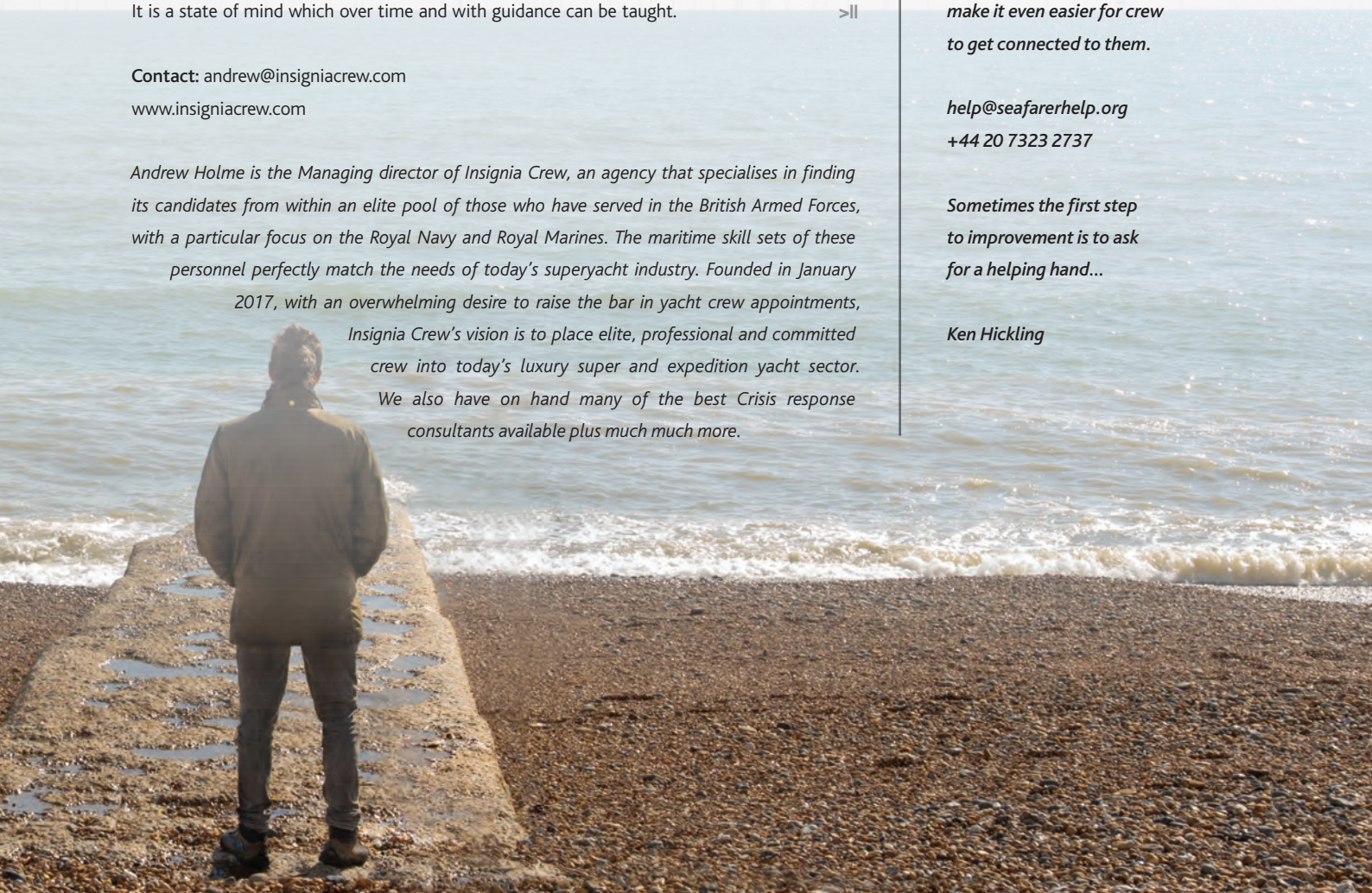
*There are many trainers and coaches who are working in this area and leaders on board should know that they are not forced to work alone on this important aspect of crew performance. Additionally, ISWAN are a charitably funded resource for all seafarers around the world and crew can tap into this confidential support resource through a number of different channels 24/7.*

*They are easy to find on-line ([www.seafarerhelp.org](http://www.seafarerhelp.org)) and are currently working on developing a superyacht specific portal ([www.YachtCrewHelp.org](http://www.YachtCrewHelp.org)) to make it even easier for crew to get connected to them.*

*[help@seafarerhelp.org](mailto:help@seafarerhelp.org)  
+44 20 7323 2737*

*Sometimes the first step to improvement is to ask for a helping hand...*

*Ken Hickling*





# THE INDUSTRY MOVERS

THE YACHTING MATTERS INDUSTRY RECOGNITION GUIDE – SNAPPED AROUND THE WORLD



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NIALL ROBINSON**



**TED FITZGERALD &  
CZARINA LEUKEL**



**YANN PRAT &  
FRANCO GIANNI**



# EVENTS ROUND UP

Due to the Covid-19 pandemic I have removed the actual dates from each show. Many of the shows listed have already been cancelled or set back a few months and I have no doubt we will see many more changes as we move forward. Those listed below are a general guide to the shows/events relevant to our industry and are in their historic date order. Please check any you are interested in via their website before committing.

**NEWPORT INTERNATIONAL BOAT SHOW**  
SEPTEMBER 2020  
[www.newportboatshow.com](http://www.newportboatshow.com)

**GENOA INTERNATIONAL BOAT SHOW**  
SEPTEMBER 2020  
[www.salononautico.com](http://www.salononautico.com)

**THE MONACO YACHT SHOW**  
SEPTEMBER 2020  
[www.monacoyachtshow.com](http://www.monacoyachtshow.com)

**LES VOILES DE ST TROPEZ**  
OCTOBER 2020  
[www.lesvoilesdesaint-tropez.fr](http://www.lesvoilesdesaint-tropez.fr)

**LE GRAND PAVOIS LA ROCHELLE**  
OCTOBER 2020  
[www.grand-pavois.com](http://www.grand-pavois.com)

**SINGAPORE YACHT SHOW**  
OCTOBER 2020  
[www.singaporeyachtshow.com](http://www.singaporeyachtshow.com)

**SUPERYACHT TECHNOLOGY CONFERENCE**  
OCTOBER 2020  
[www.superyachttechnologyconference.com](http://www.superyachttechnologyconference.com)

**BARCELONA INTERNATIONAL BOAT SHOW**  
OCTOBER 2020  
[www.salononautico.com](http://www.salononautico.com)

**ABU DHABI INTERNATIONAL BOAT SHOW**  
OCTOBER 2020  
[www.adibs.ae](http://www.adibs.ae)

**THE PINMAR FESTIVAL**  
OCTOBER 2020  
[www.Pinmar.com](http://www.Pinmar.com)

**CAPE TOWN INTERNATIONAL BOAT SHOW**  
OCTOBER 2020  
[www.boatshow.co.za](http://www.boatshow.co.za)

**FORT LAUDERDALE INT. BOATSHOW**  
OCTOBER & NOVEMBER 2020  
[www.flibs.com](http://www.flibs.com)

**GLOBAL SUPERYACHT FORUM – AMSTERDAM**  
NOVEMBER 2020  
[www.globalsuperyachtforum.com](http://www.globalsuperyachtforum.com)

**METS & THE SUPERYACHT PAVILION – AMSTERDAM**  
NOVEMBER 2020  
[www.metstrade.com](http://www.metstrade.com)

**DUBAI INTERNATIONAL BOAT SHOW**  
NOVEMBER 2020  
[www.boatshowdubai.com](http://www.boatshowdubai.com)

**ABU DHABI GRAND PRIX**  
NOVEMBER 2020  
[www.formula1.com](http://www.formula1.com)

**ANTIGUA CHARTER YACHT SHOW**  
DECEMBER 2020  
[www.antiguayachtshow.com](http://www.antiguayachtshow.com)

**NAUTIC – PARIS BOAT SHOW**  
DECEMBER 2020  
[www.salononautiqueparis.com](http://www.salononautiqueparis.com)

**BOOT DUSSELDORF**  
JANUARY 2021  
[www.boot-dusseldorf.com](http://www.boot-dusseldorf.com)

**NEW YORK BOAT SHOW**  
JANUARY 2021  
[www.nyboatshow.com](http://www.nyboatshow.com)

**MIAMI INT. BOAT SHOW**  
FEBRUARY 2021  
[www.miamiboatshow.com](http://www.miamiboatshow.com)

**RORC 600 – ANTIGUA**  
FEBRUARY 2021  
[www.caribbean600.rorc.org](http://www.caribbean600.rorc.org)

**SUPERYACHT CHALLENGE – ANTIGUA**  
MARCH 2021  
[www.superyachtchallengeantigua.com](http://www.superyachtchallengeantigua.com)

**ST BARTHS BUCKET**  
MARCH 2021  
[www.bucketregattas.com](http://www.bucketregattas.com)

**ANTIGUA CLASSIC YACHT REGATTA**  
APRIL 2021  
[www.antiguaclassics.com](http://www.antiguaclassics.com)

**MYBA CHARTER YACHT SHOW – BARCELONA**  
APRIL 2021  
[www.mybashow.com](http://www.mybashow.com)

**MEDITERRANEAN YACHT SHOW – GREECE**  
MAY 2021  
[www.mediterraneyachtshow.gr](http://www.mediterraneyachtshow.gr)

**THE SUPERYACHT SHOW – LYBRA**  
MAY 2021  
[www.thesuperyachtshow.com](http://www.thesuperyachtshow.com)

**PALMA SUPERYACHT SHOW**  
MAY 2021  
[www.palmasuperyachtshow.com](http://www.palmasuperyachtshow.com)

**VERSILIA YACHTING RENDEZVOUS**  
MAY 2021  
[www.versiliayachtingrendezvous.it](http://www.versiliayachtingrendezvous.it)

**CANNES FILM FESTIVAL**  
MAY 2021  
[www.festival-cannes.fr](http://www.festival-cannes.fr)

**MONACO GRAND PRIX**  
MAY 2021  
[www.formula1.com](http://www.formula1.com)

**SANCTUARY COVE INTERNATIONAL BOAT SHOW**  
MAY 2021  
[www.sanctuarycoveboatshow.com.au](http://www.sanctuarycoveboatshow.com.au)

**THE LORO PIANA SUPERYACHT REGATTA – SARDINIA**  
JUNE 2021  
[www.yccs.it](http://www.yccs.it)

**THE SUPERYACHT CUP – PALMA**  
JUNE 2021  
[www.thesuperyachtcup.com](http://www.thesuperyachtcup.com)

**SYDNEY INTERNATIONAL BOAT SHOW**  
AUGUST 2021  
[www.sydneyboatshow.com.au](http://www.sydneyboatshow.com.au)

**CANNES YACHT & BOAT SHOW**  
SEPTEMBER 2021  
[www.cannesyachtingfestival.com](http://www.cannesyachtingfestival.com)

**SOUTHAMPTON BOAT SHOW**  
SEPTEMBER 2021  
[www.southamptonboatshow.com](http://www.southamptonboatshow.com)



# YACHT NEWBUILDS







**MY ARROW**

DIMENSIONS  
EXTERIOR DESIGN  
INTERIOR DESIGN  
DELIVERY  
BUILDER

LENGTH OVERALL – 75.00 M / BEAM – 12.90 M  
H2 JONNY HORSFIELD  
H2 JONNY HORSFIELD  
2020  
FEADSHIP

**FEADSHIP**  
ROYAL DUTCH SHIPYARDS

[www.feadship.nl](http://www.feadship.nl)



**MY DIAMOND**

DIMENSIONS  
EXTERIOR DESIGN  
INTERIOR DESIGN  
DELIVERY  
BUILDER

LENGTH OVERALL – 44.06 M / BEAM – 9.05 M  
GIORGIO M. CASSETTA  
BENETTI INTERIOR STYLING DEPT.  
2020  
BENETTI

**Benetti**  
ITALIAN EXCELLENCE SINCE 1873

[www.benettiyachts.it](http://www.benettiyachts.it)





© 2020 IMPERIAL YACHTS  
- PICTURE BY GUILLAUME PLISSON

### MY FLYING FOX

DIMENSIONS  
EXTERIOR DESIGN  
INTERIOR DESIGN  
DELIVERY  
BUILDER

LENGTH OVERALL – 136.00 M / BEAM – 22.50 M  
ESPEN ØINO  
MARK BERRYMAN  
2019  
LURSSSEN

**LURSSSEN**

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



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

### MY Pi

DIMENSIONS  
EXTERIOR DESIGN  
INTERIOR DESIGN  
DELIVERY  
BUILDER

LENGTH OVERALL – 77.25 M / BEAM – 11.20 M  
JAMSEN  
SINOT EXCLUSIVE YACHT DESIGN  
2019  
FEADSHIP

**FEADSHIP**  
ROYAL DUTCH SHIPYARDS

[www.feadship.nl](http://www.feadship.nl)





### MY SOLEMATES

DIMENSIONS  
EXTERIOR DESIGN  
INTERIOR DESIGN  
DELIVERY  
BUILDER

LENGTH OVERALL – 55.00 M / BEAM – 9.60 M  
OMEGA ARCHITECTS  
BANNENBERG & ROWELL  
2020  
HEESEN YACHTS



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



### MY STARDUST

DIMENSIONS  
EXTERIOR DESIGN  
INTERIOR DESIGN  
DELIVERY  
BUILDER

LENGTH OVERALL – 62.50 M / BEAM – 10.30 M  
TIM HEYWOOD  
LAURA SESSA  
2020  
DAMEN YACHTING



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





### MY TRITON

DIMENSIONS  
EXTERIOR DESIGN  
INTERIOR DESIGN  
DELIVERY  
BUILDER

LENGTH OVERALL – 49.90 M / BEAM – 9.00 M

CLIFFORD DENN DESIGN

RAYMOND LANGTON DESIGN

2020

HEESEN YACHTS



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



### SY SEA EAGLE II

DIMENSIONS  
EXTERIOR DESIGN  
INTERIOR DESIGN  
DELIVERY  
BUILDER

LENGTH OVERALL – 81.00 M / BEAM – 12.00 M

DYKSTRA NAVAL ARCHITECTS AND MARK WHITELEY DESIGN

MARK WHITELEY DESIGN

2020

ROYAL HUISMAN



ROYAL HUISMAN

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



# YACHT INSURANCE

## WHAT GOES DOWN, MUST COME UP!

BY COLIN DAWSON



**A**S YACHT OWNERS WILL NO DOUBT HAVE NOTICED the yacht insurance market began a period of change late in 2018 that will have impacted them when renewing existing, or seeking to procure new insurance cover for their vessels.

When I began to specialise in yacht insurance in 1997, a typical insurance premium for a newish yacht would be about 1% of the vessels assumed value annually, plus 1.5% of the new replacement cost on a sail yacht of the mast, spars, sails and running rigging if racing cover were to be added. This came with a deductible of 1% and often with cover on commercial clauses. There were few companies underwriting yachts and the choices of cover and expertise were not wide ranging, although it's fair to say that a couple of insurers did have their own 'All Risks' policy wordings.

Things began to change around the new millennium as more insurers released their own wordings, giving far wider levels of cover. With commercial marine insurance premiums falling capacity poured into the yacht insurance market which offered a higher return. Added to this, interest rates were also falling, meaning investors were looking for returns from areas other than banks. Of course, this encouraged competition for more business and the race to the bottom began.

Prices fell, cover widened, more insurers entered the market and underwriters opened their doors to as much business as they could take. Furthermore, insurance brokers and agents gave commissions back to owners and introducers in order to win business. With all of this, clients were increasingly able to add pressure to push down premiums.



The market entered what's called a 'soft market', one that would run through to the end of 2018. By this time premiums had sunk to about 0.3% for larger yachts and deductibles were in the region of 0.3% to 0.6% of a yacht's value.

In recent years we have seen severe weather events, from cyclone Debbie that ran down the coast of Australia in March 2017, to typhoons that arrived in Hong Kong and Vietnam through 2018.



Huge and devastating winter storms were experienced in Italy, Mallorca and the UK alongside the dreadful 2017 hurricane season in the USA, the images of which will probably stay in most people's minds well into the future. These major catastrophic losses from all around the world added to a series of significant fires that took place aboard Superyachts on a worryingly regular basis. These included the huge Builders Risk loss in Germany that was reported to have cost insurers upwards of US\$700 million. These all compounded the regular claims such as lightning, running aground, racing losses, crew and engine damage.

Lloyd's began to worry and warnings were sent out to insurers to do something about putting their houses in order. At the end of 2017 we began to see a change. Premiums were no longer automatically reduced and there were even small increases

in premiums, something most in the yacht insurance market had never experienced before. The 20-year price war was coming to an end. Yet even the briefest analysis could easily conclude that this was not even a drop in the ocean to compensate against all of the claims that had occurred. Still, the market pressed ahead with a 'gently gently' approach.

Midway through 2018 Lloyd's put an abrupt stop to the lack of change and issued instructions that if syndicates were to underwrite yacht risks in 2019 their business plans had to be approved by Lloyd's itself. This was serious, very serious. Immediately we saw about half-a-dozen syndicates pull out of the yacht-insurance sector (this exodus would continue through the year) and companies began to sit up and take note (companies in mainland Europe were slower on the uptake in the changing market, some seeing it as an opportunity to win business away from London with lower premiums. However, with continuing severe losses this is now changing). It became clear that insurers had had their wings severely clipped.

Almost immediately we started seeing 15-30 % premium increases, dramatically increased deductibles and a stripping out of wide cover and generous cover limits. Nearly all insurers enacted a dramatic U-turn on their underwriting philosophies as the very real prospect of not being allowed to continue business began to hit home. Underwriting decisions started to be run by accountants and compliance departments and the tail began to wag the dog. The problem this brought on, more serious than increased prices, was that some owners of smaller yachts found they could not find insurance as insurers simply declined to provide cover. Seemingly totally illogical decisions were made by insurers demonstrating, in many cases in local markets, a complete lack of understanding of yachts and how they operate.

Some underwriters were running scared and it was less dangerous for them to say no than to say yes and get it wrong. This was and continues to be extremely frustrating for owners and insurance brokers alike as there often appears to be no logical reason for having to give an owner bad news. Having said this, many of the quality insurers are working hard with brokers and clients to ease the pain of a changing market and are providing good quality cover, naturally, more expensive than other insurers, but at least it's solid, experienced and reliable.

We have now entered the second year of this hardening market and premiums are still lower percentage wise than they were 15 years ago. Increases in premiums and deductibles continue and many benefits added to cover over the past 10 years have been consigned to history. Despite protests from some owners, most seem to understand why change is needed. This is not a single-year occurrence. The insurance market must get itself into a sustainable position with a premium income that allows it to operate as a business and not a charity.





While we can expect premiums to rise for the next couple of years, price alone will not achieve this. Deductibles have increased significantly as the underwriting market feels that owners need to bear greater responsibility for damage that occurs to their yachts, while the amount of cover afforded is shrinking. In fact, sub-limits of cover had become high over the years, probably much higher than needed. Reductions in these limits probably won't affect owners, although increased deductibles will. Underwriters hope this will encourage owners to do more to reduce claims by increased spending on maintenance, crew training and loss prevention, as well as maintaining Class.

It's natural to try to look to mitigate increased costs where possible, though it's fair to say that with a yacht's annual operating costs being between 10-15 % of its new delivery price, cutting costs in certain areas is not going to make any difference to the bigger picture. In fact, if less is spent, it may be that the saving is not, actually, a saving. Less maintenance can mean more breakdowns, cheaper crew can mean less experience and the greater chance of accidents. The same can be said for insurance, cheaper isn't necessarily better and we are seeing certain players enter the market who are wooing owners with cheap premiums, yet these insurers are untested and in some cases carrying un-rated security. I have heard of an instance where such security reneged on its agreement to provide cover, literally a couple of hours before cover was due to start, leaving the yacht worth tens of millions of dollars uninsured as the broker worked feverishly to replace the security. This sort of behaviour must be stopped and these types of insurers hounded out of the market. Only insurance brokers and owners have the power to do this and

action should be taken to ensure that owners are not left exposed in such ways. There are people who will say what an owner wishes to hear in order to win business, but when it comes to it honesty and integrity are what counts and proper cover from reliable insurers arranged by experienced insurance brokers is what helps an owner in his time of need. While this might cost more money the saying 'there is no insurance more expensive than cheap insurance that doesn't pay' is so very true. The recent movie 'The Laundromat' is a prime example of where things can and do go wrong for owners. It's very tempting to be drawn into lower premiums but there is usually a catch.

This change in market conditions has been a very long time coming and good brokers should be able to explain how and why to their clients. It's very hard to ignore the temptation of a cheaper deal, though these deals should be very heavily scrutinised by experts who have a full understanding of the implications of what is a complex legal contract protecting an asset worth many millions of dollars not working before a decision is made. While no one wishes to bear the higher costs of insurance it really should be put alongside the operating costs of a yacht. Even with likely continued increases in premiums, the cost is still only a tiny fraction of the yacht's annual budget. With premiums and deductibles increasing and levels of cover decreasing, it's more important than ever to trust a good quality insurance broker to help you through the current turbulent market, not one who is promising on cost, but one who is promising and delivering on quality. >||

*Colin Dawson is a specialist yacht insurance broker at Expat Marine and was a creator and Founding Member of the Asia Pacific Superyacht Association. Based in Hong Kong since 1994, he looks after clients on a worldwide basis. He is a keen sailor and conservationist running The Elephant Foundation, a Hong Kong based charity educating people about the importance of preserving elephants, rhinos and other endangered species as well as helping communities on the ground in Africa realise the value of wildlife and the benefits they can get from its preservation.*

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# THE YACHTING MATTERS GUIDE TO SUPERYACHT REFIT & REPAIR FACILITIES

IN THIS EDITION:

AMICO & CO  
ASTILLEROS DE MALLORCA  
LUSBEN  
MONACO MARINE



# AMICO & CO SRL

**AMICO** &CO

**AMICO & CO SRL**

Via dei Pescatori, 16128 Genova, Italy

Contact: Mr. Daniele Di Giampaolo

Co-director Technical &amp; Sales

Tel: +39 0102470067

Email: technical.sales@amicoshipyard.com

Web: www.amicoshipyard.com

**SUITABLE FOR VESSELS OF: 18 M – 170 M**
**IN HOUSE FACILITIES:**

12 paint-refit sheds, 24 berths max 140 m LOA, in-house departments: Engineering, shaft alignment, engine and generator servicing and reconditioning, ship's technical systems. Paint work, from primer application to topcoat refinishing. Wood carpentry, teak decking and yacht interior refurbishment. Electrical workshop. Official services: MTU, Caterpillar, Northern Lights and Idromar.

**MAIN LOCAL CONTRACTORS:**

All trades

Drydock: Max length of vessel 170 m

Travel lift: 320 and 835 t

Shiplift: 4000 t

Cranes: 18 t and 45 t

 Hard standing area: 45,000 m<sup>2</sup>

 Docking area: 20,000 m<sup>2</sup>

Alongside berthing: Max 140 m

Stern to berthing: Max 110 m

Covered sheds: 12 x sheds up to 102 m LOA, brand new dry-dock shed 90 m LOA and 102 m covered graving dock inside the yard

Tenting available: Yes

Dayworkers allowed: Restricted

Project office available: Yes

**A**MICO & CO IS ONE OF THE FEW MAJOR SUPERYACHT REFIT AND REPAIR centres worldwide and has developed facilities at its Genoa yard to meet the precise requirements of superyacht refit and repair.

Amico & Co can cater for all work, whether the project is just to refresh the paintwork or a major conversion that may take a year or more. The yard can handle any type or size of yacht including the latest generation of large sailboats and also specialises in working on classic and antique yachts where dedicated care is required. Amico & Co is a world leader in this field and has the in-house skills and management to make each job a satisfying experience for owners, captains, managers and crews as well as the shipyard.

Since 1991 the continual growth of the Amico & Co shipyard has given testament to its leadership in the refit & repair industry and the yard itself has a 45,000 m<sup>2</sup> surface which includes 12 refit and repair covered areas and paint sheds specifically designed for projects up to 102 m in length and equipped with forced ventilation systems to maintain necessary temperature/humidity/emission conditions. Amico & Co offers multiple dry-dock solutions: an avant-garde 102 m sheltered graving dry-dock with a 31 m aircraft inside the yard area, equipped with state-of-the art and environmentally friendly technical systems for paint overspray recovering and treatment, heating & lighting; the company also uses Dry-dock #2 in Genoa Port, a 200m dry-dock suitable for two yachts of up to 90 m LOA, with a 90 m painting shed in the fore-section. The yard also has a keel pit for sailing and racing yachts with mobile keels. The yard has a bespoke, entirely electrified 4000T ShipLift allowing vessels of up to 95m LOA to be hauled and then manoeuvred by a special track and trestle system.

Renowned for its painting skills, engineering-wise Amico & Co is official contractor for MTU, Caterpillar, Northern Lights and Idromar. Amico & Co has a long experience of working to meet all Flag State and Class regulations and interacts with important associations such as Confindustria and ICOMIA and was the first shipyard in Italy to attain the environmental management standard certificate ISO 1400. The company headquarters boasts a crew area equipped with satellite tv and Wi-Fi with 24/7 access and a dedicated multilingual concierge service caters for all accommodation, transport and any other client and crew requests. The yard is just minutes from central Genoa, a lively metropolis perfectly located for crews during their refit periods, with an international airport and great connections to all the major Italian cities and nearby ski resorts, and crew members are connected to the city every evening with a handy shuttle service.

The large number of clients who bring their yachts back to the shipyard for repeat work is testimony to the dedicated service and skill that Amico & Co can bring to repair and refit work. Project organisation and management procedures are fully integrated thanks to a management system which has been perfected over 29 years, an indispensable tool for both the Client and the Amico & Co team.





# ASTILLEROS DE MALLORCA



**A**STILLEROS DE MALLORCA IS A REFIT AND REPAIR SHIPYARD FOR LUXURY sailing and motor yachts. It was first established in 1942 and pioneered the construction of a great variety of vessels. In the early 90s Mallorca started to become the focal point for Superyachts that run both the Caribbean and Mediterranean seasons. Astilleros de Mallorca adapted to the requirements of this up and coming market and is considered today to be Mallorca's Premier Shipyard. This recognition has been backed up by important awards such as the Boat International's 'Best Superyacht Refit'.

The yard's workforce is proud to conserve the rich heritage of the old artisan's tradition while constantly keeping an eye on the future.

The shipyard offers a full range of in-house services that include metal work, mechanical, piping, hydraulics, stainless steel, electrical, electronics, carpentry, composite and painting. Despite having all their own departments and specialities, a yacht's favourite supplier is welcome to join the project within the facilities. They will be supported by the experienced management team that will provide assessment in all the yacht's requirements and needs.

Astilleros is also operating from STP facilities with manned office and proper workshops. The professional Astilleros STP Team is based in offices 17 & 18 in the 'RS Global Building' and the unique, fully functioning mechanical and metal workshops are available for any specific job or complete refit.

With more than 30 years of experience completing refits and repairs on approximately 200 yachts every year, the shipyard is honoured with a long list of loyal clients.

## ASTILLEROS DE MALLORCA

Contramuelle Mollet, 11  
E-07012 Palma de Mallorca  
Balears, Spain

Contact: Victor Perez  
Tel: +34 971 710645  
Email: [info@astillerosdemallorca.com](mailto:info@astillerosdemallorca.com)  
Web: [www.astillerosdemallorca.com](http://www.astillerosdemallorca.com)

**SUITABLE FOR VESSELS OF: 25-120 M**

## IN HOUSE FACILITIES:

Hull & structural work in: steel, aluminium, wood and composite plastics. Engineering: pipe-work, tanks, electrical and wiring, machinery overhaul and repair, shafts and propellers. Fitting-out work: joinery, furnishings, interior finishing, electronics, television, sat-com, sourcing/supply of fittings. Exterior work: hull cleaning and painting, deck refinishing, woodwork, sanding and varnishing. Exterior painting: afloat under cover, ashore under cover.

## MAIN LOCAL CONTRACTORS:

All trades  
Slipways: 4 x max. haulout capacity 1700t, Beam 13.5 m, Draught 5.5 m  
Cranes: 3 x Max weight of lift 25 t  
Alongside berthing: Max length 120 m  
Max draught 7 m  
Stern to berthing: 4 available. Max 100 m  
Tenting available: Yes  
Dayworkers allowed: Controlled  
Project office available: Yes



## LUSBEN



VIAREGGIO



LIVORNO

**LUSBEN – REFIT AND REPAIR**

Viareggio: Via Coppino, 441 – ITALY

Livorno: Piazza Mazzini, 92 – ITALY

Contact: Paolo Simoncini - Marco Nuovo

Tel. +39 0584 3801486 (Viareggio)

Tel: +39 0586 415621 (Livorno)

Email: service@lusben.com

**SUITABLE FOR VESSELS OF: 20 M – 130 M****IN HOUSE FACILITIES:**

Project management, engineering, mechanical, joinery, stainless steel.

**MAIN LOCAL CONTRACTORS :**

All trades

**REFIT & REPAIR – VIAREGGIO**

Travel lift: 600 t

Crane: 30 t

Trolley: 250 t

Trolley: 80 t

Seafront area: 30,000 m<sup>2</sup>

Paint shed: up to 60 m

*Environmentally controlled and dust free*

Crew Accommodation: Yes

Helideck: Yes

**REFIT & REPAIR – LIVORNO**

Travel lift: 300 t

Cranes: 30 t

Trolley: 1050 t

Floating dock: (110 m) 18,000 t

Drydock: 130 m

Ship lift: 2500 t

Seafront area: 120,000 m<sup>2</sup>

Paint shed: up to 60 m

*Environmentally controlled and dust free*

Crew Accommodation: Yes

Helideck: Yes

**T**HE LUSBEN REFIT & REPAIR FACILITIES AND ORGANISATION ARE BASED BOTH in Viareggio and Livorno and offer a wide range of services to cover all the assistance, maintenance and repair needs of superyachts and megayachts from 20 m to 120 m in length. The services that make Lusben your ideal partner include:

- Refit and repair
- Berthing
- Documentation management and technical supervision
- Across-the-board assistance

In order to provide a comprehensive assistance service covering all owners' needs, Lusben not only performs ordinary maintenance work, but also deals with administrative formalities, the most common being class renewals and upgrades in compliance with register rules, and assistance to other Shipyards that need our Services.

Lusben performs significant mechanical, structural and interior refits, as well as providing the necessary support to upgrade systems, subdivision and insulation to meet the strict safety regulations in force for charter class vessels. All refit and repair services are performed with the support of marine engineers and specialised technicians.

**REFIT AND REPAIR SERVICES**

Refit and repair work is performed with the help of the best craftsmen in Viareggio and Livorno, the internationally recognised centres of yacht building excellence. The work is carried out by specialised workers for each individual area, with constant cost control.

**BERTHING**

Viareggio can offer over 15,000 m<sup>2</sup> of water surface and moorings for about 40 yachts ranging in length from 20 m to 65 m. Livorno can offer moorings for 20 yachts ranging in length from 20 m to 65 m.

Quality, financial transparency, good planning, superb craftsmanship, internal project management, full warranty on the jobs carried out and spirited co-operation with owners, owners representatives or yacht management and Shipyards. This is what has made the Lusben refit yard today one of the most successful and respected refit yards in the world.





serviceshipyards

SHIPYARD FACTFILE

# MONACO MARINE

© GUILAUME PLESSON FOR MONACO MARINE



**M**ONACO MARINE IS A NETWORK OF REFIT AND MAINTENANCE SHIPYARDS on the French Riviera for super and megayachts up to 160m+. Their expertise, know-how and ability to manage huge refit projects allow them to reach the highest quality standards available on the market.

Over 3,000 yachts undergo refit, repair or wintering at Monaco Marine shipyards every year. Thanks to eight yacht facilities located from Monaco to Marseille and a mobile shipyard programme, Monaco Marine commits its expertise and contractors to superyacht refit and maintenance projects in the world. With the mobile shipyard programme, their clients can now alternate technical pit stops and huge refits to maintain the highest quality.

After 25 years' experience, Monaco Marine provides the best support for owners, captains and crew throughout the year and has gained a loyalty rate of 80 per cent from its customers.

Working with passion, providing state-of-the-art facilities, innovating for tomorrow and always keeping customers' satisfaction in mind, that's their everyday life.

## MONACO MARINE

14 Quai Antoine 1er  
98000 MONACO - France

### Contact:

T + (377) 97 97 02 20

Email: [commercial@monacomarine.com](mailto:commercial@monacomarine.com)

Web: [www.monacomarine.com](http://www.monacomarine.com)

**SUITABLE FOR VESSELS:** 8 m – 160 m+

### LOCATIONS :

Monaco, Beaulieu-sur-mer,  
Saint Laurent du var, Antibes,  
Golfe de saint Tropez, La Seyne-Toulon,  
La Ciotat, Marseille

### IN HOUSE FACILITIES:

No. of yards: 8  
Total facility area (sqm): 132,500  
No. of covered sheds: 3  
No. of floating docks: 2  
(unlimited docks for any size of yacht)  
Lifting and launching methods  
– travelift/floating docks up to 2,000t  
Painting facility 6  
Various mobile & fixed cranes  
Crew facilities  
Security



## AGENTS

## ALL SERVICES S.R.L.

Via Del Castillo, 17,  
Portosole, San Remo  
18038, Italy

T: +39 0184 533533

F: +39 0184 531035

E: [as@as1980.com](mailto:as@as1980.com)

[www.as1980.com](http://www.as1980.com)

Contact: Dr. Alessandro Sartore – Broker/Ship Agent

All Services, a highly reputable ship agent based in Sanremo, Italy with offices in Imperia and Naples, has been assisting Yachts throughout the Mediterranean since 1980. Whatever your needs in all ports along the Cote D'Azur, the entire Italian coast and beyond, All Services are there for you.



ALL SERVICES

## AGENTS

## S &amp; D YACHTS LTD.

Seabreeze, Guiseppe Cali Street,  
Ta'Xbiex MSD 14,  
Malta

T: +356 21331515

F: +356 21332259

E: [info@sdlyachts.com](mailto:info@sdlyachts.com)

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

Contact: Peter Fiorini Lowell – Director

S&D Yachts were established in mid 1976 to cater for all the visiting yachtsmen to Malta. We offer berthing arrangement, Customs & Police Immigration clearance in/outwards, Duty-free fuel & Provisions, in-water repairs as well as yard repairs. We are now also operating from Tunisia.



S&D Yachts Limited

ESTABLISHED 1976

## AGENTS

## MID ATLANTIC YACHT SERVICES

Rua Cons. M. da Silveira, 3, Horta,  
Faial, Azores PT9900-144, Portugal

T: +351 292 391616 E: [mays@mail.telepac.pt](mailto:mays@mail.telepac.pt)

Contact: Duncan Sweet – Managing Director

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

The one address for all crew/vessel needs in the middle of the North Atlantic, specializing in full services for Trans-Atlantic yachts crossing to Europe. Founded in 1993 Mid Atlantic can address all needs of Yacht Captains, vessel and Crew and provides customized shore support in all areas, be it a mid passage stop-over or as critical shore based support when cruising the Azores with owners and guests. Specializing in yacht agency, bunkered fuel, VAT payment/importation & chandlery. Advance notice of arrival always encouraged and appreciated.

**Celebrating 26 years of amazing service to the industry!**

## MID ATLANTIC YACHT SERVICES

HORTA FAIAL AZORES

## DECKING

## TEAKDECKING SYSTEMS

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