

YACHTS

INTERNATIONAL

Boat Shows

under THE Sun

MIAMI AND PALM BEACH PREVIEW

A Splendid Surprise
230' ROSSINAVI NUMPTIA

SHIPYARD PROFILE
SUNSEEKER'S FULL SPECTRUM

STYLISH UNDER SAIL
VITTERS' SARISSA

COLUMBUS YACHTS' PRIMA
RIGHT ON THE FIRST TRY

HORIZON EP69
A MINI MEGAYACHT

CHARTER INTO HISTORY
REGINA IN TURKEY



ON THE LINE

YACHTS INTERNATIONAL

WHAT IS INTERACTIVE IN THIS ISSUE



BOAT SHOWS
UNDER THE SUN



ROSSINAVI
NUMPTIA

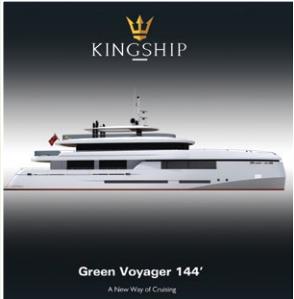


COLUMBUS YACHTS
PIMA

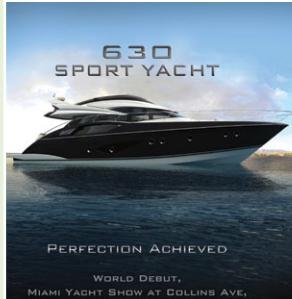


VITTERS
SARISSA

FEATURED ADVERTISERS



KINGSHIP



MARQUIS



NEW ZEALAND



MARLOW

A HANDY GUIDE TO READING YACHTS MAGAZINE ONLINE
Be sure to explore each page fully to experience the hidden extras

[GET FREE]
DIGITAL SUBSCRIPTION

HOW
TO USE

That yacht could change the whole industry.
I have to get a look.

Ocean Alexander pairing up with Christensen
to build a Marshall design?

I can name a few people who should be paying
some very serious attention to that.

There's an extra seat on my plane Tuesday.
Want to join me?



See it before the rest of the world does.
The new Ocean Alexander is ready for private viewing.
Designed by Evan K. Marshall, built by Christensen.

120

oceanalexander.com



Visit us at the Miami International Boat Show, slips 318–320.

SEATTLE, WA • FT. LAUDERDALE, FL • NEWPORT BEACH, CA • STURGEON BAY, WI • NEWPORT, RI
800-244-3480 954-779-1905 800-940-3554 920-743-6526 401-619-0438



SL 62' - 72' - 82' - 88' - 94' - 104' - 108' | SD 92' - 110' - 122' | 38Exp | 40m Alloy | 46m Steel



SD122 - Master Cabin



SD122 - Main Deck Salon

Indulge in your desires

Imagine that this is the Master Cabin design concept of your yacht.

In what ways would you personalize the space to make it your very own? What various design changes would precisely reflect your unique style and needs? ...in essence – you can completely tailor every single aspect of the design to all that you desire. This concept is simply just a starting point, as you may want to customize:

- The design of your interior layout
- 4 cabins, 5 cabins or 6 cabins?
- A 40ft-long open Salon, or create unique social spaces
- Skylounge Deck – A personalized Gym or Captain's cabin?
- A Day-Head on the Flybridge
- Choose any joinery style
- Wood selection - what species?
- etcetera, etcetera...



For over 50 years, each Sanlorenzo yacht has been designed around her individual owner. Tailor-made yachts are what we do. Sanlorenzo customization is what we achieve.

SANLORENZO

Made-to-Measure Yachts
Since 1958

Fort Lauderdale | New York | Mexico | São Paulo

Tel. +1.954.376.4794 - sanlorenzoyacht.com

contents

MARCH-APRIL 2012



15 **MAKING WAVES**

Get caught up on the latest launches and concepts, a new partnership between Benetti and fractional ownership group SeaNet, and more.

36 **THE VIEW FROM THE TOP**

Azimut-Benetti Group is the world's largest integrated yachting company and, thus, its methods to anticipate market changes have huge implications for the market at large. We caught up with founder Paolo Vitelli.

40 **DEBUT HORIZON EP69**

The most compact of the Taiwan builder's expedition-style series not only promises extended cruising range and admirable interior volume, it delivers.

48 **ON THE COVER: ROSSINAVI NUMPTIA**

The 70-meter fully custom *Numptia* is Rossinavi's newest and largest build to date. The enthusiastic and highly involved owner worked closely with the Italian yard and designers to achieve a stunning result.

58 **ONBOARD: COLUMBUS YACHTS PRIMA**

Among the pleasant surprises at the fall shows was the 177-foot *Prima*. See here why this yacht promises good things to come from this Italian yard.

ON THE COVER: *Numptia* PHOTO: Sean Gleason

Yachts for the new frontier [2]



LURSSSEN

Lürssen Yachts · phone: +49 421 6604 166 · email: yachts@lurssen.com · www.lurssen.com



North American Inquiries
www.marlowyachts.com • sales@marlowyachts.com
800.362.2657

International Inquiries
www.marlowyachts.com • sales@marlowyachts.com

For those who define life by the journey.

Marlow**Explorer**® 72E-CB

Sometimes words are simply inadequate.



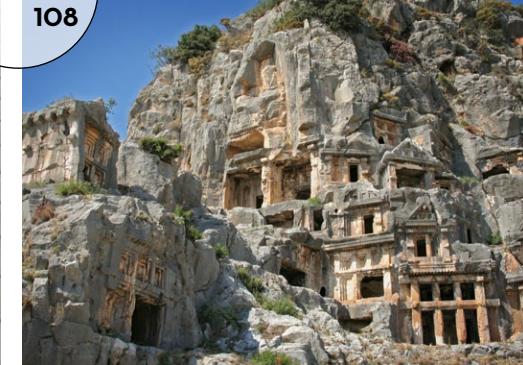
MY
Marlow**Yachts**®



88

124

108

**65 BOAT SHOWS UNDER THE SUN**

This year's lineup includes some great classics and some new faces, but it's sure to hold the attention of any yachting enthusiast. The Miami shows come first and then Palm Beach, each offering a very different flavor.

88 ONBOARD VITTERS SARISSA

The "sarissa" was a very long spear used in ancient Greek warfare: Robust and efficient, it rushed along at lightning speed finding its mark. This is what Vitters' 140-foot sloop *Sarissa* does.

98 SHIPYARD PROFILE: SUNSEEKER

A recent trip to the Sunseeker shipyard reveals a bit of the inner workings of a British brand that is as enduring as Rolls-Royce and Bentley, but often a bit secretive.

108 CHARTER BACK IN HISTORY: REGINA IN TURKEY

The 184-foot sailing yacht *Regina* is attempting to set a new standard for luxury yacht charter beyond Turkey's traditional cruising grounds, serving up modern comfort and an authentic experience.

116 COMPANY FOCUS: TEAKDECKING

Ever wonder where that beautiful deck that feels so good on the feet came from? Florida's own Teakdecking Systems has decking down to a science and still swears by teak.

124 THE NEW "NEW" THING: JETLEV

Ever dream of flying? The JetLev R200 jetpack with a 250-hp 4-stroke engine, one of the coolest new water toys on the market, makes that dream a reality.



DISCOVER THE MAGIC OF PORTO CUPECOY.

Envision a lifestyle where every day is an unhurried escape to Caribbean Sea views, where an unparalleled luxury condominium community meets exquisite boutiques, fine dining, and an incomparable marina. Find the magic... at Porto Cupecoy. **Priced from \$400,000 - \$2.1 million**

For inquiries call or visit us online • (1) 877-304-9292 • www.portocupecoy.com

Developed by ORIENT-EXPRESS

This is not intended to be an offering or solicitation for sale in any jurisdiction where the project is not registered in accordance with applicable law or where such offering or solicitation would otherwise be prohibited by law. These materials are strictly for informational purposes and are subject to change without notice. Inquire about Porto Cupecoy to see if the property is qualified for sale in your jurisdiction.



porto cupecoy
SINT MAARTEN

Mediterranean Style. Caribbean Spirit.

editorial

RECENTLY, I HAD A CONVERSATION with a successful yachtbuilder about navigating the treacherous waters of the new economy and increased global competition. “It’s all about the brand,” he told me. It is true. Brands are valued commodities—particularly in emerging markets. Chinese consumers and companies, for instance, are shopping for brands. One of the noteworthy recent acquisitions (still in the works as we speak) is that of Ferretti and its bouquet of well-known brands by a Chinese equipment manufacturer. The prolific Italian boating group also owns Bertram, whose history began in Miami in 1961. At 50-plus of age, Bertram is a significant part of Miami’s short history.

Indeed, Miami is a young city and still writing its own history. Its skyline is an ever-changing landscape and its population is in a constant state of flux. But through decades of rapid changes, the city has held a steadfast course to position itself as the capital of the Americas, its leaders anticipating that the continent to its south would become an enormous market. That prediction is becoming true. And while a decade ago, a few pundits dismissed Miami’s potential as a gateway, arguing that investors from Europe could, for instance, easily find their way to Brazil without transiting through Miami, the colorful city has carved its niche.

You can get that special international vibe during citywide events, such as the annual boat shows in February. Builders, sellers and buyers meet in global Miami to trade goods that are international in nature. Add to the mix sun-drenched beaches, beautiful waterways and scenery, and you have a winning combination.

This year at the boat shows you can expect to find a broad representation of the global yachting world reaching out to an increasingly international marketplace. A walk through the Yacht & Brokerage Show—a luxury yacht display that unfurls along Collins Avenue—is like a stroll through a mini world—showcase with builders coming from Australia, Canada, China, France, Germany, Holland, Italy, Taiwan, the United Kingdom, the United States and more.

Miami has benefited from its sub-tropical weather, its strategic location and its increasingly diverse and mobile population. But it has benefited from a more subtle but important ingredient. In a sea of change, it has stayed the course to fulfill its ambition to become the capital of the Americas. Its message to the world has remained the same through decades and a succession of leaders.

Miami is more than a city; it has become a brand.

Cecile Gauert **EDITOR IN CHIEF**



WE'D LIKE TO HEAR FROM YOU:

We will be in Miami and Palm Beach. Find us at the *Yachts International*'s members-only Pavilion in Miami Beach at slip 129, ramp 17. For membership information, contact our office at **(954) 761-8777**. If you can't be at the shows but would like to share your opinion, consider taking our Readers' Survey at yachtsmagazine.com/survey.



THE RITZ-CARLTON RESIDENCES®
SINGER ISLAND, PALM BEACH

Discover a beachfront oasis nestled on 8.8 pristine acres of world famous Palm Beach. Here, residences feature bright, gracious layouts, private elevator foyers and expansive balconies with striking ocean panoramas and the uncompromising Ritz-Carlton standard of service. Experience an everyday life that is no less than extraordinary.

Residences priced from \$700,000 to \$10,000,000. Financing Available.

TO SCHEDULE A PRIVATE TOUR PLEASE CALL 888.513.8264 OR VISIT THE ON-SITE SALES GALLERY
2700 NORTH OCEAN DRIVE, SINGER ISLAND-RIVIERA BEACH, FLORIDA 33404

LIONHEART CAPITAL | www.TheResidencesPalmBeach.com

Premier Sales Group, Inc. a licensed real estate broker is the exclusive sales and marketing agent for Lionheart Capital. The Ritz-Carlton Residences, Singer Island, Palm Beach are not owned, developed or sold by The Ritz-Carlton Hotel Company, L.L.C. 2700 North Ocean L.L.C. uses The Ritz-Carlton marks under a license from The Ritz-Carlton Hotel Company, L.L.C. Oral representations cannot be relied upon as correctly stating the representations of the developer. For correct representations, reference should be made to the documents required by section 718.503, Florida statutes, to be furnished by a developer to a buyer or lessee. This offering is made only by the prospectus for the condominium and no statement should be relied upon if not made in the prospectus. This is not an offer to sell, or solicitation of offers to buy, the condominium units in states where such offer or solicitation cannot be made.





Another ALEXSEAL®

Big Finish on *BigFish*

Big Fish, built by McMullen & Wing for Aquos Yachts, is a striking example of what the world's most discerning owners, builders and applicators have already discovered: ALEXSEAL® offers a superior marine coatings system that achieves the industry's best gloss and seamless repair capabilities. Simply put, only ALEXSEAL® can deliver true innovation in every can.



ALEXSEAL®

Yacht Coatings



Innovation. Applied.

ALEXSEAL.COM

EU: +49 (0) 40 75 10 30 > USA: +1 843 654 7755

MANKIEWICZ

YACHTS

INTERNATIONAL

Portside Yachting Center - 1850 SE 17th Street, Suite 107A
Ft. Lauderdale, FL 33316 - TEL: 954.761.8777 FAX: 954.761.8890
www.yachtsmagazine.com

PUBLISHER & VP MARINE GROUP Gary DeSanctis - gdesanctis@aimmedia.com

EDITORIAL

EDITOR IN CHIEF Cecile Gauert - cgauert@aimmedia.com

EDITOR AT LARGE Jill Bobrow - jbobrow@aimmedia.com

EUROPEAN CONTRIBUTING EDITOR

Maria Roberta Morso - mariaroberta.morso@gmail.com

ART DIRECTOR Xavier R. Maraño - xmaranon@aimmedia.com

EDITORIAL/PRODUCTION ASSISTANT Erica Cooper - ecooper@aimmedia.com

CONTRIBUTING EDITORS/WRITERS

EUROPE: Maria Roberta Morso

U.S. WEST COAST: Gerald Stansfield

COPY EDITORS: Danielle Cutler, Erica Cooper

CONTRIBUTING WRITERS: Jerry Stansfield, Kim Kavin, Marilyn de Martini

COVER PHOTO: Sean Gleason

CONTRIBUTING PHOTOGRAPHERS: Tom Nitsch, Clare Booth, Carlo Borlenghi, Sean Gleason, Massimo Listri, Neil Rabinowitz

MARKETING

MARINE GROUP MARKETING DIRECTOR: Jennifer Jones - jjones@aimmedia.com

ADVERTISING SALES

DIRECTOR OF MARINE ADVERTISING

Jo-Aynne von Born - JVonBorn@aimmedia.com

TEL: 954.761.7073 - FAX: 954.761.8890

BROKERAGE/SERVICE & REFIT/REAL ESTATE/AVIATION

Steven Sumlin - ssumlin@aimmedia.com

EUROPEAN SALES

Emanuele De Mari - info@admarex.com

MANAGER Donna Aschheim - daschheim@aimmedia.com

ADVERTISING MATERIAL TRAFFIC MANAGER ads@aimmedia.com

DIRECTOR OF RETAIL SALES

Marcia Orovitz - TEL: 305.538.5699 - morovitz@aimmedia.com

GROUP CIRCULATION DIRECTOR

Stephanie Flanagan - sflanagan@aimmedia.com

CIRCULATION ASSISTANT

Sarah Morgan - smorgan@aimmedia.com

GROUP FULFILLMENT MANAGER Natale Russo - nrusso@aimmedia.com

RESEARCH DIRECTOR Kristy Kaus - kkaus@aimmedia.com

TO INQUIRE ABOUT SUBSCRIPTIONS

Please call: 1.800.829.9152 or 386.246.0166

DISTRIBUTOR

USA & CANADA

Time Warner Retail - 260 Cherry Hill Road, Parsippany, NJ 07054

INTERNATIONAL

Source Interlink International - 27500 Riverview Center, Bonita Springs, FL 34134

YACHTS INTERNATIONAL is a trademark of Active Interest Media. All rights reserved. Reproduction in whole or in part of any article without prior written permission from the publisher is strictly prohibited. YACHTS INTERNATIONAL cannot accept any responsibility for any error or omission which might occur. YACHTS INTERNATIONAL accepts no liability for unsolicited manuscripts and photographs that may be lost or damaged.

YACHTS INTERNATIONAL, (USPS 000-591) (ISSN 1095-1091) is published bi-monthly by Active Interest Media. The known office of publication is located at 475 Sansome Street, Suite 850, San Francisco, CA 94111. The editorial and advertising offices are located at Portside Yachting Center, 1850 SE 17th Street, Suite 107A, Fort Lauderdale, FL 33316; Phone: 954.761.8777; Fax: 954.761.8890. Periodicals postage paid at San Francisco, CA and additional offices.

Vol. 16, No.1.
POSTMASTER: Send address changes to Yachts International Magazine, P.O. Box 420234, Palm Coast, FL 32142-0234.
PRINTING: RR Donnelly, Strasburg, Virginia, USA. Printed in the USA.

ACTIVE INTEREST MEDIA

300 N. Continental Blvd, Suite 650, El Segundo, California 90245, USA

CHAIRMAN & CEO Efrem Zimbalist III

PRESIDENT & COO Andrew W. Clurman

SENIOR VICE PRESIDENT & CFO Brian Sellstrom

SENIOR V.P. CIRCULATION & OPERATION Patricia B. Fox



To view Yachts International Magazine online, visit yachtsmagazine.com
or visit us on Facebook at facebook.com/yachtsinternational

SATORI, THE WIN, WIN SITUATION



50 METRE SATORI WAS AWARDED THE PRIX DU DESIGN AT THIS YEAR'S MONACO YACHT SHOW. HEESEN WISHES TO SHARE THIS HONOUR WITH REMI TESSIER DESIGN AND, OF COURSE, THE OWNER. WE WORK TOGETHER, WE WIN TOGETHER.

+31 (0)412 66 55 44 SALES@HEESENYACHTS.NL
WWW.HEESENYACHTS.NL



Green Voyager 144'

A New Way of Cruising

Kingship Marine Limited Tel:(+852) 2530-4848 E-mail: info@kingship.com www.kingship.com

Design by 

{ MAKING WAVES }

50 Years of Antigua



ABOVE: Yachts at the Antigua Yacht Club in December; among the largest in attendance were the Feadship Air and the Lürssen *Polar Star*

Charter show attracts 113 yachts

The sultry weather of the Caribbean in winter is perfectly suited to the slow pace of island life, but our days were anything but slow on a recent trip to Antigua. The Antigua CharterYacht Show celebrated its 50th anniversary in December and yachts of all sizes turned out in force for the occasion, everything from power catamarans, such as the 70-foot *Damrak II* (also debuting at the Miami Yacht & Brokerage Show) to Top 100 contenders, such as the brand-new *Feadship Air* and *Rossinavi Numptia* (featured in this issue). Hosted in three locations along the southern coast of the island—Antigua Yacht Club Marina, Falmouth Harbour and the historic Nelson's Dockyard—this professional charter show provides brokers (300 were in attendance), vendors and press the chance to not only tour many of the boats available this season in the Caribbean but to also get a sense of life on board.

New, old, classic, contemporary, large, small, sailing or power—it seemed as though everything was represented in Antigua. A few boast relatively recent refits of one degree or another, such as the 208-foot (63.4-meter) *Lürssen Polar Star*. One trend we noticed was the return of several boats to the charter market after a hiatus. *Huntress*, a 180-foot (54.86-meter) *Feadship* built in 1997, follows this line as does *Paraffin*, a 197-foot

(60.1-meter) Feadship built in 2002. One of the biggest draws this year was the beautiful and awe-inspiring Pendennis-built *Hemisphere*, which at 145 feet (44 meters) holds the title of world's largest sailing catamaran. The show's reigning queen was the impressive 266-foot (81-meter) and somewhat controversial *Air* launched by Feadship in spring 2011. She has a minimalist interior by Rémi Tessier, allowing the surroundings to steal the show through huge windows. *Numptia*, a new Italian beauty that popped onto the scene after a rather discreet construction, also created quite a buzz. Other notable recent additions to the Caribbean charter market include the 106-foot (32.3-meter) *Lazzara Stop the Press*, the 141-foot (43-meter) *Vitters Koo*, the 128-foot (39-meter) *Feadship Go* and the 180-foot (55-meter) *Proteksan Turquoise* *Turquoise*.

FOR ADDITIONAL INFORMATION SEE OUR DIGITAL EDITION 



NEW HORIZON



Trinity Yachts Busy end to 2011

The last quarter of 2011 was a busy time for Mississippi-based builder Trinity Yachts. In October, Trinity Offshore signed a contract with Harvey Gulf International Marine to build two 302-feet (92-meter) offshore supply vessels that will achieve the American Bureau of Shipping's ENVIRO+ Green Passport certification. The vessels will be the first in the United States to be powered with liquid natural gas. This could translate to ecological advances in the company's superyacht division, which made an especially big splash in November when Trinity launched the 187-foot (57-meter) trideck *Lady Linda*. The yacht features interiors by Evan Marshall of London and comes equipped with a full-beam master suite including a separate study, as well as a touch-and-go helipad, a half-beam gym that can become an extra guest cabin, and an interior filled with granite, marble and vibrant colors. Evan Marshall, again, was enlisted for the interior design of Trinity's largest yacht to date, the 242-foot (73.8-meter) *New Horizon*, which also splashed in late November. The maximum beam on this impressive steel-hulled yacht is 40 feet-9 inches (12.4 meters), ensuring that each of the six decks and seven staterooms feel light and airy. Robert Cury, owner of RJC Yachts, also had reason to celebrate the launch of *New Horizon*. He sold the full-displacement yacht, with an impressive 6,000-nautical-mile range to a close client who wanted to build American. This collaborative effort between owner, yard and designer caps off a year that also saw the launch of the 198-foot (60.4-meter) *Areti* and the delivery of other remarkable yachts, such as the 191-foot (58-meter) *Carpe Diem* and the 164-foot (50-meter) *Falcon* with interiors by Fort Lauderdale-based designer Karen Lynn.

For more information, visit trinityyachts.com



F500 | F530 | F570 | F620 | F690 | **F720** | F750 | F800 | F870 | F881 | F881RPH | Altura 840

A BILLION STARS IN THE SKY. ONLY ONE ON THE OCEAN.

Every day we dedicate passion, ability and expertise to guarantee one of the greatest experiences of freedom: living the sea on board a yacht. It is a freedom flavoured with the perfect balance of materials, the purity of lines, and the immensity of the water before you. And tinged with that unique taste of escape.



FERRETTI
YACHTS
a FERRETTIGROUP brand

FERRETTI GROUP SALES CENTERS

FT. LAUDERDALE
954.760.6530

MIAMI
305.638.8495

NAPLES
239.262.5063

NEWPORT
401.619.5863

WWW.FERRETTIGROUPAMERICA.COM

SAG HARBOR
866.926.3375

STUART
772.600.4922





Ketos 48m Sport Open Power and style

Enrico Gobbi of Team for Design has designed a new 157-foot model known as the Ketos 48-meter Sport Open for Viareggio-based Rossinavi. The builder already has a range of semi-custom yachts that comprise a 147-foot raised pilothouse design and a 157-foot RPH under construction, plus a 174-foot trideck. The new Ketos blends elegance and muscle and draws inspiration from nature (note the windows mimicking shark gills). The design exudes strength and agility and, thanks to its naval architecture and light marine alloy hull, the yacht will have excellent trim and performance. Ketos is meant to be a very comfortable yacht with bright, spacious and luxurious interiors—which include hydraulically operated platforms that turn into balconies off of the owner's suite and the main salon. The interior design is quite flexible, allowing the owner to choose from different layout options. Stylistically, the interior spaces are a compromise between modern lines and precious materials. The materials proposed for the interior decoration are wengé in a glossy or matte finish, lacquered wood, refined hand-sewed leather and backlit onyx. Two different engine configurations are available: two MTU 16V 2000 M94 (2,600 hp each) plus one MTU 12V 4000 M93 (3,500 hp) or three MTU 12V 4000 M93 coupled with two KaMeWa hydrojets and a central booster. With the more powerful configuration, the yacht can reach a maximum speed of 40 knots and a cruising speed of 36.

For more information, visit teamfordesign.com or rossinavi.it

TECNOMAR ACQUIRES ADMIRAL

Italian boatbuilder Tecnomar acquired the Admiral brand, technical documents and software licenses for an undisclosed sum. The company did not buy the production site, which will be dismantled. Admiral, a builder of aluminum and steel yachts from 105 to 177 feet, was formerly owned by Cantieri Navali Lavagna (CNL), which filed for bankruptcy in 2010. Existing unfinished hulls will also either be dismantled or sold. "The acquisition will expand our offer and presence in the market. We are confident the whole group will take advantage of new growth opportunities," says Giovanni Costantino, Tecnomar's president and CEO.

This announcement closely follows the laying of the first 131-foot (40-meter) Impero 40. During the ceremony a good luck coin was placed into the keel (left) to invoke good fortune during the construction and throughout its future years at sea. Designed by Luca Dini and the Tecnomar style department, this new aluminum semi-displacement yacht will be delivered in 2013. Powered by twin 1,920-hp MTU 16V 2000 M94 engines, the Impero 40 is expected to reach a maximum speed of 19 knots with a cruising speed of 17 and will have the RINA Green Plus certification. Denison Yacht Sales' Alex Clarke represents Tecnomar in the United States.

For more information, visit tecnomar.com

Giovanni Costantino is president of Tecnomar, builder of the Impero 40



SOME DREAM. OTHERS LIVE.



PERSHING

BOOST YOUR VISION

PERSHING 115' 108' **92'** 80' 74' 64' 58' 50'.1
NEW

PERSHING-YACHT.COM

a FERRETTIGROUP brand

FERRETTI GROUP SALES CENTERS

FT. LAUDERDALE
954.760.6530

MIAMI
305.638.8495

NAPLES
239.262.5063

NEWPORT
401.619.5863

SAG HARBOR
866.926.3375

STUART
772.600.4922

WWW.FERRETTIGROUPAMERICA.COM





Sunreef Yachts' US expansion

Polish builder Sunreef Yachts, which has operated in the United States since 2009, has opened its first US office, in Fort Lauderdale, and has appointed long-time manager Martha Lukasik director of sales for the United States. Lukasik is also president of Sunreef's yacht charter division. Sunreef, a builder of power and sail catamarans, has recently added the 60 Sunreef Power (pictured) to its wide range of semi-custom catamarans. The 60 Sunreef Power, due to launch in May 2012, features six cabins, interior and exterior helm stations and an optional Jacuzzi on the flybridge.



MARTHA LUKASIK

For more information, visit sunreef.com



Carlo Riva

Norberto Feretti

A RIVA IS A RIVA. ALWAYS.

Riva

A FERRETTIGROUP BRAND

ISEO • AQUARIVA SUPER • RIVARAMA SUPER • RIVALE • SPORTRIVA 56' • 63' VERTIGO • 63' VIRTUS • 68' EGO SUPER • 75' VENERE SUPER • 85' OPERA SUPER • 86' DOMINO • 92' DUCHESSA • 115' ATHENA

DOMINO



FERRETTI GROUP SALES CENTERS

FT. LAUDERDALE: 954.760.6530

MIAMI: 305.638.8495

NAPLES: 239.262.5063

NEWPORT: 401.619.5863

SAG HARBOR: 866.926.3375

STUART: 772.600.4922

www.riva-yacht.com



Tansu Yachts Only Now

Turkish builder Tansu Yachts, which drew attention at the 2011 Monaco Yacht Show with an original steel 119-foot expedition yacht now named *Bartender* (formerly *Nomade*), has a new yacht approaching completion. *Only Now* is a 111-foot (33.9-meter) semi-displacement yacht, designed in partnership with Holland-based Diana Yacht Design as naval architects. *Only Now*, built in wood using cold-molded construction, has a top speed of 22 knots. The yacht features three lower-deck cabins—one double, one convertible double/twin and a spacious owner's suite with walk-in wardrobe, his-and-hers bathroom and direct access to the gym. The yacht can also accommodate three crewmembers and has space for a nanny's cabin. The design favors outdoor living spaces. The main salon is small compared to the spacious aft deck, which offers several spaces for dining or lounging alfresco. Tansu executives hope that this project will be the first design in a series of recognizable vessels inspired by a combination of futuristic and retro lines.

For more information, visit rizatansu.com



Both yachts feature a combination of futuristic and retro lines for a fresh, new look that favors outdoor spaces



Dare to choose.



CL 124'

CL 112' NEXT

CL 100'

CL97'

New Navetta 26 Crescendo

New Navetta 33 Crescendo

More than 120 yachts
over 30 metres.

For years, Custom line has been pursuing the workmanship of technologically advanced yachts and boats which are tailor-made to the requirements of the client. The experience and passion which distinguishes Custom line has led to the construction of more than a hundred and twenty yachts over thirty metres in length. These have been personalised with each shipowner's taste and style making each yacht a one-off.

- 100% designed & made in Italy
- Mitsubishi Anti Rolling Gyro stabilizer System standard
- Semi customization with dedicated naval architects

customline-yacht.com - info@customline-yacht.com




CUSTOM LINE
FERRETTI
a FERRETTIGROUP brand

FERRETTI GROUP SALES CENTERS: FT. LAUDERDALE: 954.760.6530 • MIAMI: 305.638.8495 • NAPLES: 239.262.5063

NEWPORT: 401.619.5863 • SAG HARBOR: 866.926.3375 • STUART: 772.600.4922 • WWW.FERRETTIGROUPAMERICA.COM


FERRETTI
YACHTS

PERSHING

itama

BERTRAM

Riva

MOCHI CRAFT

CRN

CUSTOM LINE



Curvelle Catamaran

Construction under way

Catamarans are steadily growing in popularity and the options available to fans of power-cats are increasing. Builder Curvelle has recently joined the ranks of power-cat builders with a fresh new design and concept featuring many curves and rounded edges. Research and development began in 2004, and now the first Curvelle catamaran, the result of a truly international effort, is well on its way. Logos Marine of Tuzla, Turkey, one of the developing partners and the project manager, has completed the carbon composite hull of the quaranta, which will be the flagship of the Curvelle line at 110 feet (33.7 meters). London-based Lila-Lou handled the interior design and exterior styling while Australian Incat Crowther, a specialist in catamarans, is responsible for the naval architecture. The layout includes six cabins (with flexible bedding arrangements), all located on the main deck where the large windows give all guests equally astounding views of the passing scenery. With four decks and a nearly 30-foot beam, the quaranta boasts the equivalent interior space of a 131-foot (40-meter) yacht. In addition to comfortable spaces in and out, performance and efficiency were at the top of the development team's list. Finally, value was foremost on the mind of Curvelle's Dutch developer and Marketing Director Luuk V. van Zanten, the driving force behind the project. "With her transatlantic range and a cruising speed of 22 knots, the Curvelle quaranta will be on the market at a highly competitive introductory price, staying well below 10 million Euros," he says.

For more information, visit curvelle.com or logosmarine.com





BORN IN ITALY.
LIVED WORLDWIDE.

A symbol of Made in Italy craftsmanship is more than just a work of design.
It is a way of looking at the world. It is an experience that renews itself day after day.

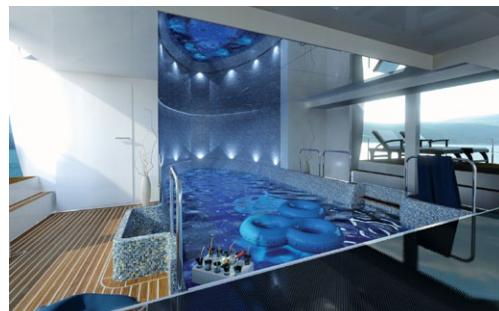
A CRN mega-yacht is a universe of style, comfort and technology
created for those who strive for excellence and exclusivity.



CRN S.p.A. - Ancona, Italy - ph. +39 071 501111
www.crn-yacht.com

a FERRETTIGROUP brand





Wider 150 Big ideas

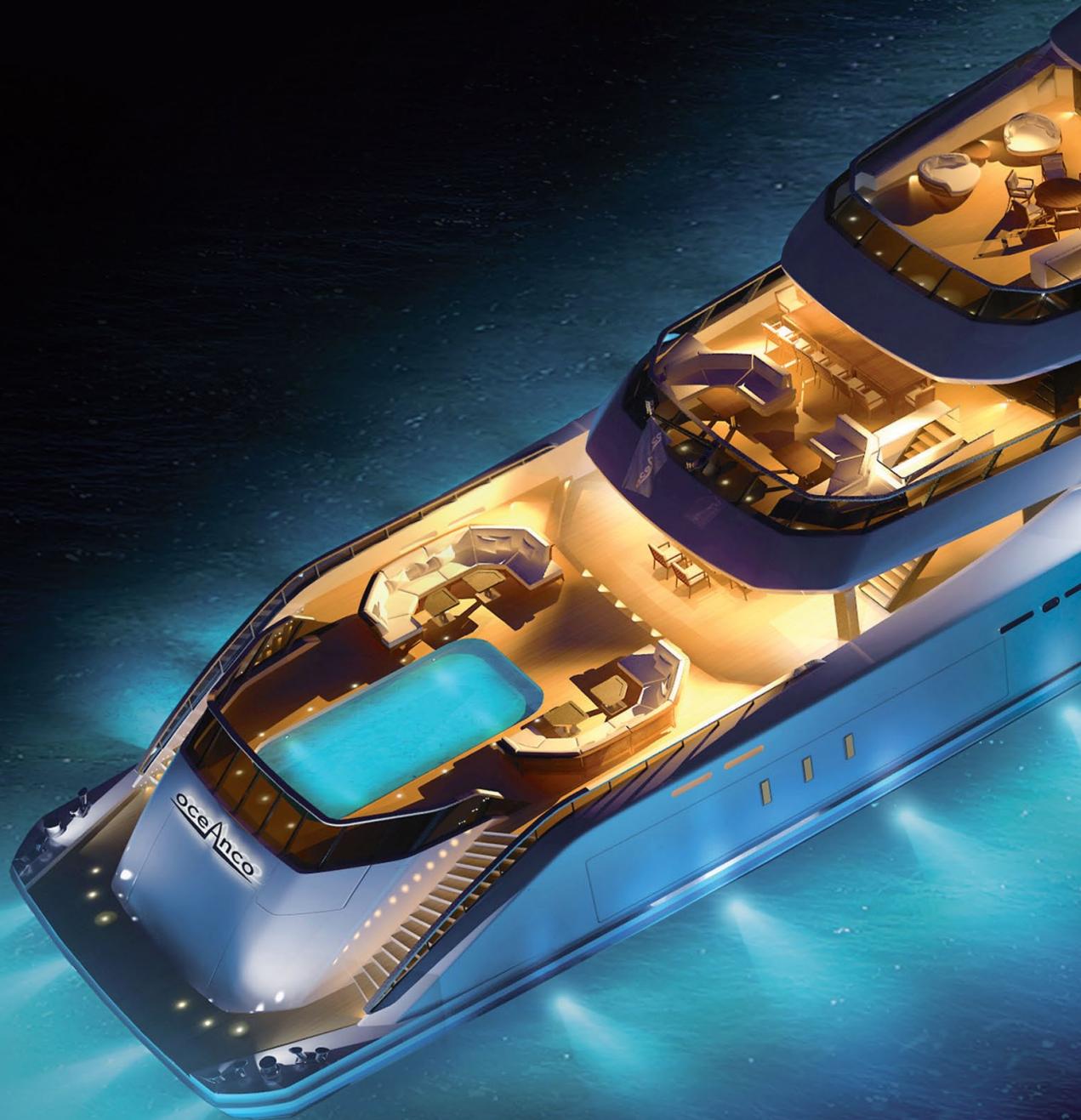
Wider has already made headlines with its innovative 42-foot day cruiser, but the company is looking ahead with the Fulvio De Simoni and Tilli Antonelli-designed Wider 150, an exciting project introduced in Monaco. Sleek and strong, this yacht employs a diesel/electric hybrid propulsion system, which guarantees very low consumption and transatlantic range. The semi-planing hull is in composite, making the yacht light, which also helps achieve lower fuel consumption. The versatile propulsion system allows reaching a 20-knot top speed by combining the diesel groups with the electric engines and adding the diesel boosters. A large tender bay—designed to hold the innovative 33-foot Wider tender—expands with two wings folding down on either side of the transom swim platform to form an impressive beach club. It can be flooded to allow the tender to sail in and out of the garage and thus doubles as a saltwater swimming pool. With the addition of a floor, it becomes a great spot for dancing. Owners and guests alike will find plenty of entertainment on board, and the yacht's four guest cabins and large master suite will make sure they're traveling in a luxurious level of comfort. Camper & Nicholsons International is Wider's sales and marketing partner for this innovative project with big-yacht features seldom seen on a yacht this size, including a touch-and-go helipad.

For more information, visit wider-yachts.com or camperandnicholsons.com



ABOVE: The Wider 150 project includes innovative features, such as a versatile transom area with beach club and float-in tender garage that doubles as a saltwater pool

Imagine...



oceAnco
Yachts for Visionary Owners



FERRETTI TO HAVE NEW OWNERS DEAL WITH CHINESE GROUP INCLUDES NEW CAPITAL

Executives of the Ferretti Group, in serious talks with China-based Shandong Heavy Industry Group-Weichai Group for months, have taken a major step toward new ownership. Thanks to a 374-million-euro deal that includes taking over Ferretti's current debt and a 100-million-euro increase in capital, the Chinese equipment manufacturer will own up to 75 percent of Ferretti.

Ferretti comprises the CRN, Custom Line, Ferretti Yachts, Itama, Mochi Craft, Pershing, Riva and Miami-based Bertram brands. One of the world's most prolific boatbuilders, Ferretti made a strong commitment to innovation and product development through its Advanced Yacht Technology (AYT) and Centro Stile Ferretti Group divisions. The company chose to finance these investments. After a sudden drop in new-build orders worldwide, the company took measures to restructure its increasing debt.

Lamberto Tacoli, president of CRN and the Ferretti Group's chief marketing and sales officer, answered our questions at the Fort Lauderdale International Boat Show. While he did not discuss ongoing negotiations, he expressed confidence in the future. "We have had an escalation in interest and inquiries about the products of all of the group's eight brands. We have an economic strategy in place that will contribute to alleviating stress and start a new positive year for Ferretti in 2012. When our revenues decreased from a billion in revenues to half that, we had to reorganize and create more efficiency in our overall company. We are doing just that," he said.

The new owners plan to retain current management, maintain production sites in Italy and allow Ferretti to continue to operate independently. The deal appears to be a win-win situation. New capital will give Ferretti the breathing room it needs to pursue its long-term plans and allow SHIG-Weichai to explore the global world of yachting. Ferretti Yachts has already announced two new models for summer 2012, the 690 and the 780 (pictured). Pershing also announced a new 82 and Ancona-based megayacht builder CRN, which had eight yachts under construction as of the end of the year, both custom and semi-custom, is expected to launch several of them in the coming months. See our interview with Tacoli online.

For more information, visit ferrettigroup.com



Jongert's Back

New orders and designs pave road to recovery

A reinvigorated Jongert shipyard has received new orders recently and opened a new location in France. The long-standing shipyard, established in 1953, ran into financial difficulties after the 2008 financial crash, just as the company finished a complete upgrade of its facilities in Holland. A year later, international maritime group VeKa bought the company. Jongert attended the 2011 Fort Lauderdale International Boat Show, where the company signed an order for a sailing yacht. A couple of months earlier, in Monaco, Jongert signed two contracts for motoryachts and showed two new designs. While Jongert traditionally built its reputation mostly on sailing yachts, the company has built several motoryachts and among its new orders are a 144-foot (44-meter) Dubois-designed motoryacht and a 141-foot (43-meter) motoryacht for customers in Ukraine. The new motoryacht design shown in Monaco is a 164-footer (50-meter) with naval architecture by Azure and design by Guido de Groot. With hybrid propulsion, it is engineered to be just under the 500-gross-ton threshold. Hot-button features include folding balconies, a beach club and spacious sun deck with Jacuzzi. De Groot and Azure had also designed Jongert's first semi-displacement motoryacht, the stylish 3900 Lucia M, launched in 2010. The new sailing yacht, designed by German Frers, is a more modern version of the classic Jongert. Built in aluminum, the 3000M is designed to reach 13 knots while providing all creature comforts, including a panoramic master stateroom. A larger version of this yacht was sold at FLIBS.

For more information, visit jongert.nl





CUSTOM SERIES

MADE IN THE USA



Rendering by Nautilus 3D

AVAILABLE SPRING 2013

Introducing our new 50m American Custom Series Yacht. Under 300 US Regulatory Gross Tonnage for Private & Charter use up to 12 passengers. Six staterooms, On-Deck Master, All Floors Elevator, Massive Full Beam Sky Lounge and Sundeck. Call for pricing.

www.christensenyachts.com



CUSTOM 142' (43M) SERIES



CUSTOM 164' (50M) SERIES



CUSTOM 190' (58M) SERIES



Proud Builder of the Ocean Alexander 120'



AWL GRIP



Christensen Shipyards

All Christensen Yachts Are Certified Both ABS & A1-AMS and MCA • Contact: Joe Foggia • ph. 360-695-3238 • cell 360-521-1607 • fax 360-695-3252



Perini Navi *Clan VII*

Perini Navi signs new sailing superyacht

The Perini Navi group ended the year on a high note with the signing of a 226-foot (69-meter) sailing yacht, the company's largest sailing yacht since the *Maltese Falcon*. Philippe Briand worked closely with Perini Navi on the design of this technologically advanced sailing yacht, consistent with the Perini Navi style. In addition to new contracts signed in 2011, Perini Navi launched several vessels, including sailing yacht *Fidelis*, motoryacht *Galileo G* and sailing yacht *Clan VII*, the fourth yacht in its 45-meter series. The result of the collaboration between Ron Holland and Perini Navi's in-house design team, *Clan VII* is a sloop featuring a spacious flybridge and an opening stern revealing a structural staircase descending to a large swimming platform. The interior, designed in-house, is inspired by a classical contemporary design and combines ebony and teak woods to create an elegant atmosphere.

For more information, visit perininavigroup.it



Perini Navi 226' (69m)



ThyssenKrupp sells Blohm + Voss

German superyacht builder Blohm + Voss, builder of iconic yachts—many figuring on the Top 100 list—will soon have new owners. UK-based STAR Capital Partners (a private equity investment firm) has entered into an agreement with ThyssenKrupp Marine Systems to acquire Blohm + Voss Shipyards and several other affiliated companies in the yachting division. The tentative purchase agreement (subject to the usual regulatory approvals) does not include ThyssenKrupp's significant military activity. Lengthy negotiations and a tentative agreement with Abu Dhabi Mar several months ago had reached a dead end. Blohm + Voss has carved a niche in the superyacht segment with daring and unconventional designs. The project pictured here is for an 88-meter motoryacht, with a Michael Leach Design, presented at the 2011 Monaco Yacht Show.

For more information, visit blohmvoss.com

630 SPORT YACHT



PERFECTION ACHIEVED

WORLD DEBUT,
MIAMI YACHT SHOW AT COLLINS AVE,
FEBRUARY 15-20, 2012



MARQUIS
YACHTS



SeaNet and Benetti Fractional Ownership

SeaNet offers an alternative to straight-up yacht ownership and occasional charter. SeaNet first launched its fractional ownership program eight years ago on the US West Coast and has grown its fleet of Sunseeker yachts ever since. Recently, the company turned to Italian builder Benetti and its recently launched Delfino 93, a spacious yacht several feet shy of 100 feet, featuring excellent insulation and seakeeping abilities. The SeaNet fleet will include four Benetti Delfino 93s. First introduced at the Cannes boat show in September 2010, this displacement yacht had tons of charisma and a spacious interior with large staterooms. The semi-custom line features a variety of interior schemes (modern or classic), but all share the same comfortable platform and sure footing. The SeaNet fractional ownership program limits each yacht to four owners, who are each guaranteed 50 days on board. Fraser Yachts, Azimut-Benetti's brokerage arm, manages the crew and oversees maintenance, and the fractional ownership program includes concierge services. SeaNet plans to offer destinations in the Mediterranean and Caribbean in addition to the East Coast, West Coast and Mexican ports.

For more information, visit seanetco.com

ABOVE: The Delfino 93 offers excellent space for a yacht that is less than 100 feet in length; interior schemes vary but Benetti's new Delfinos all make judicious use of space

DELTA MARINE ADDRESSES FINANCING

The current credit crunch is real and has had a tangible effect on the boating business from builders, dealers and to the end users, in all segments. Major boat companies, such as Azimut-Benetti and J&D Acquisitions, owners of the Marquis and Carver brands, have sought creative ways to resolve the issues of financing for their shipyards, boat dealers and even owners, who do not necessarily wish to tie up their liquidities if they can finance their dream yacht. Late last year Delta Marine announced a new partnership with SG Private Wealth Advisors, a company that specializes in credit solutions for high-net-worth clients. The California-based company relies on a broad network of financial institutions and tailors financial packages to the needs of its customers. Delta has used the company's services to obtain financing for a 164-foot (50-meter) yacht currently under construction at its Seattle-based yard. "We are excited by the prospects of this new strategic partnership with them," said Jack Jones, vice president of Delta Marine. "[They give] those looking to finance their Delta vessel a valuable and discreet option."

For more information, visit deltamarine.com or sgprivatewealth.com

RODRIGUEZ GROUP

Please come and visit us at the
Miami Boat Show - February 16-20, 2012



AZUR 43m

Exclusive dealer

Contact us:

T: 001 305 371 6666
sales@rodriguezgroup.com
www.rodriguezgroup.com



ACCESS YOUR YACHT FASTER

Richards Aviation can help you accomplish more in business and enjoy more of life through our unique AirAccess® programs. Become a member in AirAccess® and experience our new jets in hourly increments, or our AirAccess® Partner program which provides you all the benefits of owning a share in a Lear45XR or Challenger 300 aircraft. Call us today to experience the "Flight with Purpose®" advantage and start spending less time in the airport and more time on the water.



RICHARDS  **AVIATION**

901.332.7239 800.763.0441 www.raijets.com access@raijets.com

The heavens declare the glory of God; and the firmament shows His handiwork...Psalm 19:1



L TO R: Worth Avenue Yachts' Mike Mahan, Brian Tansey and Simon Gibson

Worth Avenue Yachts Launches in Palm Beach

PARTNERS WITH CANTIERE DELLE MARCHE

Worth Avenue Yachts, founded by brokers Brian Tansey, Michael Mahan and Simon Gibson, proposes a new approach to client services. The idea is a simple one: rely on the collective experience of professional brokers working for the company to give the clients the best possible service. The brokerage team includes Jim Eden and Noell Vawter, both experienced brokers. One of the new firm's first orders of business, after opening an office on West Palm Beach's famed Worth Avenue, was to make strategic partnerships. A few months ago, Worth struck an agreement with Italian shipyard Cantiere delle Marche (CMD) to represent the shipyard on the North, Central and South American markets. Based on Italy's Adriatic coast, CMD builds expedition-style vessels from 86 to 105 feet in its Darwin Class, designed by Sergio Cutolo of Hydro Tec. The latest launch from CMD is Hull No. 2 of the oceangoing steel-hulled Darwin 86. Recently, CMD announced a new series, designed by Italian firm Nauta. Ranging in size from 80 to 115 feet, the Nauta Air models are designed for extended stays on board and put the emphasis on easy flow, large decks and expansive views. Hull No. 1 of the Nauta Air series, a 115-footer, is slated for a 2014 delivery.

For more information, visit worthavenueyachts.com



DARWIN 86

Best
Power Yacht
25-40m.

MEYA MEYA

h2 Design

Delivered 2010

35m (115') Raised Pilot House Motor Yacht

designetal
YACHT AWARDS 2011
WINNER

CURVELLE QUARANTA

Lila-Lou Design

Under Construction

33.7m (110') Catamaran Motor Yacht

Best
Concept
Under 50m

LOGOS
m a r i n e

Tuzla - İstanbul - Türkiye

Custom Yacht Builder

www.logosmarine.com



At the 2011 Fort Lauderdale International Boat Show again this year, Azimut-Benetti had a strong presence.

THE VIEW FROM THE TOP

Azimut-Benetti Group is the world's largest integrated yachting company. What it does or does not do to react to and anticipate market changes has huge implications for the market at large. We caught up with founder Paolo Vittelli.

INTERVIEW Jill Bobrow



AZIMUT-BENETTI'S PAOLO VITELLI

Paolo Vitelli, founder and group president of Azimut-Benetti, was a keynote speaker at the 52nd Fort Lauderdale International Boat Show. We later had a chance to sit down with him for a one-on-one interview. Vitelli, a yachting-industry icon, is one of the most innovative and practical thinkers in yachtbuilding today. Vitelli, who started Azimut in 1969, grew the business over the last 43 years and today is at the helm of what is the world's largest integrated marine player. Talking about today's market, he shows himself to be both a realist and an optimist. While he acknowledges the economic crisis, he thinks the overall increase in world wealth, particularly in emerging countries, compensates for the slowdown in traditional markets, which, in turn, presents an opportunity for boatbuilders to develop new products for new markets and also to export the boating culture to these markets. In order to achieve future success, he believes that it is necessary to capitalize, invest in research and innovation, consider fuel efficiency and eco-friendly materials, and to find ways to work internationally.

JILL BOBROW: So are you still the number one boatbuilding company?

PAOLO VITELLI: Yes, I am happy to report that according to the various global order-book reports, we still claim the position of the world's number one boatbuilder. In fact, a few builders that used to be counted on the list have disappeared altogether.

To what do you attribute your sustained success in this day and age?

We continually reinvest in our product. We are auto-sufficient; this strategy is very important. Many of our competitors do not have enough capital and are not reinvesting, thus allowing us to take a larger market share.

Over the course of your stewardship, what has been your strategy to keep Azimut-Benetti in the number one position?

Azimut-Benetti is highly diversified—not only geographically, but also in terms of what we have to offer: yacht management through Fraser Yachts, yacht financing, refit facilities, marinas, luxury boutiques, plus we

build yachts to appeal to every type of client from smaller production boats to custom megayachts. Everything we do has logic to it. Why do we offer management, marinas, service and financing? We do it to keep our clients happy. We want to make sure they have a place to go with their yachts. We want to ensure service and support for our clients—that goes for financing and refit. We want to keep it "all in the family." In the end, yacht ownership should be enjoyable. We want to take away the headache of yacht ownership and make it all easy.

With the traditional markets suffering a setback since the economic crisis, is Azimut-Benetti looking toward new markets?

Certainly, we are exploring new markets. There is a lot of talk now about China and Brazil. The big difference between these two countries is that the Brazilians have a culture of seafaring; they love the sea and have an infrastructure with marinas and facilities. Generally speaking, the Chinese do not love the sea. Yachting is new to them. They are more apt to buy a boat as a status symbol rather than out of the joy of being on the ocean.

PAOLO VITELLI



AZIMUT GRANDE 120SL



So you are concentrating on Brazil then?

Perhaps activity is becoming more heightened in Brazil. There are still taxes to overcome. There needs to be a shift in their import tax. Now they have an 80-percent import tax versus a 20-percent export tax. We have been overcoming that by creating our own factory there. Naturally, with all emerging countries, there is always a risk, as you never know what will happen politically. One must always be prepared to move from one place to another.

Are challenges in the Chinese market similar?

The Chinese, as I said, do not have the same love of the sea as the Brazilians do, but they have a lower importation tax. Also, with all the new construction in China, many of the new condominiums are being built with a medium-size marina as a key selling component. We are making inroads in China; we invite potential clients to the Med to get a taste of the yachting life. We have had many sea trials in Saint-Tropez and Cannes. Yachting in China is much more about status or a symbol of success than the joy of being on the water. I have heard stories of Chinese clients buying a sailing boat without a mast or a powerboat without an engine. But it is all a matter of education. We shall see what the future holds for yachting in China. If their current 9.5-percent growth decreases to 3 percent, the luxury-buying picture in China will be a very different one. All of these factors keep us on our toes.

What is your feeling about the US market these days?

I always feel very proud of our involvement in the USA. Azimut Yachts has been in the States since the 1980s. We have had an office here since 1990. We have a fantastic dealer and great service people here. Our service manager, Federico Ferrante, has worked here for more than 12 years. When we hold an Azimut rendezvous for our yacht owners, inevitably 30 to 40 boats show up. They also attend our European events. We have a strong base in America; and even during these difficult times, we have had 25-percent growth in America. Just recently, we have had confirmation that we will grow to somewhere between 80 to 100 units, which is a very high volume, more than any other boatbuilder exporting to the United States.

Are you as optimistic about growth in Europe?

Europe is very slow now. Sales in Italy and Spain, for instance, are tough, especially for new clients. We find we are cultivating and negotiating with our repeat clients, moving them up through our range of yachts, sometimes even from an Azimut to a Benetti.

Are the Russians back?

Yes, the Russians are coming back. We just delivered *Nataly*, a lovely 65-meter (213-foot) Benetti to a Russian client.

What is the overall game plan?

We wish to be even more international. We have a production plant in Turkey and one in Brazil; we don't like to simply be a guest in foreign territory. We are not building boats in Turkey merely for efficiency sake or to save money on labor or production costs. We feel we need to be part of the culture of our markets. We are even investigating future production in the United States. We understand if we want three times the market share, we should be here in the United States in order to

achieve (an even) better understanding of the American market.

In a nutshell, what is the Azimut-Benetti difference?

We are proud to be a family company, yes, there are some in Germany, the Netherlands and in Italy, but we are among the few in the world that are not owned by a financial institution. As a family business, we are perceived as having continuity. People are proud to work for us. We do not just deal with shares, we are a people company. I am not in this just to make money, I have a passion for what I do and so do the people around me.

There is speculation that you are grooming your daughter to take over for you some day. What are her current responsibilities?

Giovanna is responsible for our communications and our legal department. Very soon she will take over a brand and will be in charge of the entire business plan for that brand. I don't think I am going anywhere in the near future. I love what I do. I even got involved in closing a deal today. It's been a while since I have been involved in selling. And you know what? I am a bit rusty, but I am not bad at it and I still get a kick out of it. I really enjoy my work, but I'm gradually giving much more responsibility to Giovanna and to the management. ■

BENETTI NATALY





A world that reveals new worlds.

The new amazing dimension of the day cruiser.



More Performance - More Space - More Stability - More Technology



Wider Yachts USA - 850 NE 3rd Street #209 Dania Beach, FL 33004 - Ph: 954-347-6771 - www.wideryachtsusa.com

PLEASE SEE US at the Miami Yacht and Brokerage Show February 16-20, 2012. Call for details.



ABOVE: Practical and elegant, the galley opens onto a salon area with flexible features, such as a cocktail table that rises to dining table height

Horizon EP69

High AMBITIONS

The most compact of the Taiwan builder's expedition-style series not only promises extended cruise range and admirable interior volume, it delivers.

Horizon Yachts may be best known for its E-Series line of luxurious and highly styled semi-displacement motoryachts, but for the past several years the builder has been busy at its Kaohsiung headquarters and its four yards expanding into other categories as well. Its fleet of Premier contemporary-styled trideck designs from 110 to 160 feet has established the Horizon brand in the megayacht sector, and the virtually simultaneous launch of its V series—currently including two Greg Marshall-designed vessels at 68 feet and 74 feet—has found an audience among clients favoring more conservative but equally contemporary styling, semi-displacement speeds and generous interior dimensions. Horizon also offers its RP range, a flotilla of raised-pilothouse yachts from 97 to 120 feet, a 52-foot sportfishing yacht (T series) and a power catamaran range that now includes an 80-foot and a 58-foot PC. Add Horizon's Euro-styled sport yachts and a pair of solar-powered cats (SC) at 23 feet and 46 feet, and there's something for nearly any powerboating preference. For good measure, Horizon also operates Atech, a 300,000-square-foot lamination and tooling facility, and its own furniture shop.

While continuing to produce and market its product lines vigorously, about four years ago the Horizon product-planning team began the development of yet another subset in response to a growing demand for expedition-style displacement yachts capable of achieving passagemaking

STORY Jerry Stansfield PHOTOS Neil Rabinowitz



ABOVE: The EP69 owes much of its styling to a high profile and wide beam, providing obvious comfort inside



ABOVE: Big-yacht features include the spacious and attractive amidships stateroom; sliding doors open onto the ensuite bathroom

range, significantly lower fuel consumption and a level of comfort consistent with the demands of extended cruise itineraries.

Smallest of this series—a 77-foot version is in full production and a steel-hulled 148-footer is nearing completion—the Horizon EP69, made its North American debut in 2011 in Seattle. Roche Harbor, a photogenic resort community and cruise destination in Washington's San Juan Islands, provided an agreeable venue for a leisurely inspection of this intriguing new vessel.

The first impression is, well, impressive. Although a compact 69 feet, 5 inches in LOA, the EP69 appears every bit the seagoing voyager, offering as it does a tall, burly profile and a broad-shouldered demeanor, the product of its 20-foot beam. The introductory EP69 features an eye-catching deep metallic-red Alexseal hull paint with white superstructure, a color scheme that calls attention to the high forward sheerline and comparably generous freeboard aft.

Appropriately, deck hardware—including bollard-style cleats, roller fairleads, 2-inch handrails and anchor chafe plates—is megayacht caliber, and the bulbous bow reflects the vessel's bluewater design intent. A broad transom platform facilitates boarding, with access to the main deck by way of port-and-starboard curved stairways. Wide walkaround decks on either side of the deckhouse ensure unrestricted passage forward, then up two steps to wheelhouse level. A Portuguese bridge opens at centerline to the foredeck and to a pair of Maxwell 3500C anchor windlasses. Here, the test boat features optional rack storage, recessed into the forward face of the bridge coaming, capable of securing six good-size fenders.

Side decks or not, 20 feet of beam on a 69-foot displacement motoryacht will get you generous interior volume, which the Horizon design team has put to good use in a straightforward, logical arrangement. In the salon, a freestanding sofa and adjacent matching

IN PERFECT SHIP SHAPE.

The Maxi-open icon speaks Italian.



MARINEMAX YACHT & BROKERAGE GROUP

Bob Fritsky • (954) 347-6769 (Mobile) • Bob.Fritsky@marinemax.com
FORT LAUDERDALE • CHELSEA PIERS • EAST HAMPTON
NEWPORT BEACH • SAN DIEGO • SAN FRANCISCO
Official representative for United States and Canada

MANGUSTA

is a brand of **Overmarine Group**

www.overmarine.it

72' | 80' | 92' | 105' | 108' | 110' | 130' | 165' | 205' & 148' OCEANO



chair face a table that rises electrically to dining-table height. To starboard, two occasional chairs flanking an optional pop-up flat-screen TV augment dining capacity. Just forward is a compact galley fitted with granite countertops, a full-size refrigerator, range, double sink and dishwasher. A cabinet suspended from the overhead provides separation from the salon while supplementing storage space.

The pilothouse encloses a comparably functional command center equipped with an integrated Raymarine navigation package. A moderately reversed windshield provides good sightlines from either of two pedestal helm chairs and from the raised banquette built into the port aft corner, and port-and-starboard doors lead directly to side decks. A stairway leads through a weathertight hatch to the flybridge deck.

Nowhere is the EP69's interior volume put to better use than in the lower deck plan, an arrangement that allows for three ensuite staterooms: a midship master with king-size berth, a forward VIP with island queen berth, and a starboard-side guest room with

adult-size upper and lower berths and, unusually, its own head with stall shower and good-size vanity. The full-beam master includes a starboard-side head with large vanity and separate compartments for the toilet and shower. In the port hull side is an oval portlight that illuminates the entire space and offers a remarkable sea-level view. A fourth accommodation—nominally designated for crew but well suited to serve as an additional guest stateroom—lies aft, accessible via the watertight transom door.

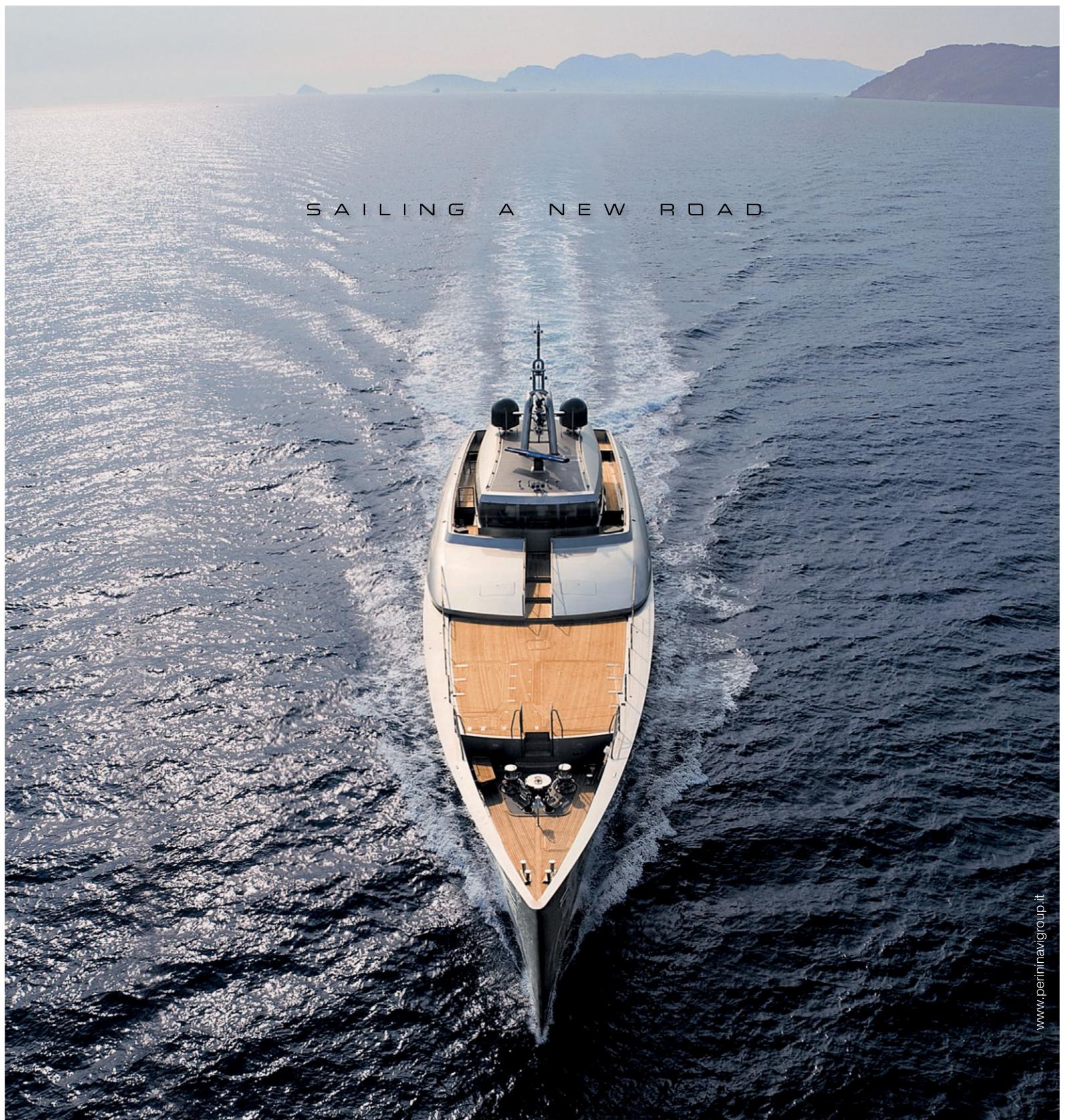
Topside venues permit a variety of on-deck activities—or in the case of the two flybridge sun pads, no activity at all. A broad expanse at the after end of the bridge deck has room for a tender and an optional Steelhead Marine ES 1500 hydraulic crane. The social center at this upper level assuredly will be the portside bar and entertainment center, fitted with a propane grill and available with icemaker, under-counter fridge and three wall-mount stools. Opposite, a raised settee seats six around a large dining table, and an optional composite hardtop shelters the forward half of the bridge deck. The



ABOVE: Differents views of the master suite show attractive portholes, reflected in the mirror above the vanity

LEFT: The VIP forward and a starboard-side guest room complete accommodations

SAILING A NEW ROAD



www.perinnavigroup.it

Picchiotti Vitruvius Exuma 50 m



PICCHIOTTI
SINCE 1600

Picchiotti is the motoryacht brand of the Perini Navi Group



ABOVE: The pilothouse is designed for long-distance cruise; a complete Raymarine navigation package is included in the command center

portside upper helm station features an electrically operated high-low instrument console that may be set at any height to optimize the view ahead. A molded stairway in the aft port corner leads to the aft main deck, where a large dining/cocktail settee extends across the transom between the two access stairways.

The engine room's arrangement and equipment list underscore the EP69's mini-megayacht credentials. White aluminum wall panels surround the entire space, and rubber-clad walkways ensure quick access to the two 560-horsepower MAN diesels and the requisite filters and separators, fuel and water lines, generator and A/C unit. Walkway panels remove to reveal plumbing runs, and batteries are concealed beneath hatches in the crew-area sole. Secured to railings adjacent to each main engine are a boarding ladder for the transom platform, and

a ladder for secondary access from the crew area through a deck hatch to the salon just above, for times when sea conditions don't permit using the transom door. This ladder also mounts to the trailing edge of the nonskid-surfaced flybridge hardtop for access to mast electronics.

Top speed is about 12.5 knots; at eight knots the two engines together deliver one nautical mile per gallon for a 1,600-nautical-mile range (factoring in a one-third reserve), respectable by any measure. This sub-70-foot motoryacht's appearance, fit-out, performance and amenities seem to exceed its dimensions, and clearly establish the boat as a worthy complement to Horizon's exceptionally broad range of offerings. ■

For more information, visit horizonyacht.com

Horizon EP69

LOA: 69ft. 5in. (21.16m)
LWL: 59ft. (17.98m)
BEAM: 20ft. (6.10m)
DRAFT (TO PROP TIP AT LIGHT LOAD): 6ft. (1.84m)
HULL CONSTRUCTION: fiberglass
DISPLACEMENT (LIGHT SHIP): 167,551 lbs.
ENGINES: 2 x MAN D2876 LE402 @ 560hp
GENERATOR: 2 x Onan 21.5kW w/sound shield

SPEED (MAX.): 12.5 knots
RANGE @ 8 KNOTS: 1,600nm
FUEL CAPACITY: 2,360 gal. (8,930L)
FRESHWATER CAPACITY: 400 gal. (1,510L)
HOLDING TANK CAPACITY: 190 gal. (720L)
BOWTHRUSTER: ABT hydraulic @ 38 hp
EXTERIOR PAINT: Alexseal
BUILDER: Horizon Yachts



FOR DECK PLANS
AND ADDITIONAL
INFORMATION SEE
OUR DIGITAL EDITION

BURGER®

CUSTOM YACHTS OF DISTINCTION SINCE 1863

Passion and Dedication

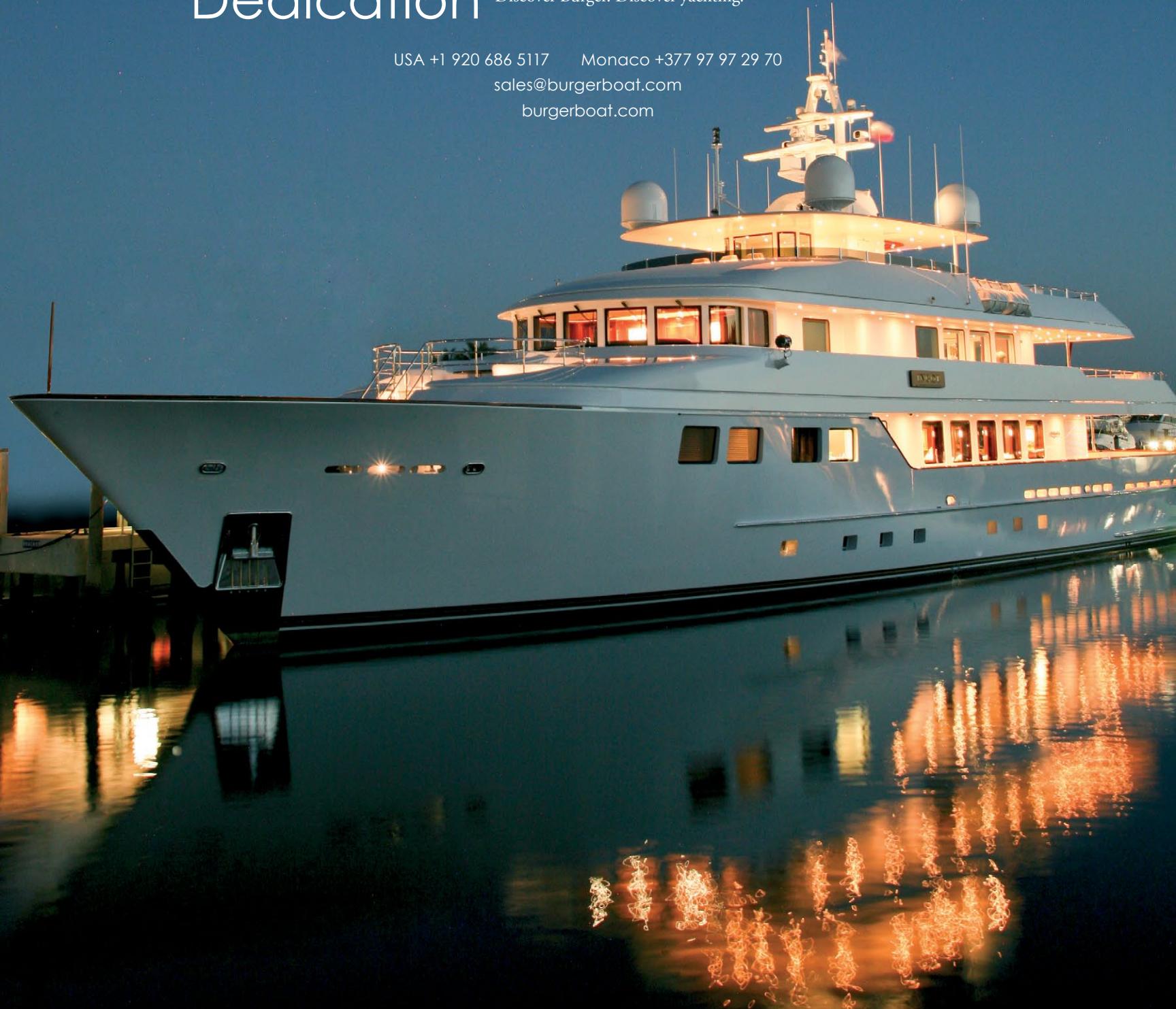
More than just a yacht—each Burger is the culmination of the passion and dedication that goes into every custom built Burger. Each yacht results in impeccable beauty encompassing the distinctive design and handcrafted luxury that makes every Burger unique.

Discover Burger. Discover yachting.

USA +1 920 686 5117 Monaco +377 97 97 29 70

sales@burgerboat.com

burgerboat.com



**WOOD
FOREVER**
PRINCE ALBERT II OF MONACO FOUNDATION

SYBAss
SUPERYACHT BUILDERS ASSOCIATION
MEMBER

 CUSTOM BUILT IN THE USA

Custom to the Max

Numptia—a surprise new 70-meter from Rossinavi shipyard—reveals herself to be fresh and original, truly one of a kind.

STORY

Jill Bobrow

PHOTOS

Clare Booth

Carlo Borlenghi

Sean Gleason

Massimo Listri



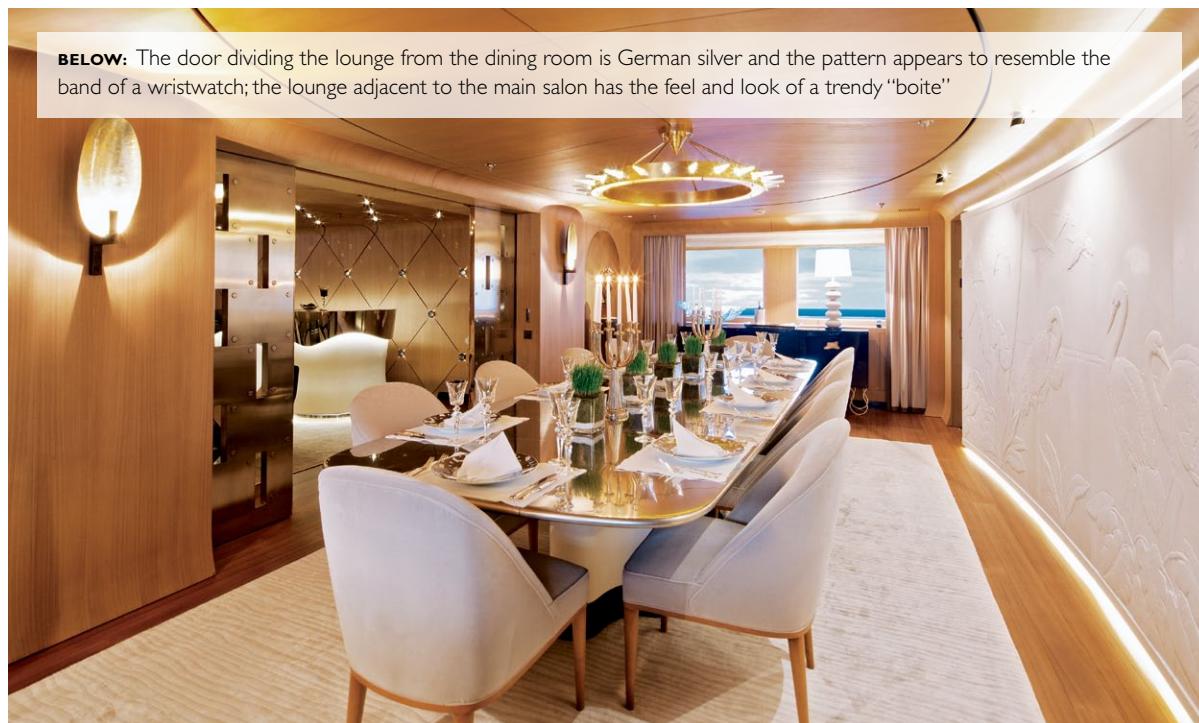




ABOVE: The wow factor: as soon as you enter the main salon, you know you're in for a treat. *Numptia* is truly one of a kind

Many builders lay claim to “custom-building” a yacht, but the term is often a misnomer. The striking 229-foot, 7-inch (70-meter) *Numptia*, built at Rossinavi Shipyard in Viareggio, is one of few yachts that can claim to be completely custom-built. She is not part of any series, nor does she replicate any earlier-generation yacht built at that shipyard. Moreover, *Numptia* is the largest private yacht ever built at Rossinavi—by far.

In 2008, the yard became recognized in the yacht world with the 175-foot (53.2-meter) *South*, the first significant build under its own brand. Yet, Rossinavi (Cantiere Navale Fratelli Rossi) is no novice to metalwork and engineering. Established in the 1970s, the company is very much a family affair, run by three brothers and their offspring. Historically, the company built coastal and inland commercial passenger vessels and also supplied a dozen or more hulls, superstructures and engineering subcontracting to other well-known builders based in Viareggio. One might wonder why an experienced yacht owner whose previous yacht was a



197-foot (60-meter) CRN, would seek out a relatively unknown yard for his new yacht. When we asked the owner this question, he said it was largely due to the chemistry between Claudio Rossi and himself. It was the owner's long-time friend and project manager, Marco Martinelli, who introduced him to Fratelli Rossi.

Now, four years later, with *Numptia* a big hit at the Burgess display at the Monaco Yacht Show and with a season of successful cruising and several charter bookings all lined up, it is fair to say the trust and experimentation has paid off. *Numptia*'s owner says Rossi is a man of integrity who always did what he said he would do. Rossi for his part appreciated interacting with an owner who was so enthusiastic and involved with the build process.

Martinelli, who had worked with the owner on his CRN (also named *Numptia*) built in 2000, pulled the team together for the

owner. He recommended Tommaso Spadolini of Studio Spadolini, based in Florence, as exterior designer, and Horacio Bozzo of Viareggio-based Axis Group for naval architecture. Young interior designer Achille Salvagni, from Rome, completed the Italian team. The players worked well together. The owner, who maintained a keen interest throughout the development and the build, had monthly meetings with his team and helped cement the efforts.

Spadolini, responsible for the exterior design and the interior general accommodations layout, also designed much of the outside deck furniture. The first brief set the length at 197 feet, but in the interest of getting everything into the yacht, the project eventually expanded to the current length. Once Spadolini had a grasp of the full extent of the owner's desires, he recommended Salvagni for the interior. Salvagni, who has done many land-based commercial and private

RIGHT: The master suite is thoroughly inviting with a soothing palette and appealing textures; the master bath is made out of one solid piece of marble and the furniture adds a touch of whimsy

residences, has brought his architectural eye to interiors for Italian boatbuilder Canados and, more recently, the Otam Millennium 100 project. *Numptia* is his largest yacht. We asked Salvagni what his first step was in implementing what the owner sought to achieve in terms of design and décor. “I did not start with any particular style,” Salvagni says. The overriding owner’s brief was to establish a mood and a certain atmosphere, not a “look.” The owner imparted that he wanted an elegant yacht, but also one that was very comfortable. “Some guests may wear a suit, some a tuxedo and some T-shirts and shorts. The interior must accommodate all,” Salvagni adds. “The feeling is most important. I concentrated on tone and texture.”

Most of the paneling is a rich honey-colored teak, treated and brushed so that one can feel the grain and the pattern. “We didn’t want any lacquered wood. We wanted a calm effect to carry through the boat, but we did not want the boat to feel like a hotel. Ultimately we wanted the boat to speak of timeless elegance,” Salvagni says. “Within the wooden box, we have personalized the boat with sculptural elements. We didn’t want any hard edges or angles, everything is rounded, and there is a warm feeling of being in a cradle or a cocoon.”

Salvagni used many natural elements and was keen on varietal textures such as leather, goatskin, sea-ray skin, silk or cashmere. The hand-woven silk carpet, made in Tibet, contains more knots per square foot than the human eye can discern. All the freestanding pieces—every table, lamp, door handle, bed or dresser—were designed for the yacht. Salvagni’s studio created more than 10,000 3-D renderings.

As soon as you enter the circular main salon, you know you are not just entering “another” megayacht. There is a palpable wow moment while you take in the full effect. You can’t quite put your finger on a style, which is the way the owner and Salvagni intended it to be. You have to walk around slowly and appreciate the details.

Impressive are the “German silver” wrought sliding doors between the main salon and dining area. “What do they remind you of?” Salvagni asks. Thankfully, he immediately identifies the shapes: They fit together like the links in a watch’s metal wristband—only giant size. The next challenge is to figure out the inspiration behind the dining room’s overhead. After a pause, he reveals it to be the back of a violin. Art and artistry abound. The dining room’s limestone bulkhead is decorated with a bas-relief of an ibis, referring to ancient Egypt. Moving forward on the main deck are the formal lobby and glass elevator that services four decks and, far forward, the exquisite owner’s suite with its study and a bedroom with lounge chairs for reading. The pièce de résistance is a bathtub made out of one solid piece of white marble. In fact, there are 40 tons of marble in the boat.

The five additional guest staterooms (four doubles and a twin) are perfectly suited for the owner’s large family, including grandchildren,



or for accommodating a charter party of 12. No charter guest could complain of unequal accommodations.

However, why hang out in your bedroom when there are so many places to enjoy with others? The skylounge features a 105-inch-screen TV, and side-by-side day beds just beg to be jumped on and snuggled into. An interesting macassar-ebony coffee table in the shape of a crocodile is just one of the many custom designs. Certainly, guests will enjoy spending time on the spa deck or, as Salvagni calls it, “the amusement deck” with its gym, sauna, steam room, dedicated





ABOVE: The sky lounge is made of several sections for conversation, lounging (with amazing daybeds within reach of bookcases) and entertainment with a huge TV screen; the custom table in the middle is shaped like a crocodile; everywhere light plays a central role and adds drama to any space

massage room and beauty parlor—everything you could want on vacation. The sun deck is totally dedicated to open-air enjoyment. A 13-foot central infinity pool with hydromassage water fountains is set to pamper you. Up a few steps and away from the fun area is a touch-and-go helicopter pad with built-in landing lights. It converts into an additional sun deck with sun loungers or a party deck with disco lights with all the electrics already in place.

Sumptuous and original interior notwithstanding, the yacht also runs smoothly and is extremely comfortable in a seaway. Gabriele Zucconi, Rossinavi's chief engineer, and Claudia Rossi, Claudio's daughter and the company's commercial director, extolled the virtues of the hull design. In addition to her great hull, the yacht has four stabilizers instead of two, thanks to a special arrangement with stern thruster, azimuth, Naiad stabilizer and bow thruster. A Schottel jet

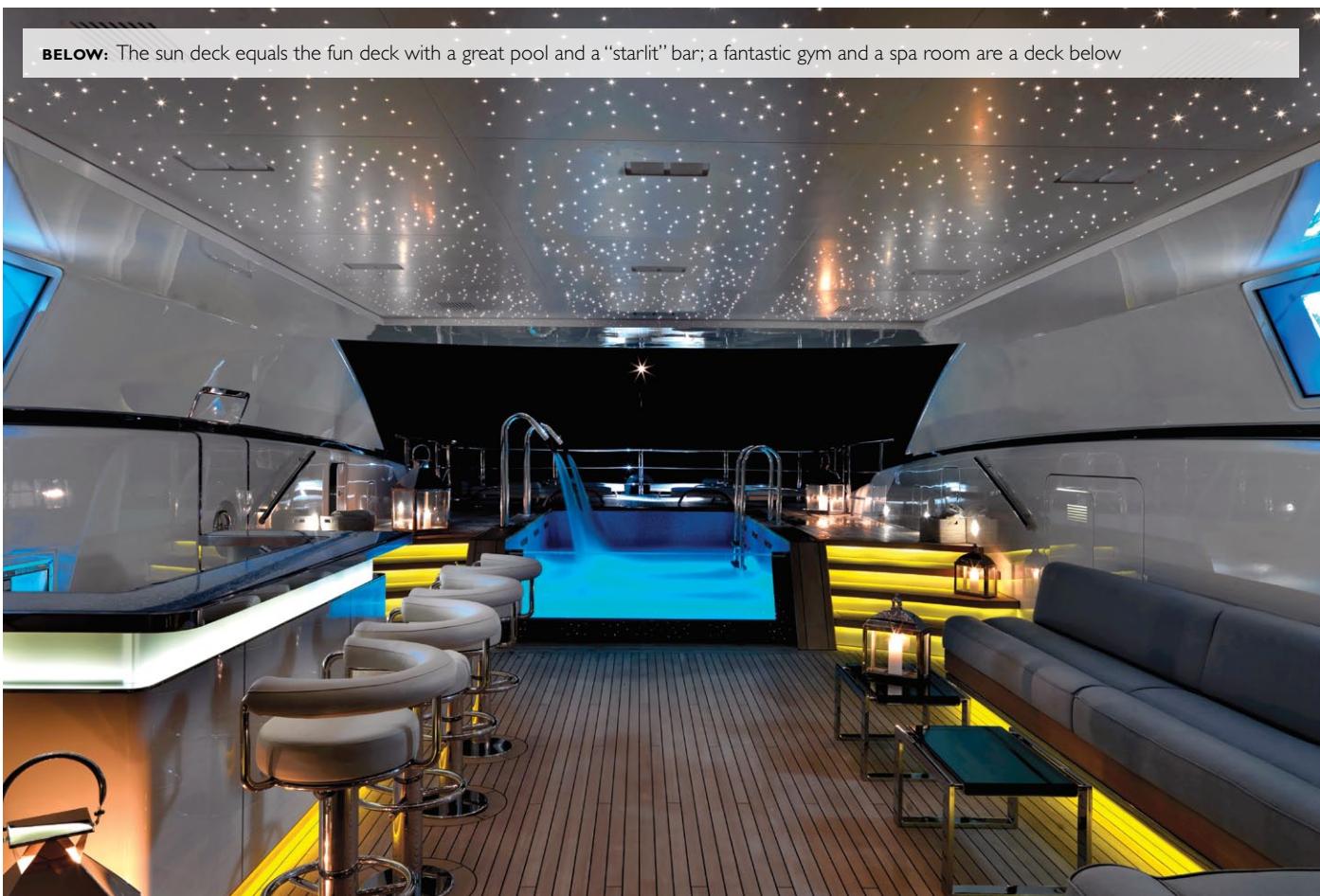
pump turns 360 degrees. *Numptia* can reach speeds of 18.6 knots—more than planned for—and at 16 knots, a speed achieved with 50 percent power, she burns about 132 gallons (500 liters) per hour.

Numptia is spending her first winter season in the Caribbean. When a yacht is new and first launched, there is always a lot of hubbub and excitement. It will be interesting to follow *Numptia*'s first year on the high seas and to see how she fares. It will also be interesting to see what comes next for Rossinavi and each of the team members who created *Numptia*. And will the owner, who is so enamored of a project and a process, be able to sit back and just enjoy the ride, or is he already dreaming and sketching a new yacht? ■

For more information, visit rossinavi.it, salvagniarchitetti.net or spadolini.it, or for charter and sales, visit burgessyachts.com



BELOW: The sun deck equals the fun deck with a great pool and a "starlit" bar; a fantastic gym and a spa room are a deck below



Rossinavi Numptia

LOA: 229ft. 7in. (70m)
BEAM: 40.5ft. (12.3m)
DRAFT: 10.6ft. (3.2m)
CONSTRUCTION:
Steel hull, aluminum superstructure
ENGINES: 2 x 3,416-hp Caterpillar
SPEED (CRUISING): 16 knots
RANGE @ 12 KNOTS: 7,500nm
STABILIZERS: Naiad Zero Speed

CLASSIFICATION: LR Class notation 100
A1 SSC Yacht (P) Mono G6 LMC, RINA
Green Plus, MCA (LY2) compliant
TENDERS:
1 x 23ft. Castoldi jet tender
1 x Colombo Super Indios 24 SL
GUESTS: 12 (1 master, 4 doubles, 1 twin)
CREW: 18
NAVAL ARCHITECT:
Axis Group Yacht Design

**EXTERIOR, LAYOUT DESIGN
AND CREW AREA:** Studio Spadolini
INTERIOR DESIGN:
Salvagni Architetti
OWNER'S PROJECT MANAGEMENT:
Studio Navale Martinelli
INDEPENDENT SURVEYOR:
Sparkman & Stephens
BUILDER: Rossinavi
YEAR: 2011



FOR DECK PLANS AND Q&As WITH THE YACHT'S OWNER AND TOMMASO SPADOLINI, SEE OUR DIGITAL EDITION

*Original dimensions are provided in the metric system



CREATING
LASTING
IMPRESSIONS

owen iparinc marketing photo busysy gidelik

PROTEKSEN
TURQUOISE
WORLD CLASS YACHTS

ON THE WATER LA NATURELLE DEE 50M MOSAIQUE 50M
VAJOLIROJA 47.5M CAMELEON B 42.5M PEGASO 53.4M SEA D 39.5M
TALISMAN C 54.2M PETARA 58.2M HAIDA G 71.1M ODESSA 49.9M
VINYDREA 53M LEO FUN 53.9M SEQUEL P 54.7M BARAKA 58.2M
TURQUOISE 55.4M YOGI 60.2M TALISMAN C 70.5M

TALISMAN C 70.5M

FIRST IMPRESSIONS...

Visit Istanbul and you can't fail to be impressed by the Bosphorus Bridge linking the west to the east, or more recently by the striking lines of our latest launch, Talisman C

...THAT LAST.

At Proteksan Turquoise you get a lot more than just a first impression for your investment. Outstanding build quality and finish means outstanding resale value, outstanding charter potential and world class acceptance. With over a kilometre of proven world class yachts delivered, 185 metres in 2011, all on time! we have a further 260 metres still in build.

Get in touch to become the next world class owner.

www.proteksan-turquoise.com
Telephone : +90 216 474 25 90
e-mail. main@proteksan-turquoise.com

PROTEKSEN TURQUOISE
YACHTS INC.



Spot On!

Columbus Yachts' remarkable *Prima*

STORY Cecile Gauert PHOTOS Columbus Yachts





ABOVE: Tommaso Spadolini designed the interior; the main salon has a nice open feel from the aft doors to the dining room seen in the background

Among the pleasant surprises at the fall shows was the 177-foot *Prima*, or “first” in Italian. It was an appropriate name for the trideck the Palumbo shipyard displayed in Monaco, since it was its first-ever luxury yacht.

The Palumbo group of companies, named after the family that runs the business in southern Italy, is not a newcomer. In fact, the shipyard dates back to 1967. Historically, the business headed by President Antonio Palumbo has focused on refit, maintenance and conversion projects. Palumbo has several locations: Naples (Palumbo Spa’s headquarters), a shipyard in Messina and, since winning a bid in June 2010, the company has taken over the operation of the formerly publicly run Malta Shipyards under the name Palumbo Malta Shipyard.

Prima is a remarkable yacht, not only as the first yacht of a series but as an impressive achievement for any experienced builder on multiple levels. Attractive and functional, she earned RINA’s Green Star Plus Platinum certificate, which Prince Albert of Monaco and King Juan Carlos delivered at the Monaco Yacht Show.

“This is not an exercise in style or extravagance, the series was developed in response to a strong demand of the market and the yacht owner.”

—GIUSEPPE PALUMBO, GENERAL MANAGER OF THE NAPLES YARD



ABOVE: Entertainment spaces abound; the bar is located in the far back corner of the sprawling skylounge; on the back wall is a piece of art from a Neapolitan artist



ABOVE: The master stateroom is part of a sprawling suite that exemplifies the design philosophy: owner-centric and contemporary classic

The interior by Tommaso Spadolini (who also was involved with the impressive *Numptia* featured in these pages) unfolds gracefully in a logically laid-out and voluminous interior, courtesy of the yacht's nearly 33-foot beam. The décor is best described as contemporary classic with an appropriate mix of dark and light wood, marble and pleasant symmetry. Neither inside nor out is the yacht extreme design-wise, and that was a conscious choice on the part of all involved: the shipyard and the designers, including Spadolini and Sergio Cutolo of Hydro Tec, responsible for the exterior styling and the steel-hulled yacht's naval architecture. But this does not mean the design is boring or lacking in any way.

"This is not an exercise in style or extravagance," says Giuseppe Palumbo, Antonio's son and general manager

of the Naples yard where the yacht was built. The focus of the yacht, like the rest of the series that the shipyard has developed under the Columbus Yachts moniker, is onboard comfort. The series includes three platforms for six yachts up to 245 feet (74 meters), a 120-foot explorer and a 238-foot Global Explorer marketed in the United States by Denison Yachts' Alex Clarke. In Monaco, Palumbo also signed a contract for a 130-foot vessel with hybrid propulsion.

"The series was developed in response to a strong demand of the market and the yacht owner," Giuseppe Palumbo says. Whatever innovation there is, it is not there for innovation's sake, but to deliver onboard comfort, including the user-friendly iPads that control music, air conditioning and lights. The warm lights and



music pouring through well-concealed speakers help create an ambiance that is inviting.

From a substantial aft deck, you step into a wide-open salon with nothing obstructing the view all the way to the back bulkhead, decorated here with an attractive piece of artwork by a Neapolitan artist. Intelligently placed furniture—such as white sofas, tables with leather and stainless-steel details and patterns of marble and wood—define the spaces appropriate for cocktail hour, lounging, TV viewing or dining. Moving forward through a door that opens silently at the touch of a button, you enter a great lobby and farther forward a vast owner's apartment. An office/library with a view comes first. Then moving forward is access to a private balcony. Here again the doors open automatically and silently to

allow you to step outdoors. The space is large enough for two comfortable chairs and a small table, or a couple of lounging chairs at the owner's choice. The bedroom is full beam. There are two bathrooms with Jacuzzi tubs and plenty of white Carrara marble. The four guest suites on the lower deck are a bit smaller, of course, but feature very similar comfort. In addition to the pleasant décor and spacious bathrooms, they have good natural lighting in daytime thanks to well-sized portholes. The details are impressive here, too, from the textured-leather finish on cabinet doors to Venetian blinds with slats in stitched leather. An additional VIP, located on the bridge deck, has full-size windows and a spacious bathroom with another Jacuzzi tub.

The voluminous skylounge is perfect for entertaining

ABOVE: The VIP cabin on the upper deck and its bathroom, decorated with Carrara marble, offer superior accommodations; the balcony off the master stateroom is an inviting feature



ABOVE: The sun deck has good square footage for parties, sunbathing or relaxing in the Jacuzzi

with a large cinema screen coming down from the ceiling, a bar, game table and comfortable lounging area. It opens out to a big aft deck with exterior dining and a couple more sun pads. The sun deck is divided into three areas: the sunbathing area aft, an entertainment and dining area centrally located under the shade of the radar arch, and the forward Jacuzzi.

A larger tender and two Jet Skis fit in a big garage accessible from the hefty swim platform. The engine room is impressive in its layout and finish. The two

powerful MTU engines propel the steel yacht, equipped with a bulbous bow, to a top speed of up to 18 knots. At a more economical speed, the range is up to 5,000 nautical miles. While not extravagant, the exterior lines are attractive and feature nice details, such as a gracefully curved overhang above the wing stations. With these credentials, *Prima* will have followers. How do you say "Second" in Italian? ■

For more information, visit columbusyacht.it

Columbus Yachts *Prima*

LOA: 176ft. 2in. (53.7m)
BEAM: 33ft. 5in. (10.2m)
DRAFT (FULL LOAD): 10ft. 10in. (3.3m)
CONSTRUCTION:
 Steel hull/aluminum superstructure
ENGINES: 2 x MTU 16V 4000 M60
GENERATORS:
 2 x 175kW Caterpillar C9
 1 x 86 kW Caterpillar C4
SPEED (MAX.): 17.5 knots
SPEED (CRUISING): 16 knots

RANGE @ 12 KNOTS: 5,000 nm
FUEL CAPACITY: 31,172 gal. (118,600L)
FRESHWATER CAPACITY:
 7,697 gal. (28,000L)
CLASSIFICATION:
 ABS, MCA (LY2) compliant
NAVAL ARCHITECTURE: Hydro Tec
INTERIOR DESIGN: Spadolini design
BUILDER: Columbus Yachts/Palumbo
YEAR: 2011



FOR DECK PLANS
AND ADDITIONAL
INFORMATION SEE
OUR DIGITAL EDITION

*Original dimensions are provided in the metric system

BOAT SHOWS UNDER THE SUN

MIAMI, FIRST, AND THEN PALM BEACH ARE GREAT VENUES FOR WINTER BOAT SHOWS. WHAT CAN YOU EXPECT TO FIND THERE THIS YEAR? WE BRING YOU A SNEAK PREVIEW.

YACHT & BROKERAGE SHOW

MIAMI BOAT SHOW / SEA ISLE MARINA

PHOTOS: FOREST JOHNSON



PALM BEACH INTERNATIONAL BOAT SHOW



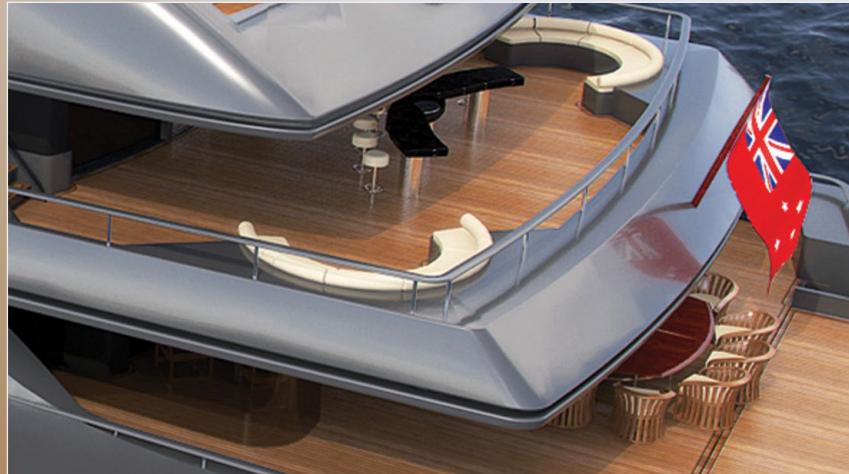
PHOTOS: FOREST JOHNSON

Miami's scenic waterways harbor hundreds of yachts of all types and sizes, including the in-water showcase that stretches along Collins Avenue, known as the Yacht & Brokerage Show



THE YACHT LINEUP AT THIS YEAR'S BOAT SHOW IS SUBJECT TO CHANGE WITHOUT NOTICE. FOR UPDATES AND ADDITIONAL INFORMATION SEE OUR DIGITAL EDITION

First of the winter season are the Miami boat shows, coinciding with Presidents' Day weekend. Each year Miami becomes home to all things boating with two important shows running concurrently, the Miami International Boat Show, owned and operated by the National Marine Manufacturers Association, and the Yacht & Brokerage Show, owned by the Florida Yacht Brokers Association and operated by Show Management. What this means to visitors is that most of the waterfront and marinas around Miami and Miami Beach fill up with a wide array of craft of all sizes and types. For visitors interested in navigating the different venues in other than private or chauffeured cars, shuttles connect the different sites. The shows take place February 16 to 20, 2012.



Turning Ocean into Open Highway
Smooth. Fast. Efficient.

New Zealand Yachts “WavePiercer”

For more information, contact Allen Jones at +1 310 929 7559

www.newzealandyachts.com



24TH ANNUAL YACHT & BROKERAGE SHOW

WHERE:

Along Collins Avenue, between 41st and 51st streets on Miami Beach
Admission: free

HOURS:

Thursday, Feb. 16, to Sunday, Feb. 19: 10 am to 7 pm
Monday, Feb. 20: 10 am to 6 pm

Visit showmanagement.com for a show planner and complete listing of companies and boats on display.

PROGRESSIVE MIAMI INTERNATIONAL BOAT SHOW

WHERE:

Miami Beach Convention Center
Sea Isle Marina & Yachting Center
MiaMarina at Bayside

HOURS:

Thursday, Feb. 16: 10 am to 6 pm
Friday, Feb. 17, to Sunday, Feb. 19: 10 am to 8 pm
Monday, Feb. 20: 10 am to 6 pm

ADMISSION:

(one ticket valid for all locations)

Friday, Feb. 17, to Monday, Feb. 20:
Adults, \$18 per day

Children 15 and under: free

Thursday, Feb. 16 (preview day):

Adults, \$35

Multi-day passes available:
\$80 per adult for five days

See m.miamiboatshow.com for more info

RP110



Extraordinary cruising.

RP SERIES | RP97 | RP110 | RP120

The new RP110 features a streamlined superstructure with gracious lines from the bow, over the raised pilot house and to the transom. Her double chine hull design provides excellent sea keeping, with stability and enhanced hydrodynamics to minimize drag and improve overall performance.



WWW.HORIZONYACHT.COM | CELEBRATING 25 YEARS OF OCEAN ADVENTURES
HORIZON YACHTS INC | EAST COAST OFFICE | 561.721.4850 | SERVICE | 561.721.6068
EMERALD PACIFIC YACHTS | SEATTLE | 260.587.0660 | SAN DIEGO | 619.497.2993



HORIZON
Define Your Horizon™





PHOTO COURTESY OF THE MANDARIN ORIENTAL HOTEL



2010 Atlantis 54 by Romero Britto



MIAMI, THE LATIN FLAVOR

Miami has established itself as the US capital of the Americas. According to the latest census, Miami residents originating from Colombia, Venezuela and Peru have increased twofold since the start of the millennium. Brazil, meanwhile, is the United States' biggest foreign investor, with much of the business being conducted right here in Miami. Additionally, an estimated 40 percent of all US exports to Latin and South America pass through Florida, according to the Beacon Council, a semi-private institution dedicated to local economic development. It is little wonder that the Miami winter boat shows have a Latin flavor. European builders debuting models in Miami do so to reach an increasingly international crowd. Builders such as Azimut-Benetti, Ferretti, Sunseeker and many more, which are active on markets south of the United States, conduct business in Miami with clients from as far as Brazil.

WHAT TO EXPECT THIS YEAR?

For more than 20 years, the Miami Yacht & Brokerage Show has featured both new boats and a large section of brokerage yachts, providing an extraordinary showcase stretching for 1.5 mile along the scenic Indian

Creek Waterway. The show features great diversity, from center consoles to fishing boats to megayachts new and pre-owned from American and international builders. In order to help visitors navigate this 500-boat display, organizers have launched a handy application for smart phones. MyBoatShow, available from the Apple and Android stores, is free and easy to use, and likely will save you a few precious steps as you search for a specific exhibitor or boat.

While MIBS features few megayachts, Florida's oldest boat show has great diversity, with sailboats and catamarans at the marina at Bayside; smaller powerboats, performance craft and electronics at the Convention Center; and motoryachts at the Sea Isle Marina where Marlow Marine has a large display.

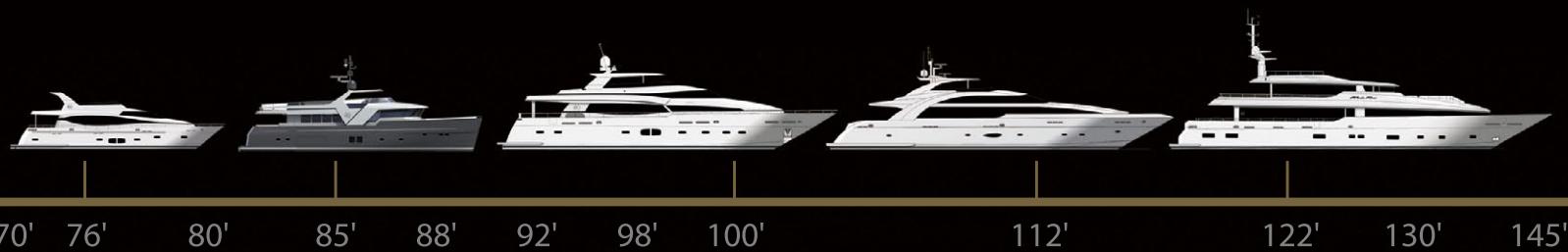
In addition to Megayacht Row, introduced last year, the new-build showcase and the fishing section, the Yacht & Brokerage Show now includes Trawler Island, a whole new section dedicated to long-distance cruisers. This show within the show (located at the showcase's northern end, next to Hatteras) will regroup boats from Kadey-Krogen, Fleming, Grand Banks, Nordhavn, Outer Reef, Selene Ocean Trawlers and more.

35

Years of Excellence

DELIVERED OVER 1,000 YACHTS WORLDWIDE

CUSTOMIZE LIKE SUPERYACHTS



MONTE FINO
YACHTS

Kha Shing Enterprise Co., Ltd. (Yacht Builder) | TEL +886-7-802-0345 ext 110 | FAX +886-7-802-1138

No. 10, Kuang Yang St., Hsiao Kang District, Kaohisung 812, Taiwan | sales@khashing.com.tw



US DEBUTS

This year again, the Miami events will see the boat show debut of several models, and the Yacht & Brokerage Show may see its largest yacht to date

BENETTI DIAMONDS ARE FOREVER

As we went to press, Azimut-Benetti was committed to displaying on Miami Beach one of its most recent custom yachts—the 180-foot (61-meter) Benetti *Diamonds Are Forever*. Built and launched at Benetti's Livorno shipyard in Tuscany, *Diamonds Are Forever* is yacht-and James Bond-enthusiast John Staluppi's newest acquisition. With styling and naval architecture by Benetti, the transatlantic yacht features an extra private and panoramic deck above the flybridge and top-notch equipment, including a Schottel Pump-Jet propulsion system and dynamic positioning. Top speed is 16 knots and cruising speed is about 15. At 12 knots, the yacht has a range of 4,800 nautical miles. An elevator services all decks, and the spacious interior, with an Evan K. Marshall décor, comprises six suites, including two panoramic master suites. The expansive outer decks have room for a touch-and-go helipad.

LOCATION: YACHT & BROKERAGE SHOW, RAMP 30



N a t u r a l b e a u t y .



VIAREGGIO SUPERYACHTS
THE DIFFERENCE.

www.vsy.it



SL94

SANLORENZO SL94

This newly designed flybridge from Sanlorenzo, built in composite at the shipyard's Ameglia facility near La Spezia, already generated a flurry of appreciative reviews. Restrained in its styling, it is elegant and timeless. Designer Francesco Paszkowski worked with Sanlorenzo on finding a balance among large windows for optimal views, a large hardtop for shade and dynamic lines suitable for this speedy flybridge yacht. Custom features abound. Owners can, for instance, choose the layout of the spacious flybridge. Nice, especially for a yacht this size, is the large garage, able to accommodate a tender of up to 14.7 feet (4.5 meters) with its built-in launch mechanism. The main deck is spacious enough for a large salon totally independent of the dining room and the galley. A classic accommodations layout positions a generous owner's suite amidships and a VIP cabin forward. Various engine options are available, including twin 1,890-hp CAT C32 ACERTs that ensure a top speed of 27 knots and a 25-knot cruising speed, or two 2,100-hp MTU 16V engines for a top speed of 29 knots.

LOCATION: YACHT & BROKERAGE SHOW, RAMP 26

MONTE CARLO YACHTS 76

We first saw this refreshingly innovative flybridge yacht in Cannes in 2010, where Monte Carlo Yachts made its world debut with the first MCY 76, Georgia. It followed suit in 2011 with a smaller model, the



MCY 76

MCY 65. This recently established brand, styled and built in Italy, belongs to a large French group with deep roots in the US market—Groupe Beneteau. Indeed, as whole, this boating giant will make a big show in Miami. But Monte Carlo Yachts has its own distinctive personality within the multifaceted group as a luxury yacht brand. At the helm of Monte Carlo Yachts is former Azimut-Benetti executive Carla Demaria whose development plans called for a US debut in 2011/2012. The yacht slated to appear in Miami features a different layout and includes an ondeck galley (instead of the galley down below seen on European models). Nuvolari-Lenard created the distinctive styling of this 75-foot 7-inch (23-meter) yacht, emphasized by a novel color scheme. The yacht is speedy, with a top speed of 32 knots and a cruising speed of 27 knots (the hull, built in composite, was tank tested by Seaway). The foredeck is one of the yacht's attractive features with a complete salon/dining area.

LOCATION: YACHT & BROKERAGE SHOW, RAMP 36

Hacker-Craft

The Neiman Marcus Edition Hacker-Craft



This stunning boat was custom designed as a fantasy gift in the legendary Neiman Marcus Christmas Book catalog.

Featured on the NBC TODAY Show, this is one of only five such boats to be built.

**See Hacker-Craft at the Miami International Boat Show, February 16 – 20,
and the Palm Beach International Boat Show, March 22 – 25.**

866-540-5546

www.hackerboat.com

Original only by

multi**plex**

multiladder

...the easiest way to
enjoy the sea

Depending on design and width the bathing ladders weight about 4.5 kg per metre.

Each multiladder is an original. We manufacture each multiladder according to the individual requirements of the customer. There is a choice of lengths, widths and all technical extras, including the paint finish and the coating of walking surfaces.

**Carbon
fibre**



0% corrosion
100% green
100% lightweight



www.multiplexgmbh.com



70 SUNREEF POWER DAMRAK II

70 SUNREEF POWER DAMRAK II

This is the latest iteration of Polish catamaran builder Sunreef's popular 70-foot power cat, launched in 2008. Inspired by French sailor Laurent Bourgnon, who built his own to cruise the world with his family, the 70 Sunreef Power cat has proved a nice success. Launched in May 2011, *Damrak II* is hull No. 6 of the composite series but the first to be equipped solely with energy-efficient, long-lasting LED lights that can be dimmed for ambient lighting. The cat also carries solar panels for supplemental energy. Yet it has more bells and whistles than the original, named *Jumbo*, which was designed specifically for fuel-sipping economy for the owner's planned circumnavigation. While gifted for long-distance cruising, *Damrak II* is well suited to its mission as a fun private and charter yacht with a Jacuzzi on the sun deck, a Jet Ski, scuba gear and a Seabob, as well as swim platforms with ladders. Inside, the yacht also has full entertainment capabilities with TV screens in all four cabins and a Bose audio sound system, plus attractive décor in Canaletto walnut wood and cream Alcantara. The owner's cabin, with separate entrance, has a king-size bed, desk, sofa, wardrobes, private wine cellar, a spacious bathroom and, last but not least, panoramic views. The sun deck features a cocktail bar, barbecue and dining area. Its 800-hp MAN engines give it a 25-knot top speed if needed, but guests will enjoy its long-range ability at lower speeds (3,000 nautical miles at 11.5 knots and up to 10,000 nautical miles at 8 knots).

LOCATION: YACHT & BROKERAGE SHOW



PRINCESS V72

PRINCESS V72

Princess Yachts first introduced this model in the United Kingdom. This, the first V72 shown in the United States, was built for a repeat customer who previously had a Princess 62 flybridge yacht. Built in composite using infusion technology at the Princess yard in the UK, the Princess V72 is a stylish and classic express yacht with a speed range of 34 to 37 knots, according to engine options and power. The main deck features an open layout with large windows and moonroof. Accommodations belowdecks include a full-beam master stateroom with large portholes and a seating area, a VIP forward and a guest cabin. Automatic doors lead out to a spacious entertainment and dining area aft. A comfortable sun pad conceals the entrance to a garage able to hold a small tender. The swim platform has a hydraulic mechanism to facilitate launch and retrieval of a second tender or Jet Ski. No two V72s are exactly the same, as Princess, represented in the United States by Viking Sport Cruisers, is willing to customize.

LOCATION: YACHT & BROKERAGE SHOW, RAMP 34

LAUNCHING JULY 2012.

INTRODUCING RICHMOND'S LATEST HULL IN THE 150 FOOT SERIES
WITH A SLIGHTLY MODERNIZED LOOK AND NEW SUPER EFFICIENT SYSTEMS THROUGHOUT.
DESIGNED WITH INTEGRITY AND CLASS, THIS MASTERPIECE ALSO FEATURES:

BULBOUS BOW, ALLOWING FOR A SMOOTHER RIDE WITH INCREASED FUEL RANGE



SPACIOUS RE-DESIGNED GALLEY AND EXPANDED GUEST ROOMS FOR ADDED COMFORT



"ULTRA QUIET" SOUND REDUCTION SYSTEM



JUST IN TIME FOR SUMMER 2012.



RICHMOND

Custom Yacht Builder

FOR SALES INFORMATION, PLEASE CONTACT
DON DAVIS AT 954-309-8502 OR LAUREN DAVIS AT 954-240-9755

2121 NW 55TH COURT, SUITE #10, FORT LAUDERDALE, FL 33309

TEL: 954-689-9248 · FAX: 954-689-9249
EMAIL: INFO@RICHMONDYACHTS.COM
WWW.RICHMONDYACHTS.COM



"STATUS QUO" 2010 IS AVAILABLE NOW AT A REDUCED PRICE.
SEE HER AT THE MIAMI YACHT & BROKERAGE SHOW, SLIP 506



MARLOW MARINE 61E



MARQUIS 630 SPORT YACHT

It's been a little while since Marquis introduced a new model, and based on the brand's track record, this 66-foot yacht (including swim platform) will be worth a detour. Designed by the world-renowned Nuvolari-Lenard, the new Marquis, built in composite in Wisconsin by Marquis' experienced craftsmen, promises to have style. Wraparound windows and wing-like appendages add to the sporty nature of this flybridge yacht. A new hullform combined with twin diesel engines and pod drives offers maneuverability and performance from the integrated lower helm. The design favors easy flow with few steps, bulkheads or narrow hallways. A spacious entertainment area on the aft deck overlooks the swim platform. Overnight accommodations include three or four cabins, according to the owner's preference. In either case, the master stateroom is a full-beam cabin with good headroom and two generous portholes. A low-profile flybridge, logically laid out with distinct areas for navigation and entertaining, comes equipped with an optional carbon fiber top for shade.

LOCATION: YACHT & BROKERAGE SHOW, RAMP 28

MARQUIS 630

VIKING 66



VIKING 66 ENCLOSED BRIDGE

Viking of New Jersey introduces the enclosed bridge version of the Viking 66 Convertible that debuted at the Fort Lauderdale International Boat Show. Both versions feature a four-stateroom layout to take along friends and family. For creature comfort, the 66 also has a fully equipped galley with granite counter, dinette and lounge area with huge TV screen. The fishing area features a large cockpit and observation mezzanine with built-in storage for everything from tackle to beer. Various power options are available. The base engine package consists of twin 1,550-hp MAN V12 diesel engines. At the top end, with maximum engine power, this sportfishing warrior can reach 40 knots.

LOCATION: YACHT & BROKERAGE SHOW, RAMP 8

MARLOW MARINE 61E

Marlow Marine, which last year launched its impressive new flagship, the 97E in Miami, this year returns to with several new boats, including a brand-new layout for its 61E, dubbed 61E MK2. No two Marlow yachts are identical, except in the approach to construction and finish. Built in composite, using resin infusion and vacuum sandwich construction, the yacht has strut keels for better sea tracking (founder David Marlow says the struts act much like feathers on an arrow). This redesigned version features two large staterooms, a master and a VIP separated by a private foyer. While perfect for an owner-operator, the yacht still includes a crew cabin, which expands options on how to use the boat.

LOCATION: SEA ISLE MARINA, MIAMI BOAT SHOW



A new level of luxury has arrived.

After the overwhelming response to the quality, workmanship and value for money of the 640 Sports Yacht, the team from New Ocean Yachts is proud to present their amazing new 68 Enclosed Flybridge. Designed and master crafted by one of the industry's leading boutique boat builders, the 68 Enclosed Flybridge represents a new level of quality construction, world class finish and the best value flybridge boat on the market today. Call today to arrange an exclusive inspection. www.newoceanyachts.com

SPORTS YACHTS 54 - 72

| FLYBRIDGE 54 - 72

| MOTOR YACHTS 71 - 105

NEW OCEAN
www.newoceanyachts.com

No. 5 Changtai St. Hsiaokang District,
Kaohsiung City Taiwan R.O.C 812
(Tel): 886 7 872 0316 (Fax): 886 7 782 0319
Email: info@newoceanyachts.com



CHEOY LEE ALPHA 76 Views of the first express by Cheoy Lee; the interior by Luiz de Basto features an open plan with large windows and a moonroof that expand the space visually



FOREST JOHNSON

MIAMI DEBUTS

If you missed them in Fort Lauderdale, there are a number of new models you won't want to miss in Miami

CHEOY LEE ALPHA 76 EXPRESS

A completely new look for Cheoy Lee, the Alpha 76 drew quite a bit of attention in Fort Lauderdale. This express is a radical departure from Cheoy Lee's other lines. It has eye-catching features such as large windows that change color at the flick of a switch. This feature is usually reserved for a few interior windows, for instance in a glass panel separating a bedroom from a bathroom. Here, all the upper windows (except the windshield, of course) can be changed from clear to opaque or to different color schemes. An integrated glass bridge centralizes all navigation and safety functions and overlooks the open galley below. The interior by Luiz de Basto, who worked closely with the Cheoy Lee shipyard and exterior designer and naval architect Michael Peters, features anigre wood, brushed steel and leather accentuating an attractive mix of curves and straight lines. Both the aft area with Jacuzzi and the foredeck area feature large spaces for entertainment and lounging. The basic engine package on this modified V-hull built in composite consists of twin 1,550-hp MAN engines coupled with ZF gearboxes.

LOCATION: YACHT & BROKERAGE SHOW

AWLGRIP®

FINISH FIRST

SPARKLE

AWLCRAFT® SE

IT'S BREATHTAKING;
IT'S DAZZLING;
IT'S YOURS.

So, what more could you desire?
For Awlgrip it's obvious, it's clear.
Or rather it's not, it's sparkly! Awlgrip, yachting's
premium coating system, now comes with
un-missable sparkle to complement the
unmistakable gloss.

Awlcraft SE. Your first and only choice for the
ultimate metallic finish. **Awlgrip. FINISH FIRST**

- Revolutionary new effect topcoat encompassing
metallics, pearls and effect pigments
- Fast drying allowing multiple coats per day
- Easy application with standard equipment
consistently giving an excellent even finish
- Excellent opacity allowing hide in 2 coats
- Available in custom colors

For further information visit us at www.awlgrip.com or
contact your local Sales Representative.



AWLGRIP NORTH AMERICA 2270 Morris Avenue Union New Jersey 07083 TEL: 888.355.3090 FAX: 908.686.8545

Awlgrip®, the AkzoNobel logo and all product names mentioned in this advertisement are trademarks of, or licensed to, AkzoNobel. © Akzo Nobel N.V. 2011.



AZIMUT 40



SUNSEEKER MANHATTAN 73

Sunseeker, represented in Miami by local dealer Nautikos, will feature the new Manhattan 73 along with other recent models exemplifying a broad cross section of British builder Sunseeker's lines (please also see the article on Sunseeker featured in this issue). A broad beam that's carried lower in the hull increased the Manhattan 73's interior volume, enabling a third full-size double stateroom on the lower deck (instead of a bunk room), plus plenty more headroom throughout. The single-level main salon yields a vast entertainment space, especially with

the galley-down configuration. The extended flybridge provides extra shade for an expanded entertainment area below. The yacht also offers a good-size crew cabin. Sunseeker offers various custom options and a range of power packages.

LOCATION: YACHT & BROKERAGE SHOW, RAMP 33

AZIMUT YACHTS

As is customary, Azimut Yachts will feature a full array of its flybridge line. Among the newer models is the Azimut 40 Flybridge, designed by Stefano Righini and Carlo Galeazzi. On the smaller end of the Azimut flybridge line, this new model condenses creativity, innovative design and technological solutions into one very attractive package. The yacht's sweeping lines are the same that characterize the entire Azimut production. Elliptical windows allow profuse light into the interior and hull, and deckhouse lines help optimize space and quality of life on board. The bow shape (trapezoidal), for example, makes the owner's suite very spacious. The accommodations include a twin cabin with en suite bathroom, and an extra bed is available in the salon. With twin Cummins QSB 5.9 engines, the yacht reaches a maximum speed of 31 knots at half load. The Azimut 40 also offers the pleasure of yachting through its simplicity of use; it is equipped with a joystick for easy docking and easy handling—a system that improves responsiveness in turns.

LOCATION: YACHT & BROKERAGE SHOW, RAMP 31 & 32



Where your Boating Adventures become lifetime memories.

Discover the perfect tropical paradise for your next sea voyage at LXR Luxury Marinas. Our distinguished collection of exclusive resort marinas offer the utmost in relaxation and indulgence. A coveted maritime destination, Florida offers boaters an average year-round temperature of 77° F, and is ideal for docking your vessel, and forgetting all about winter.

MARINA AMENITIES: RESORT AMENITIES:

- Mooring super yachts up to 300 feet
- Fuel, pump-out, laundry/shower facilities
- Telephone, Cable TV & Wi-Fi access
- Provisioning and marina supplies
- Professional marina staff
- 24-hr uniformed security
- Concierge services
- Pool and beach access
- Tennis, fitness, watersports & more
- Golf onsite or nearby
- World-class dining
- Spa services

To learn more about our luxury marinas visit LXRmarinas.com



LUXURY MARINAS

BAHIA MAR YACHTING CENTER
PIER SIXTY-SIX MARINA

HILTON FT. LAUDERDALE MARINA
BOCA RATON RESORT & MARINA
HYATT REGENCY SARASOTA MARINA

SOUTH SEAS ISLAND RESORT & MARINA
EL CONQUISTADOR RESORT & MARINA

Facilities vary by location.



FOREST JOHNSON

PALM BEACH INTERNATIONAL BOAT SHOW

A mere month after the Miami boat shows comes the more intimate Palm Beach International Boat Show, owned by the Maritime Industries Association of Palm Beach. While not the largest, it still is an important event (considered one of the top 10 in the United States) and attracts more than an estimated 350 million dollars of boats and marine accessories, according to the organizers. Held in a central location in downtown West Palm Beach, the boat show uses the Harbor Marina's renovated docks and additional temporary dockage to display boats of all sizes in scenic surroundings. Located on the banks of the Lake Worth Lagoon, with views of the Flagler mansion (now the Flagler Museum), the show is within walking distance of Clematis Street's shops and restaurants.

Thanks to its location, easy access, laidback feeling and timing, this show is a big favorite among visitors and exhibitors alike. It has grown

27TH PALM BEACH INTERNATIONAL BOAT SHOW
(showmanagement.com)

WHERE:

On the waterfront along Flagler Drive, West Palm Beach, Fla.

WHEN:

Thursday, March 22: noon to 7 pm

Friday, March 23, to Saturday, March 24: 10 am to 7 pm

Sunday, March 25: 10 am to 6 pm

ADMISSION:

\$14 per adult per day (\$12 online)

Children 6 to 15: \$5 per day (\$3 online)

Children under 6: free



You've considered every detail of your yacht.

SM

How about your financing?

When it comes to financing the purchase or construction of a yacht, details matter. Making certain you have the right solutions for your unique needs can make all the difference between smooth sailing and choppy waters.

At Comerica Wealth Management, our dedicated Private Banking Team works hand in hand with you to design precise, customized financial solutions.

With experience and insight, we provide a flexible approach with customized solutions to meet your unique financial and lending needs to purchase or build the yacht of your dreams. If you're looking to finance or build a yacht over \$1,000,000, **we invite you to get more details** from the Private Bankers at Comerica Wealth Management.

Comerica

WEALTH MANAGEMENT

comerica.com/wealth

Comerica's Wealth & Institutional Management team consists of various divisions and affiliates of Comerica Bank and also subsidiaries of Comerica Bank including World Asset Management, Inc.; Wilson, Kemp & Associates, Inc.; Comerica Insurance Services, Inc. and its affiliated insurance agencies; and Comerica Securities, Inc.

COMMITTED to
Financial Solutions

■ Ft. Lauderdale Private Banking
954.468.0600
800.225.6077

■ Palm Beach Private Banking
561.691.5916
800.813.8199

■ Stuart Private Banking
772.223.3813
888.740.3823

COMERICA BANK IS A MEMBER FDIC AND AN EQUAL OPPORTUNITY LENDER.



CHRISTENSEN TOP FIVE



HORIZON 74

in scope and scale, keeping pace with the growing marine industry in Palm Beach County.

Originally, the show was an intimate and homegrown affair. After its debut in 1982, it had a few false starts and was even cancelled in 1990 before reaching its stride. In 2009, the word "international" was added to the name, in recognition of a growing number of international exhibitors and visitors.

Still, one of the largest yachts expected there this year is a US-built yacht. The 157-foot Christensen *Top Five* (ex *Nice N' Easy* and *Liquidity*), displayed by Peter Kehoe & Associates, will be among the larger brokerage yachts on display (in 2011, 34 yachts 100 feet and larger were displayed in Palm Beach). Built in 2005, this composite trideck has a top speed of 17.5 knots and a cruising speed of 13 knots. The interior is by Seattle-based Carol Williamson & Associates and features intricate stonework and beautiful walnut veneer. The master suite on the main deck is the largest of six comfortable cabins. With a range of 4,500 nautical miles, *Top Five*, which features naval architecture by Christensen, has the ability to split her time between

the Mediterranean and the Caribbean, or explore north and south.

Among new boats expected in Palm Beach this year is the latest iteration of Taiwanese builder Horizon's new power catamaran. The PC58, thanks to its catamaran hull yielding a 24-foot 6-inch beam, offers plenty of interior volume as well as generous deck spaces, finished with an easy-to-maintain non-skid surface. Overnight accommodations include a panoramic owner's suite, a VIP cabin and a third guest cabin with twin beds. Horizon USA, headquartered in Palm Beach, will also present a new Horizon 74 from its attractive V series, developed in conjunction with Gregory C. Marshall Naval Architect. ■



A PORT TO CALL HOME

EPIC IS TRULY THE ULTIMATE LUXURY DESTINATION
Located in Downtown Miami, where Biscayne Bay meets the Miami River. EPIC Marina offers direct dockside access and 900 linear feet of full service, deep water slips accommodating yachts over 300 feet.

25° 46' 13" N
80° 11' 17" W



UPSCALE MARINA AMENITIES INCLUDE:

- **24-hour staff and security**
- **20-/50-/100- amp service (single and three phase)**
- **480 volt 200- amp power**
- **Restaurant and spa docking**
- **Yacht catering**
- **No bridges to ocean**
- **Valet parking**
- **Transient, short term and long term docking**

Marina guests enjoy access to EPIC Residences & Hotel's range of amenities that evoke the ultimate Miami fusion. Featuring the 12,000-square-foot **EXHALE spa + fitness**, upscale dining at **Area 31** and London's award winning **ZUMA** restaurant. This exceptional 54 story tower includes 1 -, 2-, and 3- bedroom Tower, Townhouse and Penthouse Residences in the heart of Downtown.

250 Biscayne Boulevard Way • Miami, Florida 33131 • T 305 400 7489 • VHF Channel 16
www.epicmarina.com • dockmaster@epicmiami.com





Vitters 140-foot *Sarissa*

Adventure ON THE SEVEN seas

The “sarissa” was a very long spear used in ancient Greek warfare: robust and efficient, it rushed along at lightning speed finding its mark... This is what Vitters’ 140-foot sloop *Sarissa* does.

STORY Maria Roberta Morso

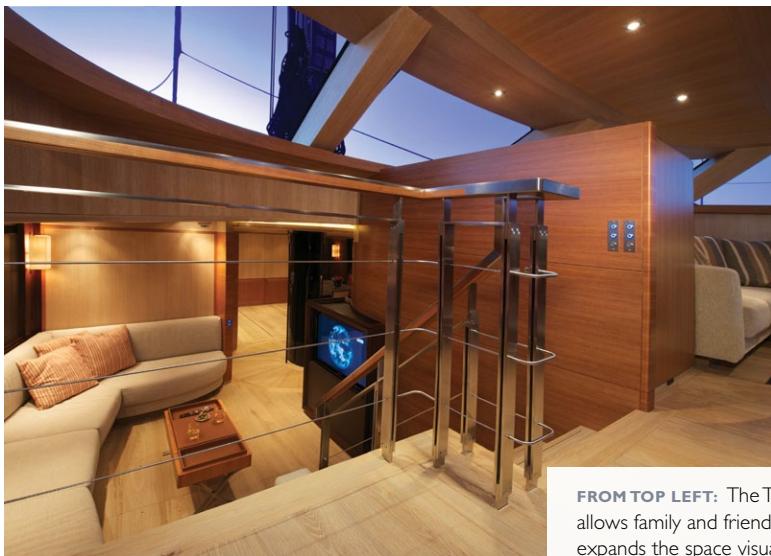
PHOTOS Tom Nitsch



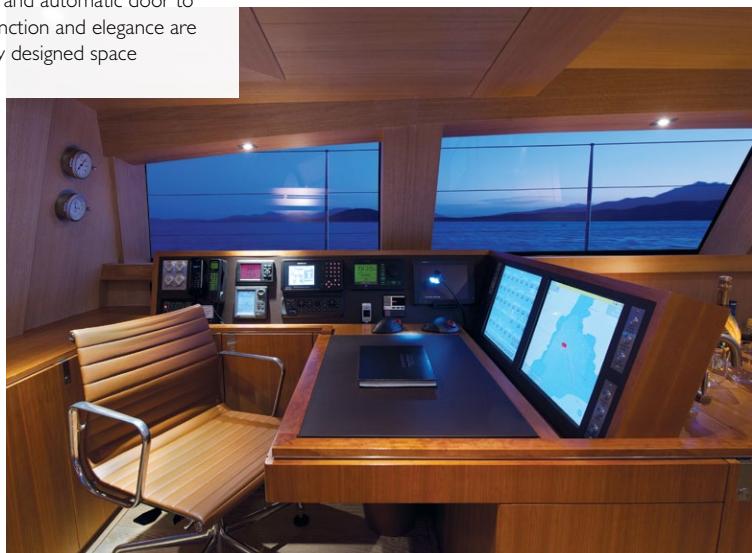
ABOVE: The main salon is convivial: The bar has a glass top with integrated monitor, allowing guests to review charts or enjoy the day's photographs together

As I sailed on board Vitters Shipyard's newest jewel, *Sarissa*, in Palma de Mallorca a couple of months ago, I witnessed first hand her ability to cast a spell on all who see her. Under sail, at anchor in a bay or moored in the marina, this 140-footer by the Dutch shipyard is able to communicate at first glance her extraordinary qualities. Sleek, slim and extremely elegant in her metallic grey, *Sarissa*'s silhouette exudes performance despite a generous 28-foot beam that creates a roomy interior.

A bit more than two years ago, Vitters acquired UK-based Green Marine. It was this composite specialist that created the hull and superstructure, using pre-peg carbon composite to laminate the female mold. Following designer Bill Tripp's directives, the builder built the entire hull, deck, internal structure, rudder and mainsheet arch so that the ensemble weighs less than 25 metric tons. To ensure stability and performance under sail, *Sarissa* has a lifting keel holding a 38-ton bulb and a further five tons of water ballast that can be transferred across the beam in just over three minutes. The lifting keel allows the sloop to have a modest 13-foot draft (in raised position) that increases to 20 feet when it is deployed.



FROM TOP LEFT: The TV room's open design allows family and friends to stay connected and expands the space visually; a sliding door between the galley and dining area and automatic door to the deck add flexibility; function and elegance are wrapped into one smartly designed space



After the hull and superstructure, built to the designer's requirements, arrived at Vitters' facility in Zwartsluis, the Netherlands, the yard's craftsmen fitted out the interior in only 11 months using very high standards and following strict weight controls. Finally, in early summer 2011, *Sarissa* unfurled her sails for her maiden voyage and has hardly stopped sailing since.

"In a few months, we sailed thousands of miles from Holland to the Med, where the owners enjoyed a long holiday on board sailing in Turkey, Greece, Sardinia and the Balearic archipelago. The yacht behaves in the very best way," says Captain Greg Monks, who took the yacht across the Atlantic for a season in the Caribbean.

"*Sarissa*'s sleek exterior lines echo those of the 143-foot *Mystère* designed and built by the same team: Vitters shipyard, Bill Tripp Design for styling and naval architecture, and Rhoades Young Design for the interiors," says Vitters Managing Director Louis Hamming,

who was along for an enjoyable day-sail in mid-October. Louis, Bill Tripp and Jonathan Rhoades, together with Captain Monks and his friendly crew, were the extraordinary guides who introduced us to *Sarissa*'s secrets.

The yacht is designed for a young couple that plans to sail the seven seas with their children but also take part in (and win) international maxi-yacht regattas. In order to comply with that dual purpose, sailmaker North Sails gave *Sarissa* a conventional triangle-shaped sail used for cruising and a square top main sail for racing, increasing the main sail area by 20 percent (for a total spread of 10,764 square feet). *Sarissa*'s basic sail setup includes a jib and a mainsail with three removable furling sails on cables, a staysail and a top-down furling spinnaker. *Sarissa*'s performance with her cruising sail configuration is excellent; with a light wind, she smoothly crosses the waves and tacks quickly, thanks to an efficient hydraulically operated system.



Another example of the design's built-in flexibility, this cozy study can be transformed into an additional guest suite

With a proud Bill Tripp at the helm, we easily won an impromptu race against a sporty-looking sloop sailing on a same course—sailors are always ready to race!

Thanks to her length and a rather small superstructure, the yacht has plenty of deck space available, and to go from stern to bow is quite a walk. An imposing 167-foot carbon mast with four spreaders and in-furling boom, built by Southern Spars, towers over the teak deck. The coaming around the cockpit encompasses large living spaces with sofas and tables, dual helm and sailing stations, sun pads and an aft owner's cockpit that is a case study in engineering ingenuity: It can be flooded to turn into the kids' swimming pool. To make matters a bit more complicated engineering-wise, the full-beam master suite has a vertical skylight that forms one of the walls of the children's paddling pool.

Rhoades Young Design devised an interior layout and décor that is very closely styled to the client's lifestyle. Comfortable and modern, *Sarissa*'s interior feels like a cozy-yet-sophisticated family home with a taste of the romanticism and mystery of a classic sailing yacht. What's better than oiled oak floors and cherry or rosewood furniture with brushed stainless-steel fittings? The apparent simplicity of the decoration includes exquisite custom-made details and evident *savoir faire*.

"Within the length and the yacht's performance hull lines, our goal was to create the feeling of a much larger interior. We have visually borrowed volume and length wherever it was possible to do it and integrated double use of certain areas. By staggering the accommodation blocks diagonally, we have stretched the visual length, effectively making the interior feel 1.5 times bigger [than it is]," Jonathan Rhoades says. In the upper salon, to starboard, is a comfortable lounge area with loose armchairs and sofas from Mies van der Rohe's iconic Barcelona series and, on the opposite side, a navigation corner close to a bar that overlooks the lower salon



and dining room. A few steps lead to a TV/family room; it has a singular configuration as it straddles the sweeping curve of the windscreens above and the curved wall concealing the keel trunk. On starboard is a snug study, decorated with dark rosewood and red leather upholstery, which can be converted into a double guest cabin with ensuite bathroom.

In order to maximize the livable spaces and volume, the designers placed the dining room and galley, which can be separated by a sliding wall, forward of the mast. Then comes large crew quarters for six, accessed through a secret door in the forward bulkhead. Aft



ABOVE: The master suite has access to a private cockpit; the windows double as walls for a kiddie pool; children have a great space to bunk in; the corridor's curvaceous design is another great design feature



ABOVE: Captain Greg Monks demonstrates *Sarissa*'s sailing ability; at anchor, the transom opens to form a practical swim platform with a convenient ladder

of the main salon is a gently curved corridor with well-concealed doors that unfurls onto a circular lobby space in front of the master suite. A helix-shaped ceiling feature lets in the sunbeams that flow down freely. The overnight accommodations also include a VIP cabin, a single or nanny's cabin and a triple cabin for children. A ship planking-like detail on the bulkhead and a ceiling aglow with fiber-optic stars from the northern and southern hemisphere give the kids' room the feel of adventure.

Building upon Bill Tripp's expertise and Rhoades Young's creative pen-and-ink imagery, ultimately it was up to the shipyard to deliver a yacht that translates the owner's dreams into a tangible reality. And, at Vitters Shipyard, the yard has shown its people know how to do it. Like that famed spear, so precise and steady, the team behind *Sarissa* has reached its mark. ■

For more information, visit vitters.com,
rhoadesyoung.com or trippdesign.net



FOR DECK PLANS AND ADDITIONAL
INFORMATION SEE OUR DIGITAL EDITION

ELIMINATE BOAT ROLL



Imagine total relaxation and comfort while in port or offshore—providing you and your guests with an onboard experience unlike any other. That is why we engineered the most effective anti-rolling device ever made—the Seakeeper® Gyro. Requiring only 3 kW of power, the Seakeeper Gyro operates quietly and efficiently to eliminate boat roll. Entertain in comfort in rough seas and enjoy more time on the water as seasickness becomes a thing of the past. Experience the Seakeeper® Gyro and change your boating experience forever.

- **ELIMINATES 60-80% OF UNCOMFORTABLE BOAT ROLL**
- **NO DRAG-PRODUCING EXTERNAL FINS**
- **SIMPLE INSTALLATION**



We spend most of our time anchored, where boat roll is most troublesome. For the comfort of the owners and guests, we needed to add zero speed stabilizers, so we could better enjoy our days at sea.

—CARLOS ALONZO, CAPTAIN ON 100' FERRETTI MY LEQUAR



SEAKEEPE[®]

WWW.SEAKEEPEER.COM



ABOVE: This area of the yacht can be transformed into a wading pool for the children **BELLOW:** While creature comforts are essential for a yacht with ambitious cruising plans, Sarissa is also well equipped to show her competitive edge in a number of well-known regattas



Vitters Sarissa

LOA: 139ft. 9in. (42.6m)
BEAM: 28ft. 3in. (8.6m)
DRAFT: 13ft. 1in. (4m) keel raised, 20ft. 4in. (6.2m) keel lowered
DISPLACEMENT (HALF LOAD): 163 tons
BALLAST: 38 tons
HULL CONSTRUCTION: Carbon composite by Green Marine
TYPE: Lifting keel sloop
MAIN MAST: 167ft. by Southern Spars
SPAR: Intermediate Modulus carbon by Southern Spars

DECK EQUIPMENT: Lewmar
MAIN ENGINE: 1 x Caterpillar C12 DITA, C-rating, 491hp (366kW) at 2,300rpm
GENERATORS: 2 x 50kW Kilo-Pak
EXHAUST SYSTEM: Halyard
BOWTHRUSTER: 100-hp Max Power hydraulic
WATERMAKER: HEM 925 US gal. (3,500L)/day
AIR CONDITIONING & HEATING: Salor by Heinen & Hopman

CLASSIFICATION: GL/MCA Cayman Islands
OWNER'S REPRESENTATIVE: Jens Cornelisen
YACHT MANAGEMENT: Hill Robinson
STYLING AND NAVAL ARCHITECTURE: Bill Tripp Naval Architecture
INTERIOR DESIGN: Rhoades Young Design
BUILDER: Vitters Shipyard
YEAR: 2011

*Original dimensions are provided in the metric system



Luxury linens for
yachts & estates

Anytime | Anywhere



954.990.4842 | LetsTalkLinens.com

Worldwide Shipping

Come see us at The Yacht & Brokerage Show in
Miami Beach (February 16-20, 2012), booth 78 in the Yacht Show Pavilion
and at the Palm Beach International Boat Show (March 22-25, 2012),
booth 501 in the Clematis Main Entrance Tent.

THE Full Spectrum

Sunseeker has gained a devoted international clientele by combining a bespoke build philosophy with good old-fashioned British craftsmanship.

After 50 years, that's not going to change.

Sunseeker is one of those enduring English marques, such as Jaguar, Rolls-Royce or Bentley, which has gained more of an international than domestic following. One reason is the brand's strong emphasis on advanced design, blending a subtle British sensibility with the bold strokes used by many of its Italian competitors. There is also the reputation for quality that its Poole-based shipyard has earned after putting thousands of hulls on the water over the last 40 years.

But Sunseeker's real distinguishing trait is the level of customization injected into its elaborate series build approach. Other yards tend to personalize the yachts with décor, finishes or placement of the odd non-structural bulkhead, but Sunseeker usually consults with clients on the initial design, then drills deep into the DNA of each yacht to deliver as much of a custom product as possible.

"We try to make each yacht bespoke to the customer, whether it involves moving cabins or shifting layouts," says Sunseeker Production Manager James Lambert, who is leading *Yachts International* on a tour around Sunseeker's facilities. "We build each yacht to suit how the owner will use it—and where, since we ship them all over the world." Sunseeker actually exports 99 percent of its annual production to 66 countries around the world.

Any manufacturer with that broad of a market must account for a wide range of tastes, climates and design idiosyncrasies. Sunseeker's customization ranges from big-picture features like the

STORY Michael Verdon PHOTOS Sunseeker





hull color—owners have requested extremes such as Ferrari-red or Smurf-blue exteriors—down to the small interior details that distinguish a yacht. They include customized galleys, state-of-the-art entertainment systems, glass bulkheads and tailor-made desks.

This kind of customization requires organization. During our mid-July visit, Lambert leads us through an extended tour, following all stages from initial layup, production, customization, testing, all the way to the final owner-prep stage aboard the yachts docked along the shipyard's quays. The manufacturing sites on the waterfront campus are buzzing with activity. Sunseeker employs more than 2,300 in Poole, making it a sought-after place of employment for skilled tradesmen. While prime time is spring, with a big push to get boats ready in time for the summer season, in July, the shipyard's quays still harbor a dozen or more yachts either on land or in the water awaiting finishing touches.

Like every other yachtbuilder, Sunseeker is emerging from a rough patch in 2009 and 2010. It felt the pain of the global recession, but company managers are confident with a strong order book for the year ahead and a successful shift in product mix to larger yachts, while also pushing into new territories.

Indeed, the production line in Shed 1 is bustling. This is where workers do the layup for the 80 Yacht, the 88 Yacht and Predator 84 models. They walk around the molds as they prepare them for vacuum infusion. There are four layouts available on the 80 and 88, with owner-specified variations on each model. "That yacht over there has a tropical spec for its climate-control system," says Lambert. "The air conditioning tends to be a major consideration in the early build process, as do the different regulations the boats will fall under—be it under RINA or MCA charter rules or just those relating to a non-charter pleasure craft."

A sign on the wall reminds workers: "Focus on quality. Our customers do, and so should we." There's an old-fashioned feel to that message, like a sign from a World War II factory reminding all workers that their best efforts could have a significant impact on the eventual outcome of the war. Beyond visual reminders, Sunseeker has embedded quality-control processes into the heart of manufacturing across all of its platforms, so that every piece of work or installed part is checked four times before the yacht leaves Poole.

The system's backbone is called In Process Control (IPC), a kind of "build manual" for the whole boat that is used in each stage of production. "It's a check-off manual that lists all the jobs on the boat down to a certain detail," says Lambert. "That would include relevant drawing numbers and build specs. When the jobs are complete, the operator would check the job and sign off the work as correct." A supervisor would then double-check to make sure the work is correct, and any mistakes would be rectified. After that, inspectors check the work before it moves on to the next stage of production. A final check on all the work is carried out during the pre-launch phase. The result is that the yacht has been checked multiple times before the shakedown cruise.



That dedication to quality certainly shows in Sunseeker's flagship 40 Metre Yacht. This 131-foot yacht was launched last year at the Southampton Boat Show. It's an evolution of the Sunseeker 37 Metre, but with design and technical improvements. "She retains the full-beam owner's stateroom and the extremely voluminous hullform of her predecessor," says Ewen Foster, Sunseeker's director of design and naval architecture. "That endows her with incredible interior volume compared to displacement craft of a similar length."

The extra length means larger salons and accommodations for up to 12 guests and eight crew. The designers also built clever layouts throughout the yacht so that the crew of seven can move discreetly without disturbing the guests. The size also allows for a wide range of design options. "The 40 Metre Yacht takes our ability to offer the client a bespoke build a step further," says Foster. "For example, a client



The 40 Metre features a full-beam, main-deck master suite and a generous salon with a separate dining room (below right). The upper deck has a full-beam second salon (above right).



can specify salon side-patio doors, or automated balconies for the forward master suite and main deck. The clients can also specify an aft tender garage and stern styling similar to the Predator 130. They can even change the hull-side window styling or upper foredeck layout."

The 40 Metre's deep-V hull allows the yacht to reach 25 knots with the twin 12-cylinder MTU 4000 diesels. But it has also been designed to run efficiently in semi-displacement mode at 10 knots, with a range of 1,500 nautical miles. The sharp, aggressive bow is a Sunseeker trademark, as are the fluid but angular windows and cascading stern where each deck gently steps down to the one below it.

The Sunseeker flagship's accommodations plan is owner-driven, but the main deck is generally designed with a generous salon and separate dining room, along with a galley amidships and full-beam master suite. The lower deck can be divided into the four-cabin

standard of two double and two twin suites, or much larger full-beam staterooms. The 40's upper deck features a full-beam second salon, pantry linked by a dumbwaiter to the galley and high-tech wheelhouse. The skydeck also employs a modular approach to its décor, allowing the bar, barbecue, dining, sun pad and spa to be positioned at the owner's request.

The 40 Metre Yacht is built to RINA and optional MCA LY2 Unrestricted codes.

"It slides in just inside the 350-gross-ton volume threshold," says Foster. "Above that, charter compliance is considerably more complex and costly."

Foster says each new launch is an "evolution rather than a revolution" in design. There is a delicate balance to keeping a "family" look and adding a cutting edge to a new model to demonstrate the line's



The Predator 115, launched last year at the London Boat Show, has the same volume as a 111-foot trideck; accommodations include a full-beam master suite and nice open main deck with salon and separate dining room, and the yacht is still sporty, with a top speed of 30 knots



progression. "Great care and consideration is taken in designing each individual surface that makes up the whole," says Foster. "The effect that light and shadow have on a particular curvature and angle of face is as important as the larger styling elements. Some elements are more obvious than others, and some remain unnoticed by most. But the 'Sunseeker look' has always been a combination of elements that are true to our family heritage."

The Predator 115, which was launched at the London boat show in January 2011, is arguably one of the most cutting-edge sport yachts in its class, but still a Sunseeker. With its long, aggressive forefoot and svelte superstructure, the 115 is a scaled-down version of the larger Predator 130. But Sunseeker's designers were careful to increase interior volume so it has the same space and accommodations plans as the 34 Metre Yacht, a 111-foot trideck. The full-beam master suite, expansive flybridge and variable accommodations plan, along with options like balconies, foldout bulwark sections and skytop, transform the energetic-looking sport yacht into a palatial

cruising machine. "We've pushed the boundaries of innovation with this craft," says Robert Braithwaite, Sunseeker founder. "It offers exceptional performance as well as the trademark attenuation and smooth riding for which Sunseeker is renowned." The Predator lives up to its name, a beast that reaches 30 knots.

The flybridge Manhattan collection also saw two new additions in the last 12 months—the Manhattan 73 and the Manhattan 53, which made their American premiere at the Fort Lauderdale International Boat Show. The 53 joins last year's Manhattan 63 as the heart of the flybridge family. "Our goal with the Manhattan 53 is to increase the internal volume while keeping the Sunseeker exterior," says Foster. "We were able to improve on the outgoing 52 in two main areas. We have turned the standard twin guest stateroom, which had a bunk before, into a true two-berth cabin. The owner's stateroom is also more spacious, with excellent headroom and space around the bed, largely because of the way we designed the salon above it." Braithwaite says the Manhattan 53 has 20 percent more



Travel easier knowing you've tied up your loose ends

You wouldn't leave port without ensuring all of your systems are in proper working order. We feel the same about ensuring you and your yacht are protected. Marsh addresses the details so you can weigh anchor confident that you're covered from stem to stern. Whether you're planning a new build or a new voyage, Marsh works with you to create customized insurance solutions that provide coverage throughout your journey, giving you the freedom to roam the globe as you please.

MARSH

877-MMC-AHOY
www.marshpcs.com



MANHATTAN 73



MANHATTAN 73



MANHATTAN 53



MANHATTAN 63

interior volume than most boats its size, and the main stateroom is equivalent to that of a 60-foot yacht.

The new Manhattan 53 and Manhattan 63 have made a big splash in North and South America, according to Paul Burgess, Sunseeker Florida's director of sales and marketing. He has seen a pickup in activity in North America in the last year, but also a boom in emerging markets like Brazil, where Sunseeker Florida's parent, Nautikos, has set up a sub-dealership. "We sold five boats there last year," says Burgess, who at press time expected to have sold nine yachts in 2011. "We're also seeing good activity in Venezuela and the Dominican Republic."

The larger size ranges also remain popular among Sunseeker owners, but there has been a new attraction to the "sweet spot" in the three models of the redesigned Manhattan series. "We have a lot of clients looking at the 63 because they'd like to be able to handle the boat themselves, but the size of the yacht also gives them the ability to

hire a captain if they need it," says Burgess. "The 53 is also doing very well. It's got the features and performance, but an exceptional quality of finish at a reasonable price point. We were right on the mark with that model."

Its larger sibling, the Manhattan 73, is also spatially enhanced, and the longer, deeper hull allowed designers to create a third full-size double stateroom instead of the previous bunk arrangement. The salon is on a single level, giving the entire deck a sense of seamless space, especially with a galley-down configuration. Another great feature is that its flybridge extends farther aft, providing shade for the expanded social area. "It's a highly efficient hull design," says Foster. "It also offers an excellent crew cabin, and the guest staterooms, salon and galley layout options provide a surprising amount of flexibility in accommodation."

Sunseeker has been working with world-class design houses like Armani/Casa to create interiors that rival any pied-à-terre in Paris or

Premium Dock Space!



EASIEST OCEAN ACCESS

SLIPS AVAILABLE • COMPETITIVE RATES!

- 1/4 Mile from Haulover Cut • Exclusive, Safe, Surrounded and Protected by Land
- Bal Harbour Police and Homeland Security Vessels Are Moored and in Constant Service
 - Accommodates Boats from 25' to 140' • Minutes to Bal Harbour Shops
 - Surrounded by one of the Finest Neighborhoods in Florida • Wi-Fi capable



Bal Harbour Yacht Club Marina

10201 COLLINS AVE, BAL HARBOUR, FLORIDA 33154 TELEPHONE: 305.866.1687 FAX: 305.868.8970
DOCKMASTER: MARTIN DESTEFANO, OFFICE: 305.861.8863 CELL: 954.854.6363



This new 28 Metre Yacht made its debut at the London Boat Show; while it looks back at some of Sunseeker's earlier designs, it is bold and modern

London on all models across the spectrum of its 84 and 60 Predator models as well as the Manhattan 63. "The aim is to present a range of Armani/Casa design styles to clients who want to create exclusive style for their own personal yachts," says Stuart Jones, Sunseeker's interior design manager.

Beneath the svelte exteriors and glamorous interiors lies a solid technological foundation. Sunseeker's Technology Center stays abreast of advanced composites and building techniques, using the knowledge of engineers who previously developed Formula One racecars to keep the yachts as light, fast and fuel-efficient as possible. Many are experts in carbon fiber applications, which Sunseeker is increasingly using to minimize weight. Over the last five years, Sunseeker has also invested heavily in eco-friendly technologies. The Italian standards association, RINA, recently awarded Sunseeker with its Green Plus Certificate after the builder successfully passed a rigorous testing process. RINA evaluated 10 different pollution sources while also monitoring environmental control procedures of the boats.

Back on the production line, as an 88-footer sits in the final stage before delivery, Lambert points out the yard's minute attention to detail. In the main stateroom, a handful of pieces of blue tape mark minor blemishes—unseen by this untrained eye—that the final inspection has uncovered. A perfectly matched finish will be applied so the surface is flawless when the owner takes delivery. Beyond the

impeccable finish, we did notice that the grains of the bulkhead are perfectly matched. The carpenters use a single sheet of wood rather than several with mismatched grains to gain an almost computer-simulated look.

"We do as much as we can in-house," says Lambert. "We are responsible for the design, woodwork, stainless steel, electrical upholstery, layup and almost every other part of production. We find that allows us to keep tight control over quality."

But design will continue to be a Sunseeker hallmark, with upcoming launches including a Predator 53, a new entry-level Portofino 40 and the new flagship 155 Yacht due in 2014. "We are trying to increase feelings of space and light, trying to give some of the interiors an ambiance so that it's almost like being part of the exterior," says Foster. "We've maximized the glazing on all the new models."

That's particularly true of the 28 Metre, presented at the 2012 London show. Its 360-degree banks of windows infuse the main salon with natural light but also give the space a squarer, more "classic" look, a deliberate nod back to older Sunseeker designs. It also promises to be a fresh departure for Sunseeker.

"We're innovators, not copiers," says Braithwaite about the new 28 Metre. "Once again, we're building what our clients want. That's how we've moved forward over the past 50 years." ■

For more information or dealers, visit sunseeker.com

From concept to completion.

Comprehensive yacht interior design.



*The “total creative solution”
for new construction and refits.*

2012 SE 4th Avenue • Fort Lauderdale, Florida 33316
954.468.3356 • fax 954.468.3357 • www.DestryDarrDesigns.com
email: Destry@DestryDarrDesigns.com



FL ID #5292 IB26001032



Follow Us on Facebook

**Destry
Darr
Designs**
LICENSED INTERIOR DESIGNER

Sail TO THE Past



The 183-foot sailing yacht *Regina* is attempting to set a new standard for luxury yacht charter beyond Turkey's traditional cruising grounds. The yacht, the historic sights, and the local food and wine make for a winning combination, serving up modern comfort and an authentic experience beyond the beaten path.

STORY Kim Kavin

PHOTOS Kim Kavin and Pruva Yachting

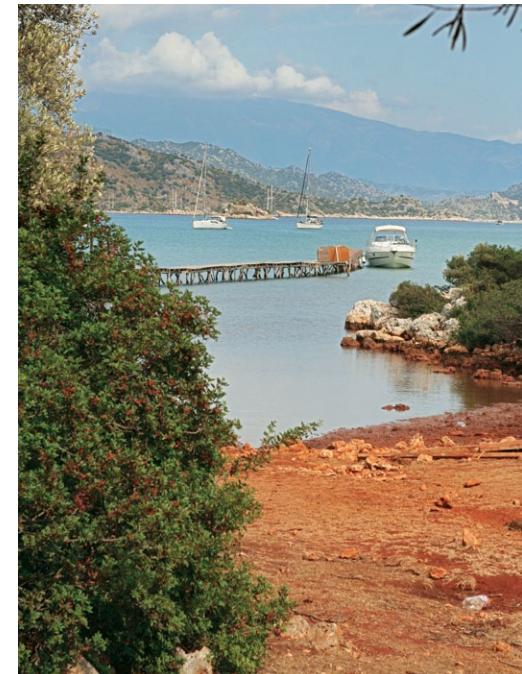
About 2,300 years ago, the people of Aperlae had a great view. Their homes climbed up a hillside overlooking a stunning bay in Lycia, a pre-Roman civilization that included 23 city-states along the Mediterranean coast of modern-day Turkey. Their culture thrived and their buildings grew until the day an earthquake dropped the bottom of the mainland unceremoniously into the sea. Carefully carved columns and square-slab foundations became what today is a snorkeling site known as Asar, where visitors can float over the ancient ruins of humanity.

I took a good look around before trading my swim goggles for a pair of hiking shoes to make my way to what's left of Aperlae's hillside settlement. On the way, I passed a stone sarcophagus nearly as tall as I am and bikini-clad tourists who moved around it as if it were a palm tree or any other natural landmark. The hillside was filled with more sarcophagi in various states of disrepair, crumbled building walls, pocked archways and shards of pottery that once sat on people's shelves.

Then I made it to the Old Lycian Trail, which meanders across a peninsula to Uçagiz, a spit of a village with a small restaurant and a long



ABOVE: White lacquer and mahogany give this modern yacht, designed specifically for charter; a classic feel **BELLOW:** The yacht is anchored near Asar; the snorkeling site is strewn with the remains of an ancient civilization; the Old Lycian Trail eventually leads to a modern-day village with a long pier





ABOVE: The sentry wall of the castle atop Kaleköy offers magnificent views

dock. The 20-minute walk left my feet as red as the clay that the ancients fashioned into pots, and my mind as enchanted as they no doubt were with the view. I stepped gingerly on the creaking dock boards and returned by tender to *Regina*, where I used a freshwater hose to dislodge the soot of centuries past from in between my toes. It stuck to me like tradition.

Regina is much like this place: She represents the best of modern Turkey's seaside lifestyle but also holds strong to her roots. She is, in many ways, the current era in Turkey personified. She boasts the evolved profile of an elegant gentleman's yacht that most European yards would be proud to call their own and has interior styling reminiscent of the traditional, slow-cruising Turkish motorsailers known as gulets. She thus retains the region's history while bringing the modern strength of a steel hull and superstructure, along with sailing speeds as high as 15.5 knots. This modern-day schooner is the largest sailing yacht

built in Turkey specifically for charter in Turkish waters (it also is the most expensive sailing yacht to charter here). Bodrum-based Pruva Yachting owns and operates *Regina* as well as the Medyat facility where craftsmen built and fitted out the yacht between 2008 and 2011. As Pruva Manager Cihan Atik told me: "This is the 21st boat we have built since 1995, but she is the first of her kind. Our aim was to build a performance sailing yacht with comfortable onboard areas. We are a gulet builder, so it is not possible to escape that on the first try entirely, but I believe we have succeeded."

As yachts of *Regina*'s caliber enter the charter scene in Turkey, they attract more American brokers like Missy Johnston. The owner of Newport (RI)-based Northrop and Johnson Worldwide Yacht Charters has been visiting Turkey since 1988 and confirms she has seen the quality of Turkish builds increase. Working with internationally minded locals like Cem Boz of Contact Turkey, she



POWERING THE INDUSTRY FOR OVER 60 YEARS



IN OUR WORLD,
REPUTATIONS DEPEND
ON WHAT HAPPENS
BEYOND THE HORIZON.

RIVIERA BEACH, FL | 561.863.7100

FT. LAUDERDALE, FL | 954.523.2815

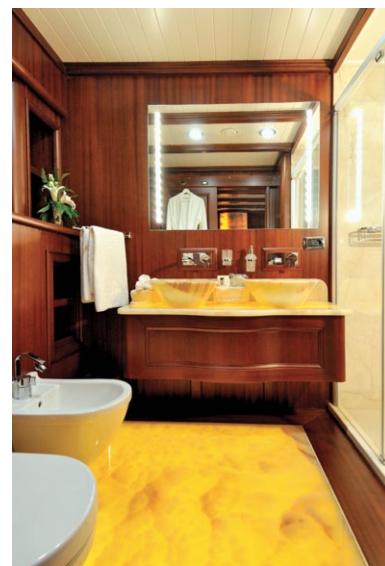
TOLL FREE: 800.545.9273



WWW.WARDSMARINE.COM



BELOW AND LEFT:
Modern-day comforts and the charms of tradition, that is what *Regina* is all about; the chef can prepare a whole range of meals, but the more traditional Turkish delicacies are wonderful treats that the crew serves family-style



creates itineraries like the one we enjoyed—far beyond the traditional route that smaller boats run between Bodrum and Göcek.

Our weeklong charter, which included the ruins of Aperlae, combined private land tours with quiet waterfront experiences far different from the bustling bazaars I've visited on more popular itineraries. We started from and returned to Göcek, a marina town about 20 minutes from the Dalaman airport and its nonstop flights to Istanbul. While I saw plenty of tour boats and small gulets in the Göcek area, they became almost nonexistent as Captain Yusuf Kalmaz steered us eastward along the coast. In this island area, we spotted megayachts such as the 135-foot Heesen *Seven Sins* and the 164-foot Proteksan Turquoise *Mosaique* enjoying, like us, quiet harbors.

After we hiked to the summits of islands filled with historic finds, we often found ourselves alone to enjoy the views. Such was our experience at Kaleköy, a historic site accessible only by boat. During the 20-minute hike to the ruins of a castle we passed an aisle or two

of makeshift merchants, but once we reached the stone walls we felt like the lone lookouts who perched here centuries ago watching for signs of boats on the horizon. The same was true when we tied up at Gemiler Island, also known as Saint Nicholas Island. The bishop who once lived there was known to throw bags of coins onto the rooftops of poor people in nearby Myra at Christmas. A few tourists paid their respects to the legend of jolly Saint Nick, but few bothered to hike to the top to enjoy the solemn and spectacular view.

Running into tourists at some of the ancient sites along this part of the Turkish coast is unavoidable. That's especially true at the church on Myra built in Saint Nicholas' honor and at ancient Myra, where impressive Lycian tombs are carved right into the cliff sides. Nevertheless, the places are worth a visit. At Myra, as at the ruins of Santos (or Xanthos), we walked within excavated amphitheaters just as the gladiators once did. But the lesser-known amphitheater at Letoon provided an unforgettable experience. Our tour guide, Murat



WORLD CLASS YACHT LOGISTICS

Tel. +1 954 525 8707 • E-mail dyt.usa@dockwise-yt.com

WWW.YACHT-TRANSPORT.COM • 1 888 SHIP DYT (744-7398)

BENEFITS OF SHIPPING YOUR YACHT WITH DYT

SAFEST LOADING METHOD—FLOAT ON, FLOAT OFF • LESS WEAR AND TEAR ON YACHT • SAVES ON ENGINE HOURS, MAINTENANCE, AND FUEL COSTS • HELPS MAINTAIN RESALE VALUE • LIGHT MAINTENANCE POSSIBLE WHILE YACHT IS UNDERWAY • FREQUENT, SET SCHEDULES • IDEAL FOR YACHT OWNERS WITH CHARTER COMMITMENTS • GIVES CREW A VACATION BREAK • ENVIRONMENTALLY FRIENDLY—CUTS ON CARBON EMISSIONS



ABOVE: *Regina*'s cruise along Turkey's Mediterranean includes fascinating sites from ancient Lycia: the church on Gemiler Island (also known as St. Nicholas island for its ties to the 4th-century figure that inspired the legend), the rock dwellings of nearby Myra and many amphitheaters, such as the one on Xanthos

Çiekli, encouraged a singer traveling with us to perform a traditional Turkish song for an impromptu concert.

And just as the Turkish yacht charter routes are evolving to provide exceptional experiences such as these, so are the Turkish wines. Importation taxes make bringing an everyday French or Italian label onto a charter boat an expensive proposition. Our charter party included well-traveled people I would call casual connoisseurs, who can generally tell good wines from bad. After a tasting our crew arranged for us on board, we all agreed to stock Turkish wines, in particular a red blend called Yakut from the Kavaklıdere winery in Ankara. We also agreed to eat the Turkish cuisine offered by *Regina*'s talented Chef Sergin Topkara. Most meals are served family-style and offer multiple options, many of them vegetable-based and laced with local delicacies such as feta cheese. But we also enjoyed slow-roasted lamb, freshly caught fish and baked calamari stuffed with shrimp and mushrooms.

Stewardess Şirin Aydoğan, who, like the captain, speaks English and translates requests for the crew, presented it all with great care.

All of these modern comforts aside, it's hard to consider a charter aboard *Regina* without thinking about history. The men of the Lycian era, I learned, felt it so important to preserve their freedom that they would kill their own wives and children before waging what they knew to be suicidal, final battles against Persian and Roman invaders. Submitting completely to another culture was simply not an option. This, in a way, is true of *Regina* herself. This charter yacht gives a strong nod to modern international standards, but in a way that says, "We are proud to reflect our history." ■

FOR MORE INFORMATION, CONTACT:

Northrop and Johnson Worldwide Yacht Charters, 800-868-5913, info@njcharters.com, njcharters.com or visit pruva.com.tr

Regina

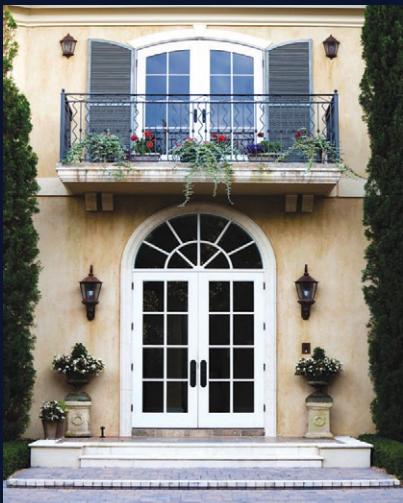
LOA: 183ft. 8in. (56m)
BEAM: 31ft. 2in. (9.5m)
DRAFT: 13ft. 1in. (4m)
ENGINES: 2 x MAN D2866 LXE 40 440hp
GENERATORS: Kohler 2 x 40kVA and 1 x 23kW
HULL CONSTRUCTION: Steel
SPEED (MAX.): 14 knots
SPEED (CRUISING): 12 knots
FUEL CONSUMPTION: 26.4 gph (100 Liters/hour)
GROSS TONS: 292 tons

HULL CONFIGURATION: Displacement
RIG: Schooner
NUMBER OF CABINS: 6
TOTAL GUESTS: 12
TOTAL CREW: 7
CLASSIFICATION: RINA
NAVAL ARCHITECT: Pruva Yachting
BUILDER: Pruva Yachting/Medyat
BASE CHARTER RATE: from 75,000 euros per week



FOR DECK PLANS
AND ADDITIONAL
INFORMATION SEE
OUR DIGITAL EDITION

*Original dimensions are provided in the metric system



FRANKCRYSTAL & COMPANY



Comprehensive Insurance Solutions

Yachts | Aircraft | Luxury Homes | Fine Arts & Collectibles

SPENCER LLOYD

Managing Director – Yacht Division

561-262-1605

lloyds@fcystal.com

New York | Houston | Los Angeles | Miami | Palm Beach | Philadelphia
Portland | San Francisco | Southampton | Washington, DC

www.frankcrystal.com

TEAKDECKING SYSTEMS

deck THE halls WITH teak



Ever wonder where that beautiful deck that feels so good on the feet came from? Many companies build custom decks for anything from swim platforms on tenders to promenade decks on cruise ships. Florida's own Teakdecking Systems, born in Sweden more than 30 years ago, has decking down to a science and still swears by teak.

STORY Marilyn de Martini

PHOTOS Teakdecking Systems



Teakdecking Systems built the decks of Trinity Yachts' *Mi Sueño*

TUCKED AWAY IN AN INDUSTRIAL PARK NEAR THE Sarasota, Fla., airport lies the largest and oldest manufacturer of marine teak decking in the United States, if not the world. Being miles from the nearest shipyard is not an issue, nor is the fact that Teakdecking Systems (TDS) is not a household name to those outside the marine industry. Anyone "in the know" about teak knows about this small, employee-owned business. From its simply structured 100,000-square-foot factory, more than 125,000 square feet of teak decking annually makes its way to cruise ships, yachts and smaller boats around the world.

Teak has been used for construction and shipbuilding for centuries because its intrinsic properties make it ideal for marine use. It is stable and does not warp, providing longevity and long-standing value; it does not attract insects, nor does it absorb moisture—and kiln drying

further enhances this important property. Teak can be installed non-treated, eliminating waxes and oils. In its natural state, teak provides a cool, non-slip surface. Because it is an insulator, it also helps reduce the load on a ship's climate-control system. For use as decking, craftsmen traditionally installed it by hand, one plank at a time.

The Teakdecking System was born when a creative Swede, who was building a sailboat, thought of a way to complete the deck during the frigid Scandinavian winter. He could assemble the deck in his woodshop and then install it in the spring, saving considerable time. Instead of having to laboriously cut and place each plank individually, come springtime carpenters could focus on finishing the boat. His idea worked. He rallied a group of investors, including Lars Lewander, a specialist in shipbuilding (now president of the company), and they opened a small manufacturing plant in Stockholm.



TDS patented the system, which attaches teak planks with an epoxy adhesive to a thin, sturdy fiberglass surface. After the deck is caulked, panels (rather than individual planks) are installed on the boat. This system improves yachtbuilding and retrofitting efficiency, allowing construction to continue while the deck is being built. Skilled craftsmen can focus on other tasks while a deck is being installed. The technique, since it uses a backing, also allows using thinner planks, saving on material cost. Uniform caulking penetrates all the way through the wood, and adhesives save on screws and fasteners, translating to fewer leaks.

The boating boom in the early 1980s helped the company grow in Sweden and parts of Europe, and the owners looked at the United States as their next growth market. They settled on the Tampa Bay/Clearwater area, which housed a number of production-boat companies at the time and was close to Miami, home of the cruise-ship industry—a perfect market for new deck installation and retrofits.

Alan Brosilow, who sensed the potential, was one of TDS' first 10 employees. Each new boat helped spread the word through the marinas and the company helped by attending boat shows and talking to their peers.

"We were boatbuilders talking to boatbuilders, so we spoke through knowledge," says Brosilow, who is now manager of yacht services.

Although there was reluctance at first, with shipyards favoring

the old, traditional way of deck building, little by little, the sheer practicality of the pre-fabricated decks caught on. TDS outgrew its original 10,000-square-foot Bradenton factory and eventually moved to its current facility, which is 10 times as large as the original one. It was, however, a slow and conservative growth, relying on all three of its divisions: the boat, yacht and cruise divisions.

Lewander also had the vision to introduce an employee stock ownership plan, allowing the staff to be vested in the company's growth and future. This gave each craftsman a say in how the company would operate and tackle challenges. For the most part, they decided to find the answers in-house.

When the quality of teak was in question, TDS decided to do its own sourcing from Southeast Asia, where in the mid-1800s a German botanist started a sustainable forestry system that is still practiced today. This appealed to TDS, which uses only native Southeast Asian teak (no cultivated wood or wood coming from unregulated plantations). To use elephants (which is part of the TDS logo) to haul individual logs may seem archaic, but it is better than the proliferation of logging roads, which can lead to over production and clear cutting. Only trees that are at least 50 years old are cut, as they have tighter growth rings that make for stronger teak planks. A sapling is planted for each cut tree, ensuring the longevity of the forest region. TDS maintains that its system is more "green" than imitation teak laminates that are petroleum-based, non-recyclable or

Hoping to visit some exotic places on your next
superyacht charter?



Make sure you have Quantum's ZERO SPEED™ stabilization installed
and this will not be one of them.



Call Quantum today to discuss the stability and comfort of your superyacht.

3790 S.W. 30th Avenue, Fort Lauderdale, FL 33312 T. +1 954.587.4205 M. +1 954.608.0155 F. +1 954.587.4259
E. mperkins@quantumhydraulic.com www.quantumhydraulic.com



The open floor of the factory accommodates a teak deck for a megayacht: talk about a puzzle! A lot of training, time and experience is required before craftsmen work on the actual deck assembly, a process that is much more high-tech than it looks; Teadecking also creates custom designs for smaller areas

sustainable, and are hot underfoot. Though teak is more expensive, “There is no value in using an inferior product,” Brosilow says.

Another challenge arose when the adhesive and caulking products commercially available for the marine industry were not to company standards. TDS hired chemists and developed its own marine-grade products and now produces them in-house. The company sells 10,000 gallons of its proprietary caulking and adhesives per year. So other companies now use TDS’ products and the system is imitated around the world, even in China.

“We know we are only as good as our last job,” Brosilow says, which

is a good motivator. “We maintain the ‘Gold Standard’ because we maintain the quality.” That company pride feeds the employee-owned structure. While the first generation of TDS is now thinking about retirement and passing the torch, they have brought in the second generation and now have a third generation training through an apprenticeship program.

“You have to have some basic woodworking knowledge,” Brosilow says of the training program that has just graduated two marine school students to full installers—a process that starts with learning how to sort large quantities of wood. TDS has millions of dollars of

teak in storage, ready for construction, and each plank must be inspected for thickness, grain and suitability for various uses. It's an expensive material, so the company ensures little waste occurs; miscellaneous pieces are used for trim, rails or interior details.

From this first step, workers then move into assembly, learning the fine skills of trim carpentry before moving into production boatbuilding. Learning how to read blueprints and work with CAD drawings for exact measurements is essential when the blend of fine craftsmanship meets technology. TDS does not use manufacturers' drawings for measurements but makes its own or instructs clients on how to make exact templates from lightweight plywood; then the templates are digitized into CAD drawings so that all measurements, layouts and placement of hardware can be transferred to computerized specifications.

After mastering these skills, workers move to making pre-assembled sections into actual deck and flooring, ready for sanding and fixtures. By the time a TDS employee reaches the title of Project Supervisor, he has done every job in the company and can address each phase of construction and installation. Teakdecking Systems also creates a variety of designs for interior trim and flooring, using exotic woods, intricate patterns and inlays, adding custom designer touches for the finest of yachts and cruises ships.

"We've been with them since Hull No. 1 in 1990," says William S. Smith III of Trinity Yachts. "They're still around 21 years later—what does that tell you? We know if a customer sees something on a yacht anywhere in the world and wants to know if we can do it, the answer is, 'Yes.' And not only can we do it, but we can take it to the next level. Those guys are at the top of their game."

The open, outdoor, carpenter-shop feeling of the factory belies the technicality that lies within as 125 employees scurry about creating custom-built decks, stretched across the vast floor. While the wood drying occurs in tented areas, CNC machining, CAD drawings, digital transcription of the template data and technical plans are handled in modest offices. A mobile installation crew works from a Fort Lauderdale warehouse, servicing marinas and builders on-site while other crews travel around the world to where the assembled decks are delivered by container.

The deck for *Endeavour*, a historic 130-foot sailing yacht, was just assembled here and shipped to New Zealand where it was undergoing a refit, while a deck for *Hemisphere*, the world's largest catamaran, was recently completed. TDS also handled the teak decking for superyachts *Cakewalk* and *Mayan Queen*. "We always have a variety of boats from Hatteras and Chris-Craft and numerous sailboats like Morris and Hinckley to add to at least one really big project per year," Brosilow says. "We pride ourselves on never burning a bridge—we are about customer service and work with builders, captains and owners. This is a tough industry, and for 28 years, we've worked on tenders to 'gigayachts' and cruise ships. We believe we help build better boats today and want to pass this on to the next generation." ■

For more information, visit teakdecking.com



GLOBAL
MARINE
INSURANCE
AGENCY



QUALITY YACHT COVERAGE

Global Marine is dedicated solely to providing the finest marine insurance available. We have the backing of the industry's top rated insurance companies to offer you the best policy at a competitive price. With our high quality products and services, our yacht team is ready to assist you and your vessel's needs.

www.GlobalMarineInsurance.com

(954) 288-5801
MICHAEL ABBOTT

(231) 932-4022
PAMELA STANLEY

ATLASS INSURANCE GROUP

S I N C E 1 9 8 1

WHEN YOU'RE TALKING INSURANCE, YOU SHOULD BE TALKING TO ATLASS

Atlass Insurance provides the best terms and service for owners of yachts, megayachts, and corporate aircraft. Our staff of insurance specialists has in-depth knowledge and experience on the current issues in today's insurance markets. We listen to the concerns and needs of customers, evaluate programs and make the most astute recommendations for the protection of your investment during these challenging economic times. When the talking is done and it's time for action we are there, committed to upholding our reputation of achieving prompt and equitable claim settlements for our valued customers worldwide.



ATLASS
INSURANCE

MAIN OFFICE | 1300 SE 17th Street, Suite 220
Ft. Lauderdale, Florida 33316 | (954) 525-0582

COCOA OFFICE | 26 Oleander Street
Cocoa, Florida 32922 | (321) 459-9905

NEWPORT OFFICE | 19 Brown & Howard Wharf #7
Newport, Rhode Island 02840 | (401) 619-4790

WWW.ATLASSINSURANCE.COM
QUOTE LINE 1-800-330-3370



YACHTS | AIRCRAFT | FINE HOMES | ART | COLLECTIONS | UMBRELLAS

Ever
dreamt
about





FOR ADDITIONAL
INFORMATION SEE OUR
DIGITAL EDITION



What in the world is JetLev?

I found out last May. I was aboard a 148-foot yacht in the south of France with the owner who has every toy in the book: Jet Skis, paddle boards, scuba equipment, a Seabob—you name it—but he didn't have a JetLev, which is the coolest new “new thing.” Being a man who loves to play, he decided to rent one for a couple of hours to test-drive, or rather test-fly, it. Anchored in the waters off of Cannes, we watched him lift into the air, sporting a jetpack reminiscent of the animated 1960s space-age TV show “The Jetsons.” As an instructor helped him aloft, he became a magnetic attraction for other boaters and curious onlookers, who couldn't resist capturing the flight with their smart phones.

A few months later I saw several people flying along the Intracoastal Waterway during the Fort Lauderdale International Boat Show. I felt compelled to investigate further and met Ray Li, the JetLev concept's Chinese Canadian inventor. I was invited to go for a test flight, but it was not without a little trepidation that I agreed. After some cursory research, I discovered that JetLev is short for Jet Levitation and that feasibility studies were ongoing for the last 10 years. The first prototype was tested in 2004 at the Ocean Energy Basin with assistance from the National Research Council of Canada's Industrial Research Assistance Program (NRC-IRAP). Numerous prototypes and hundreds of test flights later, the JetLev is a patented item, produced by JetLev Technologies in South Florida, and is available to consumers. So, I decided to give it a try.

The unit looks like a rather stiff backpack connected via a hose to a tag-along floating capsule. In reality, it is a jetpack that uses water as the jet propulsion and is tethered to a separate vessel that allows for a lower thrust-to-weight ratio. High-flow water, transmitted to the jetpack through a supply hose, generates thrust by nozzle-reaction force. Throttle control determines allocation of thrust between lift and propulsion (forward, neutral or reverse). Shifting your body weight as you would going around a curve on a motorcycle helps you turn. I tried to intuit this, but I also had an instructor giving me commands through a headpiece in my helmet. At first, I must say that I felt like a complete klutz. It is hard to know what to do with your dangling legs, and as soon as you get high off the water, your instinct is to want to get down. After a few tries, you get a bit more secure with the apparatus and the thrill is addicting. Perseverance pays off; one could definitely do a few hours of practice and look like a pro.

In terms of safety, the hose length ensures a low flight ceiling. While the literature says you can hit maximum heights of 33 feet (10 meters), which is pretty darn high once you are aloft, you are more likely to start off four to 10 feet above the water. Depending on pilot weight, a standard JetLev flyer can reach top speeds of 28 miles per hour (47 km/h) and has a cruising duration of four to five hours. Future designs could achieve higher altitudes and top speeds, extended range and even travel both above and below the water's surface.

JetLev has already had many orders, especially from watersports bases that will use them as rental units. At \$99,500 per jetpack, they may not be purchased for every charter yacht, but it will be right up there with submarines on someone's wish list for the coolest toy. ■

For more information, visit jetlev.com

THE YACHT & brokerage SHOW

The Yacht & Brokerage Show in Miami Beach, Florida, is one of the World's largest gatherings of new and brokerage yachts, sportfishing machines, sport yachts, cruisers, motoryachts, yacht tenders and more. Catch a Sportfishing Seminar and shop a wide array of accessories as well.

Experience great hotels, restaurants, night life and world famous beaches.

Plan your show now at www.showmanagement.com

16-20
FEBRUARY
2012

MIAMI BEACH
FLORIDA



Owned & Sponsored By



YACHTS
INTERNATIONAL

PassageMaker
presents
TrawlerPort
A PORTAL INTO THE CRUISING UNDER POWER LIFESTYLE

RUMS OF
PUERTO RICO
RUM CAPITAL OF THE WORLD
www.rumcapital.com



BoatQuest.com

Pioneer Linens
Established 1812

Sponsored By



For special rates on great area hotels & to download new Free Mobile App MyBoatShow:
Visit: www.showmanagement.com or visit the iTunes Store or Android Marketplace or scan here

Produced & Managed by: Show Management (954) 764-7642





FOLLOW YOUR COURSE. WE'LL TRACK THE MAINTENANCE.

Owning a boat is a pleasure, but maintaining it at the peak of performance and functionality can be a full-time job. VesselVanguard alleviates work and worry by allowing you to spend more time on the water with friends and family, while lowering ownership costs.

VesselVanguard goes to work by moving all of your boat's operating manuals, maintenance schedules, documents and warranties into a web-based boat profile customized to your systems — accessible where you are and whenever you want it.

We constantly think about your boat — so you don't have to. Task Alerts arrive in advance of maintenance recommended by equipment makers and manufacturers. You now have control and simplicity without sitting for hours reading pounds of manuals. See our two-minute video at VesselVanguard.com

**Vessel
vanguard**[®] Always on Watch
www.VesselVanguard.com



Meridian Yachts and Island Packet Yachts are marketing partners of VesselVanguard.



YACHTS INTERNATIONAL

Introducing January 2012

VOYAGER and CAPTAIN'S LOG e-newsletters

Yachts International expands its reach with VOYAGER and CAPTAIN'S LOG e-newsletters. Each delivers timely targeted information 12 times a year direct to subscribers' inbox.

VOYAGER:

- Targets 4,500 yacht owners and key decision makers in the yacht purchase.

CAPTAIN'S LOG:

- Targets 3,000 professional captains and crew-members

For rates, deadlines and ad placement, contact our sales team at **954-761-8777**

The SeaFa
58/ 62 Pilothouse

www.seafayachts.com

Luxury . Quality . Durability

37' Convertible 55' Express 56' Flybridge 58' /62' Pilothouse 76'/85' Expedition



*Proudly Serving The Boating Public
Since 1973*

THE LIFESTYLE STARTS HERE!

**Featuring Three First Class Marinas in Palm Beach County.
*No Bridges to the Palm Beach Inlet.***

State of the Art Marina Facilities

Dry Stack Storage to 38'

Hardwood Decked Floating Docks

No Ethanol Gas & Marine Grade Diesel

- Accommodating Vessels 20' to 200'
- Professional Yacht Maintenance Service
- Clean Marina Designated - Since 2000
- First Class Shopping & Dining Nearby

OLD PORT COVE MARINA | NORTH PALM BEACH MARINA | NEW PORT COVE MARINE CENTER
(561) 626-1760 | (561) 626-4919 | (561) 844-2504



Visit us online



www.opch.com



Marinas owned and operated by Old Port Cove Holdings, Inc.

COME VISIT US AT THE MIAMI INTERNATIONAL BOATSHOW! Booth I 81

NATIONAL MARINE
SUPPLIERS

A department for your every need

Wherever you Travel... Wherever you Travel... Whatever your Needs...
Whatever your Needs...

*"Our Reputation For
Service And Savings Is
Our Most Valued Asset"*

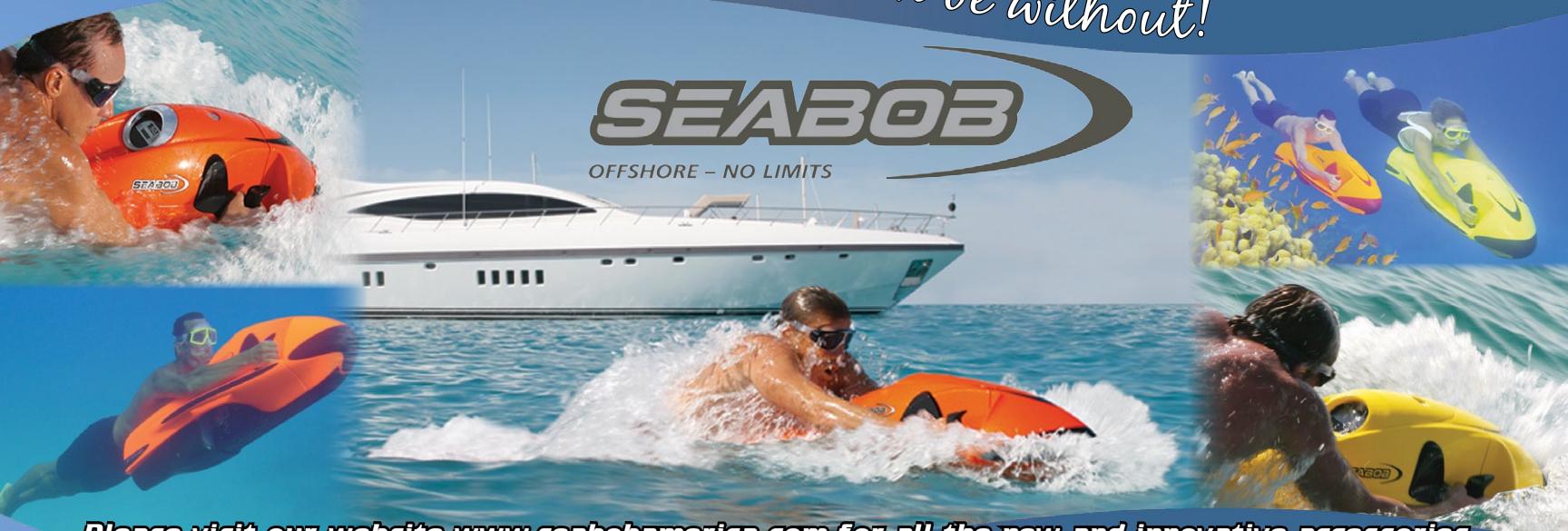


The greatest NEW watertoy to hit the yachting industry,
That NO VESSEL can be without!



SEABOB

OFFSHORE - NO LIMITS



Please visit our website www.seabobamerica.com for all the new and innovative accessories

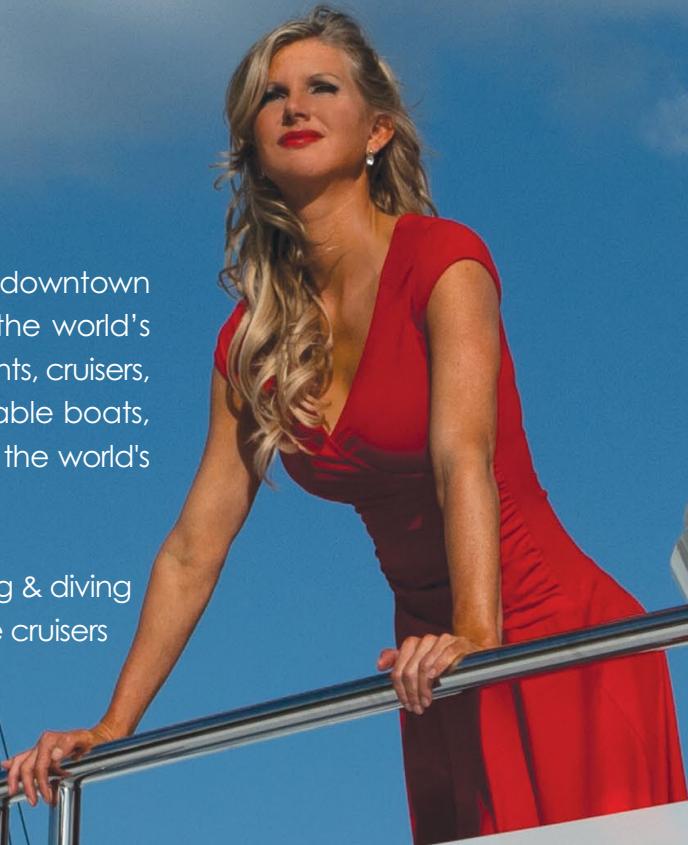
T: 954-764-0975 | F: 954-764-1073 | www.NationalMarine.com | 1-800-MEGAYACHT

"Our Reputation For Service and Savings Is Our Most Valued Asset"

PALM BEACH INTERNATIONAL BOAT SHOW

The Palm Beach International Boat Show in downtown West Palm Beach, is the scene for one of the world's greatest gathering of sport yachts, motoryachts, cruisers, sportfishing machines, yacht tenders, trailerable boats, the finest pre-owned yachts and more from the world's foremost custom boat builders.

Plus catch informative seminars on sportfishing & diving and see the TrawlerPort section of long range cruisers



DOWNLOAD THE
FREE BOAT SHOW APP



Owned and Sponsored By



The Palm Beach Post
REAL NEWS STARTS HERE



enterprise
rent-a-car
We'll pick you up.



BoatQuest.com

Sponsored By



**PALM BEACH
INTERNATIONAL
BOAT SHOW**
West Palm Beach, Florida

Plan your show today: www.showmanagement.com



For special rates on great area hotels & to download new Free Mobile App MyBoatShow:
Visit: www.showmanagement.com or visit the iTunes Store or Android Marketplace or scan here
Produced & Managed by: Show Management (954) 764-7642



Chart Your Course to a Legendary Private Island Resort.

FISHER ISLAND CLUB, RESORT & MARINA



Life is too short to be spent on the mainland. Fisher Island Club is a distinctive resort with over 200 hundred acres, accessible only by auto-ferry, boat or private yacht. Accommodations cater to your choice of luxurious guest cottages, courtyard villas or lavish guest suites. Your own private, tropical resort, just minutes from Miami. Your ultimate reward.

*Two surge-proof, deep-water marinas – 119 slips for vessels up to 250 feet
Seaside Golf - World-class Tennis Center - Spa Internazionale – 7 Incomparable Dining Venues – Private Beach Club*

Ask About Our Yachts International VIP Package

Call (800) 537-3708 or visit www.fisherislandclub.com
One Fisher Island Drive Miami, Florida 33109

*The Leading
Small Hotels
of the World*

NOT EVERYTHING BEAUTIFUL IS **HIGH MAINTENANCE**

Ecomarine Systems now introduces a decking system that rivals any material on the market.

This system looks like Teak, feels like Teak, **only it is better than Teak.**

Our product is made of Rice Husk, Rock Salt and Mineral Oil. This unique fusion of material gives us the natural properties of wood without all of the problems that come along with owning a wood deck. No rotting, fading, cracking or quick staining. Enjoy a product that is built to last without compromising the organic look and feel of Teak.

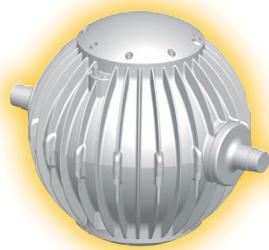
MATERIALS AVAILABLE TO BUILDERS AND DECK FABRICATORS

SEE OUR INSTALLATION AT THE HIGH SEA TECHNOLOGY BOOTH 1074-1075

954.589.2316 ecomarinesys.com



A STABLE BOAT IS A **SOLD** BOAT



Whether you're a buyer or a seller, stabilizing a yacht is easier than ever before. Seakeeper gyro stabilizers are installed completely inside the hull with nothing external to get damaged or produce unwanted drag. Our exclusive, technically advanced gyros provide anti-roll performance that's fully effective at-anchor and underway. Contact Seakeeper today for a free consultation.



SEAKEEPR®

WWW.SEAKEEPR.COM



I N N O V A T I V E S T A B I L I Z A T I O N T E C H N O L O G Y

SEE AT
SHOW



CARPE DIEM 191' (58M) Trinity 2011. 6 Staterooms
C.A. Frank Grzeszczak 954.494.7096 or C.A. Kevin Bonnie +33.616.39.1959



STREAMLINE 161' (49M) Mondo Marine 2009. 5 Staterooms
C.A. Kevin Bonnie +33.616.39.1959



ONE MORE TOY 155' (47M) Christensen 2001. 6 Staterooms
C.A. Mark Elliott 305.794.1167



TRIX-SEA 103' (31M) Broward 2000. 4 Staterooms
C.A. Ron Morgenstern 954.309.9740



ACADIA 84' (26M) Lyman Morse 2003/2004. 3 Staterooms
C.A. Mark Elliott 305.794.1167

LADY LINDA 187' (57M) Trinity 2012. 6 Staterooms
C.A. Frank Grzeszczak 954.494.7096 or C.A. John F. Dane 228.223.7144



ZOOM ZOOM ZOOM 161' (49M) Trinity 2005. 5 Staterooms
C.A. Mark Elliott 305.794.1167



CARPE DIEM II 150' (46M) Trinity 2002/2011. 5 Staterooms
C.A. Frank Grzeszczak 954.494.7096



NEW LIFE 92' (28M) Lazzara 2009. 4 Staterooms
C.A. John Ciullo 954.494.1075



BLACK PEARL III 86' (26M) Azimut 2005. 4 Staterooms
C.A. David Nichols 954.682.6853

SEE AT
SHOW

SEE AT
SHOW

SEE AT
SHOW

SEE AT
SHOW



STARGAZER 180' (55M) Ziegler 1964/2006. 7 Staterooms
J.C.A. Mark Elliott 305.794.1167



ANJILIS 161' (49M) Trinity 2009. 5 Staterooms
C.A. Frank Grzeszczak 954.494.7096 or C.A. Chany Sabates III 954.604.2253



TUSCAN SUN 147' (45M) Izar 2006. 6 Staterooms
J.C.A. Frank Grzeszczak 954.494.7096 or J.C.A. Mark Elliott 305.794.1167



NATICA 92' (28M) Hatteras 1999. 4 Staterooms
C.A. Roy Sea 954.980.7438



FINISH LINE 84' (26M) Lazzara 2007. 4 Staterooms
C.A. Chany Sabates III 954.604.2253



INTERNATIONAL YACHT COLLECTION

YACHT | SALES
CHARTER
MANAGEMENT
CONSTRUCTION

MIAMI FEB 16-20, 2012
24th Annual
Yacht & Brokerage Show
IN MIAMI BEACH

- New Central Listing
- Price Reduction
- Also for Charter
- Not for Sale or Charter to U.S. residents while in U.S. waters

FT. LAUDERDALE 954.522.2323
PALM BEACH 561.844.2144
MONACO +377.97.98.24.24
NASSAU 242.363.4458
NEWPORT 401.849.0834
ST. MAARTEN +721.544.2515



info@iyc.com | www.iyc.com





INTERNATIONAL
YACHT COLLECTION

CONTACT WORLDWIDE CENTRAL AGENTS
FRANK GRZESZCZAK 954.494.7096 FG@IYC.COM
KEVIN BONNIE +33.616.39.1959 KBONNIE@IYC.COM

SEE AT
SHOW



AVAILABLE FOR SALE & CHARTER

CARPE DIEM

191' (58M) TRINITY 2011 | BEAM: 33' 4" (10.2M) | DRAFT: 8' (2.4M)

FUEL: 23,190 GAL. | POWER: 2X CAT 3516B SERIES II HD 3384 HP

CRUISING: 17 KNOTS | MAX: 21 KNOTS | SLEEPS 12 IN 6 STATEROOMS

WORLD CLASS MOTOR YACHT | NEW WITHOUT THE WAIT

CAROL WILLIAMSON INTERIOR & LAYOUT | FAST, CUSTOM TWO-TONED PAINT JOB

YACHT | SALES
CHARTER
MANAGEMENT
CONSTRUCTION



info@iyc.com | www.iyc.com





INTERNATIONAL
YACHT COLLECTION

CONTACT WORLDWIDE CENTRAL AGENTS

MARK ELLIOTT 305.794.1167 MARK@IYC.COM

KEVIN BONNIE +33.616.39.1959 KBONNIE@IYC.COM



AVAILABLE FOR SALE & CHARTER

MI SUEÑO

190' (58M) TRINITY 2010 | BEAM: 33' 5" (10.2M) | DRAFT: 8' 6" (2.6M)

FUEL: 22,000 GAL. | POWER: 4X CAT 3516C HD 3384 HP

CRUISING: 17 KNOTS | MAX: 21 KNOTS | SLEEPS 17 IN 7 STATEROOMS

50% OWNERSHIP AVAILABLE | HELI PAD | SPLIT LEVEL MASTER SUITE

FULL BEAM VIP | ELEVATOR | WHEELCHAIR FRIENDLY

YACHT | SALES
CHARTER
MANAGEMENT
CONSTRUCTION



info@iyc.com | www.iyc.com





INTERNATIONAL
YACHT COLLECTION

CONTACT WORLDWIDE CENTRAL AGENTS
FRANK GRZESZCZAK 954.494.7096 FG@IYC.COM
JOHN F. DANE 228.223.7144 JFDANE@IYC.COM



AVAILABLE FOR SALE

LADY LINDA

187' (57M) TRINITY 2012 | BEAM: 33' 4" (10.2M) | DRAFT: 8' (2.4M)

FUEL: 22,900 GAL. | POWER: 2X CAT 3516C HD 3384 HP

CRUISING: 17 KNOTS | MAX: 21 KNOTS | SLEEPS 12 IN 6 STATEROOMS

SPECTACULAR STONE & MILLWORK PACKAGE | HELI CAPABLE

INTERIOR: EVAN MARSHALL | PRICED TO SELL

YACHT

SALES
CHARTER
MANAGEMENT
CONSTRUCTION



info@iyc.com | www.iyc.com





INTERNATIONAL
YACHT COLLECTION

CONTACT WORLDWIDE CENTRAL AGENT
MARK ELLIOTT 305.794.1167 MARK@IYC.COM



AVAILABLE FOR SALE & CHARTER

FOUR ACES

183' (56M) BENETTI 2005/2008 | BEAM: 34' 1" (10.4M) | DRAFT: 11' 6" (3.5M)

FUEL: 34,592 GAL. | POWER: 2X CAT 3512B 1824 HP

CRUISING: 15 KNOTS | MAX: 17 KNOTS | SLEEPS 14 IN 6 STATEROOMS

50% OWNERSHIP AVAILABLE | SPLIT LEVEL MASTER SUITE

HELI PAD | VIP ON BRIDGE DECK

YACHT

SALES
CHARTER
MANAGEMENT
CONSTRUCTION



info@iyc.com | www.iyc.com





INTERNATIONAL
YACHT COLLECTION

CONTACT WORLDWIDE CENTRAL AGENTS

MARK ELLIOTT 305.794.1167 MARK@IYC.COM

KEVIN BONNIE +33.616.39.1959 KBONNIE@IYC.COM



YOUR PERSONAL ISLAND RESORT HAS ARRIVED! **10,934** square feet of floating luxury



AVAILABLE FOR SALE & CHARTER

HARBOUR ISLAND

180' (55M) NEWCASTLE 2011 | BEAM: 34' (10.4M) | DRAFT: 9' (2.7M)

FUEL: 28,129 GAL. | POWER: 2X 3512B CATS

2 MASTER SR'S | SLEEPS 12 IN 6 STATEROOMS

INFINITY-EDGE POOL ON SUNDECK | PANORAMIC SKYLOUNGE AREA

INTERIOR: CLAUDETTE BONVILLE ASSOCIATES

YACHT

SALES
CHARTER
MANAGEMENT
CONSTRUCTION



info@iyc.com | www.iyc.com





INTERNATIONAL
YACHT COLLECTION

CONTACT ONE OF OUR PROFESSIONAL CHARTER AGENTS

954.522.2323 charter@iyc.com



THE ULTIMATE BAHAMAS PACKAGE

AVAILABLE FOR CHARTER

WHEELS/REEL WHEELS

164' TRINITY SLEEPS 12 IN 6 STATEROOMS / 80' MERRITT SLEEPS 2 IN 1 STATEROOM

SUMMER: BAHAMAS | WINTER: BAHAMAS

RATE: FROM \$200,000 PER WEEK (PLUS EXPENSES)

www.wheelsfleet.com

YACHT

SALES
CHARTER
MANAGEMENT
CONSTRUCTION



charter@iyc.com | www.iyc.com





INTERNATIONAL
YACHT COLLECTION

CONTACT WORLDWIDE CENTRAL AGENT
FRANK GRZESZCZAK 954.494.7096 FG@IYC.COM

SEE AT
SHOW



AVAILABLE FOR SALE & CHARTER

CARPE DIEM II

150' (46M) TRINITY 2002/2011 | BEAM: 28' (8.5M) | DRAFT: 6' 10" (2.1M)

FUEL: 16,250 GAL. | POWER: 2X CAT 3512B 2250 HP

CRUISING: 16 KNOTS | MAX: 20 KNOTS | SLEEPS 11 IN 5 STATEROOMS

ZERO SPEED STABILIZERS | CUSTOM TWO-TONED PAINT JOB

NEW EXTERIOR CUSHIONS & COVERS | NEW EXTERIOR MARBLE COUNTERTOPS

YACHT

SALES
CHARTER
MANAGEMENT
CONSTRUCTION



info@iyc.com | www.iyc.com





INTERNATIONAL
YACHT COLLECTION

CONTACT WORLDWIDE CENTRAL AGENT
JOHN CIULLO 954.494.1075 JCIULLO@IYC.COM



AVAILABLE FOR SALE

MIRAGE

132' (40.2M) HEESEN 1992 | BEAM: 27' (8.2M) | DRAFT: 5' (1.5M)

FUEL: 10,500 GAL. | POWER: 3X MTU 16V396 TB94 3500 HP

CRUISING: 20 KNOTS | MAX: 38 KNOTS | SLEEPS 10 IN 5 STATEROOMS

YACHT

SALES
CHARTER
MANAGEMENT
CONSTRUCTION



info@iyc.com | www.iyc.com



FORT LAUDERDALE + 1 954.763.3971
L.A. / MARINA DEL REY + 1 310.821.5883
NEW ENGLAND + 1 860.883.4904

MICHIGAN + 1 313.506.7883
MEXICO + 52 1322.294.2510
YACHT CHARTER + 1 954.401.7837

www.DENISONYACHTSALES.COM



DeBirs | NEW 85' RPH 2012 | 4 STATEROOMS + CREW
2 MTU M92 1500 HP | 28 KNOTS
SPRING 2012 DELIVERY | \$4,750,000 | Bob Crow 954.232.6389



DeBirs | NEW 100' 2012 | 4 STATEROOMS + CREW | SHALLOW DRAFT
2 MTU 2000 HP OR VOLVO IPS | 30 KNOTS
FALL 2012 DELIVERY | \$6,950,000 | Bob Crow +1 954.232.6389



DeBirs | NEW 112' 2012 | 5 STATEROOMS + CREW | 2 MTU 2400 HP | 28 KNOTS | ZERO SPEED STABILIZERS
SUMMER 2012 DELIVERY | \$9,950,000 | Bob Crow +1 954.232.6389

An American Yachting Family Since 1948



MARY ALICE II | 2002 WESTPORT 130 | 5 STATEROOMS + CREW | MTU POWER | ZERO SPEED STABILIZERS | ONE MILLION SPENT IN 2011 REFIT
 This yacht provides the next owner with an opportunity for many years of trouble free cruising after many major systems have been upgraded or replaced in the past 12 months. Featuring the largest Zero Speed stabilizers available on any Westport, all new granite, new A-Sea power converter System, and much more.

AMERICAN BUILT / WILLIAM GARDEN DESIGN | \$9,900,000 | BOB CROW +1 954.232.6389



MAGIC MOMENTS | 2001 74' NORTHSTAR MY
 4 STATEROOMS | 2 x CAT POWER 3406-E WESMAR
 STABILIZERS | GALLEY UP | SET UP FOR FISHING

AMERICAN BUILT / ED MONK DESIGN | \$1,750,000
 BOB CROW +1 954.232.6389



KENA MARIA | 2007 85' DEBIRS CUSTOM
 4 STATEROOMS + CREW | 2 x MTU 1500HP
 28 KNOTS | ZERO SPEED STABILIZERS

TRADES CONSIDERED | \$3,400,000
 BOB CROW +1 954.232.6389



"CLASS I" | 2006 100' CUSTOM NORTHSTAR MY
 5 STATEROOMS + CREW | 3 SEPARATE GALLEYS
 MTU V-2000 POWER | WESMAR STABILIZERS

AMERICAN BUILT / JACK SARIN DESIGN | \$6,100,000
 BOB CROW +1 954.232.6389

FORT LAUDERDALE + 1 954.763.3971
L.A. / MARINA DEL REY + 1 310.821.5883
NEW ENGLAND + 1 860.883.4904

MICHIGAN + 1 313.506.7883
MEXICO + 52 1322.294.2510
YACHT CHARTER + 1 954.401.7837

WWW.DENISONYACHTSALES.COM



PATRIOT | 87' FEADSHIP | 3 STATEROOMS | MTU 12V2000CR - REPOWERED IN 2007 | 28 KNOTS | ZERO SPEED STABILIZERS
A TRUE GENTLEMAN'S YACHT. PAMPERED BY THE MOST DISCERNING OWNER.

CALL FOR PRICING | FORT LAUDERDALE, FL | JUSTIN ONOFRIETTI +1 954.770.5281

An American Yachting Family Since 1948



QUEEN | 87' WARREN 2009 | 4 STATEROOMS
 MTU 10V2000M93 PROVIDE COMFORTABLE 34-KNOT PERFORMANCE

€ 2,780,000 | ITALIAN MED | DAVID JOHNSON +1 954.610.3263



98' BROWARD RPH 2011 REFIT | 3 STATEROOMS + CREW
 EUROPEAN INTERIOR | UNLIKE ANY BROWARD YOU'VE SEEN

\$1,395,000 | MIAMI, FL | JOHN KEENAN +1 954.793.7455



VELVET | 36M TECNOMAR | 5 STATEROOMS | MTU 16V2000 | 35 KNOTS
 EXCLUSIVE NORTH AMERICAN REPRESENTATIVES

CALL FOR SPECIAL PRICING | ALEX G. CLARKE +1 203.722.3047



72' AUSTIN PARKER 2010 | M.A.N. V12's | 4 STATEROOMS
 THE WORLD'S FINEST LOBSTER BOAT | MADE IN ITALY

€ 2,350,000 | ITALIAN MED | DAVID JOHNSON +1 954.610.3263

FORT LAUDERDALE + 1 954.763.3971
L.A. / MARINA DEL REY + 1 310.821.5883
NEW ENGLAND + 1 860.883.4904

MICHIGAN + 1 313.506.7883
MEXICO + 52 1322.294.2510
YACHT CHARTER + 1 954.401.7837

WWW.DENISONYACHTSALES.COM



CAMELOT | 123' ROYAL HUISMAN | 5 STATEROOMS | PRIVATE OWNER'S OFFICE | 6,300-GALLON FUEL CAPACITY | 2011/2012 REFIT
\$1,867,000 | FT. LAUDERDALE, FL | BOB OFFER +1 954.801.8300



148' RMK LONG-RANGE M/Y 2012 | RON HOLLAND DESIGN | 6 STATEROOMS | MASTER FEATURES PRIVATE OFFICE & OUTSIDE DECK
CALL FOR SPECIAL PRICING | LAUNCHED DECEMBER 2011 | JEFF SORGAN +1 954.224.8291 / BOB OFFER +1 954.801.8300



An American Yachting Family Since 1948



YANSIKA | 92' SUNSEEKER 2008 | 4 STATEROOMS + CREW | CATERPILLAR C32 | 45 KNOTS | TRACSTAR STABILIZERS
CALL FOR LATEST PRICE REDUCTION | ALICANTE, SPAIN | JIMMY MATHEWS +1 954.298.5307



92' SELENE OCEAN EXPLORER | GUY DE GROOT | FULL DISPLACEMENT W/ BULBOUS BOW | EXCLUSIVE SELENE REPRESENTATIVES SOUTHEAST U.S.
CALL FOR PRICING | KEVIN FRAWLEY +1 954.790.0372



Not for sale to US residents while in US waters.

LORETTA ANNE IV

40m (131') | Alloy Yachts | 2009 | POA

Highest quality and timeless elegance from the team of Alloy, Dubois and Starkey, combining a proven hull design with state of the art equipment and at-rest stabilization. Full beam on-deck master with his/her baths and office, 3 guest suites, a gym and tender garage. Huge sundeck with jacuzzi and a shaded dining area. An exceptional vessel in all respects and now offered to make room for a new delivery. Mint condition, Lloyds and MCA classed, turn key and seriously for sale. Transoceanic range. Jody O'Brien | Ft. Lauderdale +1 954 646 4970 | jody.obrien@fraseryachts.com



Sales | Charter | Management | Construction | Crew

Monaco
Ft. Lauderdale
San Diego
London
Viareggio
Palma
Seattle
Mexico City
Casa De Campo
Cyprus

The Superyacht Experts

fraseryachts.com



CRESCENT 144

44m (144') | Crescent Custom Yachts | 2012

18,900,000 USD

A unique opportunity to acquire a high quality and innovative build that is approximately 70% complete at a substantial discount to replacement value. Naval architecture by Jack Sarin with exterior and interior styling by Jonathan Quinn Barnett. 5 guest cabins, main engines MTU 12V4000. Vancouver, Canada. Neal Esterly | San Diego +1 619 823 9034 | neal.esteryachts.com



FRASER YACHTS

**LAUREL | 73m (240') | Delta Marine | 2006**

Superbly executed by Delta Marine with interior design by Don Starkey. Seven staterooms in owners party. Steel hull and composite superstructure. She is exquisite in her detail, finish and condition. LAUREL is certainly the highest

pedigree yacht of her size on the market. Please call for viewing appointment.

Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com

Josh Gulbranson | Ft. Lauderdale + 1 954 463 0600 | josh.gulbranson@fraseryachts.com

**ACE OF DIAMONDS | 34m (112') | Hakvoort | 1988/2006**

Dutch built with 600 hours on new engines. Owner's stateroom on deck. Completely rebuilt in 2006 at Hakvoort. Perfect condition. Proven fishing machine. 30+ knots.

Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com

**KRISIJEN | 38m (126') | Feadship | 1982**

The best classic Feadship available. Exudes quality and loving maintenance throughout. Four staterooms, Caterpillar machinery, good tenders and upgraded equipment.

Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com

**C1 | 29m (96') | Bloesmsma & Van Breemen | 2003/2010**

The best Doggersbank available. 5000 nm range, superb specification. Three staterooms, exceptional equipment and perfect cosmetically and mechanically.

Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com

**HAPPY FISH | 23m (77') | Hatteras | 2008 | 3,950,000 USD**

Five staterooms, stabilized and fitted with many factory options including full tower and tender with davit on bow. Immaculate condition. Very motivated to sellers.

Josh Gulbranson | Ft. Lauderdale + 1 954 463 0600 | josh.gulbranson@fraseryachts.com

Sales | Charter | Management | Construction | Crew

The Superyacht Experts

Monaco	+ 377 93 100 450
Ft. Lauderdale	+ 1 954 463 0600
San Diego	+ 1 619 225 0588
London	+ 44 207 016 4480
Viareggio	+ 39 0584 385090
Palma	+ 34 971 700445
Seattle	+ 1 206 382 9494
Mexico City	+ 52 55 5004 0408
Casa De Campo	+ 1 809 523 2208
Cyprus	+ 357 25 828911

fraseryachts.com



Not for sale to US residents while in US waters.

DEEP BLUE II | 43m (143') | Oceanco | 1996/2008 | 15,900,000 USD

Quality construction with Dutch Pedigree. Completely refitted in 2007/2008. Int design by Paolo Rossi. Showboats Intl award for the best semi disp yacht over 40m. Jose Arana, Jr. | Ft. Lauderdale +1 954 463 0600 | jose.aranajr@fraseryachts.com



Not for sale to US residents while in US waters.

PICOSA LADY | 22m (74') | Fleming | 2001 | POA

Meticulously maintained and continuously upgraded in all areas, including: AV, Electronics, interior décor, galley, exterior soft goods, tender and much more. Jody O'Brien | Ft. Lauderdale +1 954 463 0600 | jody.obrien@fraseryachts.com

**BLACK PEARL | 18m (58') | Donzi | 2006 | POA**

A unique opportunity for the serious angler! A 58' express sportfish with new paint and in pristine condition.

Scott French | Ft. Lauderdale +1 954 463 0600 | scott.french@fraseryachts.com

**JADE 95 | 29m (95') | Jade Yachts | 2010 | 7,995,000 USD**

Style and Luxury abound in this modern large volume expedition yacht. Cat Power/ Four Staterooms, Bureau Veritas Classed.

Jeff Partin | Ft. Lauderdale +1 954 463 0600 | jeff.partin@fraseryachts.com

**MESHUGGENEH | 22m (74') | Fairline | 2007 | 2,950,000 USD**

Perfectly maintained and upgraded Fairline. Hydraulic swim platform with 15ft tender, upgraded AV, bow & stern thrusters, underwater lights, very low engine hours. Jose Arana, Jr. | Ft. Lauderdale +1 954 463 0600 | jose.aranajr@fraseryachts.com

**PRINCESS SARAH | 43m (142') | Richmond Yachts | 2007 | POA**

Designed with elegance and comfort, Princess Sarah is in pristine condition. Features 6 Staterooms with on deck master.

Scott French | Fort Lauderdale +1 954 463 0600 | scott.french@fraseryachts.com

**COSMOS | 70m (229') | Custom-New Build | 2014 | POA**

Striking global expedition ship from designers Claydon-Reeves. Massive owner cabin, dedicated hanger for Augusta 109 or similar. Build new or AHTS conversion. 7500nm range.

Jeff Partin | Ft. Lauderdale +1 954 463 0600 | jeff.partin@fraseryachts.com



FRASER YACHTS



KINGFISH | 32m (107') | Christensen | 1997 | POA

With her 26'4" beam she has large interior & exterior spaces. The elegant but relaxing mahogany interior has four spacious guest cabins plus crew, large salon, huge upper deck. Neal Esterly | San Diego + 1 619 823 9034 | neal.estery@fraseryachts.com



MEANDER | 25m (81') | Northern Marine | 2003 | 3,995,000 USD

Tremendous cruising capability, single Cat, 4200 mile range, interior that has been showcased in magazines, Bristol condition. Immediate sale desired. Neal Esterly | San Diego + 1 619 823 9034 | neal.estery@fraseryachts.com



OHANA | 32m (103') | Cheoy Lee | 1992/2002 | 2,900,000 USD

On deck master, 2 VIP's, skylounge, economical Cat's, new teak decks, fully serviced engine room. Full displacement, solidly built, 3000 mile range. Neal Esterly | San Diego + 1 619 823 9034 | neal.estery@fraseryachts.com



BEIJA FLOR | 35m (115') | Feadship | 1968/2009 | 4,450,000 USD

A distinguished looking yacht, Bristol condition. Complete refit, all machinery replaced. New C-18 Cats, new gens, zero speeds, recent exterior paint. Truly the finest classic Feadship in the world. Neal Esterly | San Diego + 1 619 823 9034 | neal.estery@fraseryachts.com



ANCHOR W | 35m (115') | Crescent Beach | 1997 | 3,995,000 USD

Built for and still owned by a Seattle boating family. Big beam, low hours on mains. Excellent condition. Will take smaller boat in trade. Neal Esterly | San Diego + 1 619 823 9034 | neal.estery@fraseryachts.com



KAUHALE KAI | 28m (90') | ABD Aluminum | 1996/2011 | 3,950,000 USD

A remarkable expedition yacht. Just completed 50,000 nm odyssey. Fully equipped, continued updates & excellent condition. Huge volume, fantastic owner's suite. Ready to go! Neal Esterly | San Diego + 1 619 823 9034 | neal.estery@fraseryachts.com

Sales | Charter | Management | Construction | Crew

Monaco
Ft. Lauderdale
San Diego
London
Viareggio

Palma
Seattle
Mexico City
Casa De Campo
Limassol

fraseryachts.com

The Superyacht Experts



FRASER YACHTS

STYLE & ELEGANCE . DESIGNED & BUILT IN ITALY
NEW AND PRE-OWNED AZIMUT SPECIALISTS

NEW AZIMUT YACHTS



2012 AZIMUT 78 MY - NOW IN STOCK #90168

2012 AZIMUT 72S - NOW IN STOCK #94160

2012 AZIMUT 70 FB - NOW IN STOCK #94158



2012 AZIMUT 64 FB - ON ORDER



2011 58 AZIMUT FB - DEALER DEMO, NOW IN STOCK #86392



2012 AZIMUT 40S - NOW IN STOCK #95191

ALSO IN STOCK: 2011 38 FLY, 2012 40 FLY, 2011 48 FLY & 2012 53 FLY - **ON ORDER:** NEW 2012 45 FLY, 2012 53 FLY & 2012 62S ITALIA

FEATURED BROKERAGE



AZIMUT 75 MY 2008

T-MAN V12 1360HP. HARDTOP, BRIDGE CRANE, 4 SRS + CREW, CUSTOMIZED, LOCATED IN THE NORTHEAST, US. ASKING \$2,975,000. STOCK #97045. **LISTING AGENT:** MICHAEL LENNON 631-988-2894 MOBILE.



AZIMUT 116 MOTOR YACHT 2008

TWIN MTU 16V 2000S 2400 HP. NAVY BLUE HULL, ON DECK MASTER, HEAVILY CUSTOMIZED AND LOCATED IN FLORIDA. STOCK #95760. **LISTING AGENT:** MICHAEL LENNON 631-988-2894 MOBILE.



AZIMUT 62 FLY 2004

910HP MTUS, EXCELLENT CONDITION, BOW AND STERN THRUSTERS, BRIDGE CRANE, TENDER WITH FREEDOM LIFT. LOADED. ASKING \$895,000 STOCK #99039. **LISTING BROKER:** MICHAEL LENNON



AZIMUT 62 EVOLUTION 2010

1015 CATS, TWIN SEA KEEPER STABILIZERS, BRIDGE CRANE & TENDER, MATTE CHERRY INTERIOR, LOADED, LOCATED IN THE NORTHEAST. ASKING 1,895,000. STOCK #99814. **LISTING BROKER:** MICHAEL LENNON



AZIMUT 55 FLY BRIDGE 2004

T-1212 CATS, 710 HP, BRIDGE CRANE & TENDER. WELL MAINTAINED/EQUIPPED W/UPDATES. IN THE NORTHEAST, US. ASK \$895K. STOCK #96308. **LISTING AGENT:** MICHAEL LENNON 631-988-2894 MOBILE.



AZIMUT 55 EVOLUTION 2006

C12 710HP CATS, HIGH GLOSS CHERRY, CREW CABIN, BRIDGE CRANE, LOCATED IN THE NORTHEAST, ASKING 785,000 STOCK #100778. **LISTING BROKER:** PAUL MAHONEY



AZIMUT 42 FLY 2002

TWIN 385CATS, TWO STATEROOMS, SUPER GRAND LUXE DECOR, HIGH GLOSS CHERRY INTERIOR, 400 HOURS ON MAIN ENGINES. ASKING \$299,000, STOCK #98312. **LISTING BROKER:** MICHAEL LENNON.

MARINEMAX HUNTINGTON, NY
155 WEST SHORE ROAD · HUNTINGTON, NY 11743
MICHAEL LENNON OR PAUL MAHONEY 631-424-2710

MARINEMAX NEWPORT, RI
10 BOWEN'S WHARF · NEWPORT, RI 02840
FRANK BRENNAN OR GARY GODDARD 401-782-9100

WWW.MARINEMAX.COM



MERLE WOOD & ASSOCIATES

SPECIALISTS IN THE SALE, PURCHASE, CHARTER & CONSTRUCTION OF THE WORLD'S FINEST YACHTS



296'/90m Corsair 2008 **NERO***

281'/86m Derecktor 2010 **CAKEWALK***



213'/65m Codecasa 2010 **LADY LAU***

200'/61m Feadship 2010 **APRIL FOOL***

SUPERYACHT DIVISION MERLE A. WOOD, III | PETER CROKE | THOM CONBOY | BOB MCKEAGE

CUSTOM YACHT DIVISION JOHN COHEN | CROMWELL LITTLEJOHN | BASSAM CHAHINE | KURT BOSSHARDT | DIRK JOHNSON | DMITRY LUKIN



188'/57m A&R 2001/10 **EXCELLENCE III***

174'/53m Oceanfast 2004 **SEABOWLD***



171'/52m Amels 2010 **BEL ABRI***

168'/51m Oceanco 1997/10 **LAZY Z***

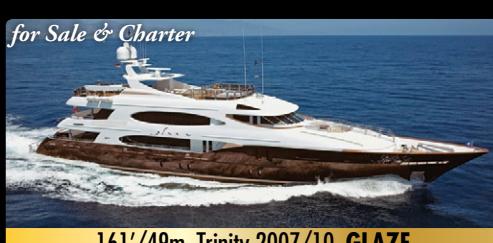
► AT THE MIAMI AND/OR PALM BEACH YACHT SHOWS OR IN THE AREA

* Not for sale or charter to US residents while in US waters.

PHONE: 954-525-5111 • FAX: 954-525-5165 • EMAIL: MAIL@MERLEWOOD.COM

www.MERLEWOOD.com

PLEASE VISIT US AT THE MIAMI BOAT SHOW - FEBRUARY 16 - 20, 2012
AND AT THE PALM BEACH SHOW - MARCH 22 - 25, 2012



► AT THE MIAMI AND/OR PALM BEACH YACHT SHOWS OR IN THE AREA

* Not for sale or charter to US residents while in US waters.

888 EAST LAS OLAS BOULEVARD • FOURTH FLOOR • FORT LAUDERDALE, FL 33301



154'/47m Perini Navi 1990/06 **ANDROMEDA LA DEA***



153'/47m Feadship 2001/10 **SEA RACER**



152'/46m Perini Navi 1991/07 **ANTARA***



145'/44m Benetti 2009 **LADY SHEILA***



145'/44m Heesen 1990/09 **AT LAST**



134'/41m Mondomarine 2013 **HULL #8***



132'/40m Trident Shipworks 1999 **CRILI**



131'/40m A&R 1987 **SILVER SHALIS**



130'/40m Westport 2005 **MY COLORS**



124'/38m Broward 2007 **HERITAGE III**



122'/37m CRN 1978/08 **LADY EVA***



121'/37m Heesen 2005 **HEESEN 37m HULL #4***



121'/37m Crescent 2003/10 **OLGA***



118'/36m Intermarine 2000 **SAVANNAH**



116'/35m Feadship 1970/08 **UTOPIA II***



112'/34m Leopard Express 2008 **LA IGUANA***



110'/34m Christensen 1992 **R RENDEZVOUS***



105'/32m Mangusta 2000/11 **HAMSA***



102'/31m Oceanfast 1989/11 **GAZELLE**



102'/31m Broward 1984/05 **LIQUIDITY**



101'/31m Leopard 2008 **PAN DEI 1***

► AT THE MIAMI AND/OR PALM BEACH YACHT SHOWS OR IN THE AREA

* Not for sale or charter to US residents while in US waters.

www.MERLEWOOD.com



96'/29m N.E. Boatworks 2003 **VAKOMAANO**



96'/29m Intermarine 2001 **KRISHELLE**



92'/28m Palmer Johnson 1985/11 **PEGASUS III**



90'/27m Pershing 2009 **MTG***



90'/27m Pershing 2008 **FRAILECH***



88'/27m Pershing 2003 **JK***



88'/27m Rayburn Custom 2004 **LADY VICTORIA**



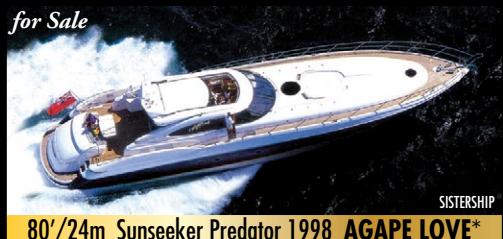
86'/26m Hatteras Sportfish 2002 **SPHEREFISH**



80'/24m Donzi Sportfish 2010 **R-80**



80'/24m Hatteras 2004 **OCEAN VIEW**



80'/24m Sunseeker Predator 1998 **AGAPE LOVE***



80'/24m DeVries Lentsch 1930/02 **LELANTA***



75'/23m Sunseeker 2005 **CHAIRMAN**



75'/23m Hatteras 2000/08 **VICTORY**



73'/22m Donzi Sportfish 2010 **R-73**



72'/22m Pershing 2008 **DOLCE VITA**



72'/22m Sunseeker 2006 **HIDE OUT***



72'/22m Overmarine 2001/10 **GABRIELA G***



70'/21m Hatteras 2003 **USELESS***



62'/19m Little Harbor 1982/07 **EASTERN SKY II**



40'/12m Aprea Mare 2000/11 **LOOKIN 4 ANDROMEDA***

► AT THE MIAMI AND/OR PALM BEACH YACHT SHOWS OR IN THE AREA

* Not for sale or charter to US residents while in US waters.

888 EAST LAS OLAS BOULEVARD • FOURTH FLOOR • FORT LAUDERDALE, FL 33301



KILLIAN

Yacht & Ship Brokers

BROKERAGE • NEW CONSTRUCTION • MANAGEMENT • CHARTER

Exclusive Central Listing



112' (34.1 m) WESTPORT BOOK ENDS

PRICED TO SELL IMMEDIATELY | INCREDIBLE VALUE!



151' (46 m) NORTHERN MARINE 2011 MONARCH

5 EN-SUITE STATEROOMS | SLEEPS TEN



Phone +1 (954) 522-9577 or e-mail: info@killianyacht.com

Follow us on:



KILLIAN YACHT & SHIP BROKERS

BAHIA MAR YACHTING CENTER

801 Seabreeze Boulevard, Fort Lauderdale, FL 33316

T. +1 954.522.9577 F. +1 954.522.9576 E. info@killianyacht.com

BROKERAGE • NEW CONSTRUCTION • MANAGEMENT • CHARTER



**280' (85 m) CUSTOM SUPER YACHT, 2015
ARJUNA**



**226' (68.9 m) LUXURY EXPEDITION SHIP
SARSEN**



**188' (57.3 m) CUSTOM SPORT SUPER YACHT, 2015
ROHAN**



**145' (44.2 m) CUSTOM DUTCH DESIGN, 2015
DUTCH TREAT**



**112' (34.1 m) PAX NAVI, 2007
BLUE EYES**



**108' (32.9 m) MOTORSAILOR GULET, 2004/2008
QUASART**



**92'10" (28.3 m) HATTERAS
DAYDREAM IV**



**70' to 80' ROSCIOLI DONZI SPORT FISHERMAN
SPECIAL OPPORTUNITIES AVAILABLE!**



Please visit: www.killianyacht.com to view all
our spectacular yachts!

Follow us on:





ALLENBY & ASSOCIATES

Specializing in the Sale, Purchase & Charter of the World's Finest Yachts



CENTRAL AGENT



“SPLASH” 100' RAYBURN MY 2008

An exquisite custom built Motoryacht that is virtually new. Popular C-32 Cat engines, 1650 HP, 2 Northern Lights gen sets, electrical power converter, bow & stern thrusters. Equipped with state-of-the-art electronics & equipment & built to the highest standards. Superior joinery w/African Sapele Mahogany wood & custom inlays. A spacious 4 stateroom layout w/2 additional staterooms for crew. The spacious salon is very comfortable with custom furnishings. There is a formal dining area for 8. The galley is open & very spacious including an island cooking station and breakfast dinette. The enclosed sky lounge features navigation & helm station, aft is a dinette seating area w/a full sit down wet bar and L-shaped dining settee. The outside bar and seating is underneath a hardtop. Aft of the sky lounge is a 6 person custom Jacuzzi w/a very spacious boat deck. A must see! *Not for sale or charter to U.S. residents while in U.S. waters.



CENTRAL AGENT



“D-FENCE” 107' PRESIDENT MY 2008

This 2008 President 107' Tri-Deck Motoryacht sets the trend for larger fiberglass yachts being built with extremely high quality and craftsmanship. “D-FENCE” boasts a 24' beam with walk around decks. In addition, her lightweight construction enables her to cruise at displacement or planing speeds. This pedigree yacht is fully equipped with state-of-the-art electronics, machinery and equipment. This Tri-Deck Motoryacht is ready to cruise. Her innovative design and spacious layout sets a new standard for mid-sized Tri-Deck Motoryachts in her class. Trades considered.

CONTACT CLIFFORD ALLENBY

TOLL FREE: 888-511-8863 • CELL: 954-647-5055 • EMAIL: CALLENBY@AOL.COM • WWW.ALLENBYYACHTS.COM



ALLENBY & ASSOCIATES

Specializing in the Sale, Purchase & Charter of the World's Finest Yachts



"HIDE OUT" 112' WESTPORT MY 2007

This wide-beam four stateroom Motoryacht is fully equipped with the latest technology in both entertainment and navionics systems. Her interior is finished in warm cherry wood, Italian marbles and polished granite. "HIDE OUT" has a wonderful layout providing plenty of space for entertaining and dining in several different environments including a spacious aft deck, flybridge bar and sun lounge. The 16V2000 series engines provide "HIDE OUT" the capabilities to achieve speeds of up to 24 knots. This shallow draft Westport Motoryacht is one of the most comfortable & quiet running yachts in her class.



CENTRAL AGENT

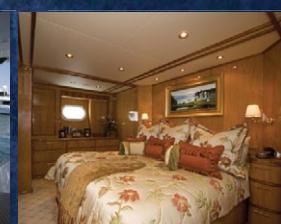


"ISLAND TIME" 105' BROWARD MY

Extensive refit in 2006. Accommodations for 6 guests & 4 crew, spacious aft deck for lounging and alfresco dining. Sophisticated contemporary interior, country style galley with custom granite & stainless steel appliances. A/C Lazarette with dive gear, dive compressor, freezers, commercial ice machine, etc. Aft deck flat screen TV, spiral stairway to flybridge, sun lounge with Jacuzzi, flybridge flat screen TV, all the toys! Updated pilot house electronics including underwater camera system and underwater lights. A must see! Seller will consider aircraft trade. *Not for sale or charter to U.S. residents while in U.S. waters.



CENTRAL AGENT



"KRISHELLE" 95' INTERMARINE MY 2001

Features include popular DDEC 12V2000 engines, twin 45 KW Northern Lights gen sets, full walk around decks, spacious flybridge with wet bar, sunning areas and dining settee. Spacious aft deck is complete with wet bar and TV. A "Country style" kitchen with open galley has roomy wrap around seating. Accommodations for six in three staterooms. Built to ABS Classification and currently is in class. "KRISHELLE" is set apart from the rest in quality, design, equipment, anigre joinery, interior decor and over all condition. A must see for anyone looking for the perfect Motoryacht in the 100' range! Trades considered.

CONTACT CLIFFORD ALLENBY

TOLL FREE: 888-511-8863 • CELL: 954-647-5055 • EMAIL: CALLENBY@AOL.COM • WWW.ALLENBYYACHTS.COM

NOW
FRACTIONALLY
PRICED
@ \$9,000 per Month P&I



NOW
FRACTIONALLY
PRICED
@ \$9,000 per Month P&I

192' motor yacht Islander

AN EXCEPTIONAL YACHTING EXPERIENCE



Understated opulence and unbelievable space are the hallmarks of the 192-foot motor yacht Islander. With a beam of nearly 36 feet, Islander has huge on deck areas and massive interior volume. Built with world cruising in mind, Islander has every comfort and amenity imaginable for a pleasurable holiday or an extended voyage. The Sun Deck is immense featuring a heated pool with whirlpool jets, oversized sun pads, barbecue and a fully equipped bar that seats sixteen. Motor yacht Islander is equipped with tenders, wave runner, windsurfer, kayak, snorkel and scuba gear, and water toys.

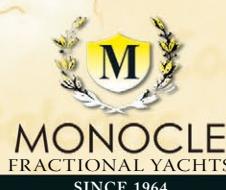


SPECIFICATIONS

Length:	192' (58.52m)
Beam:	35'10" (10.70m)
Draft (light):	6'11" (2.1m)
Draft (full load):	7' 8" (2.3m)
Year Built:	1991, Australian Yacht Builders (Refit 2010)
Guests:	12
Engines:	MTU 12V4000
Speed:	18 knots (max) 14 knots (cruise)
Fuel:	9 knots 121 LPH / 32 GPH
Range:	4,000 nautical miles

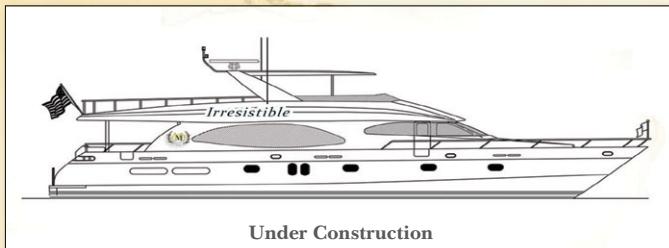
RECREATION EQUIPMENT

25' Chris-Craft Launch • 22' Novurania Tender
12' AB tender • 2 SeaDoo Jetskis
22' heated pool (6' deep) with whirlpool jets
Waterskis and tow • Snorkel equipment • SCUBA gear
Kayak • Windsurfer • Sportfishing equipment
Amenities
Wheelchair access throughout • Passenger elevator to all levels • Multisystem Video • Satellite Television • Barbecue





Monocle Offers Lifestyle Choices With Exceptional Financing.



Under Construction



\$3,500 a month P&I

The brand new M/Y IRRESISTIBLE is the perfect way to enter the exciting world of yachting without the fear of financial exposure normally associated with a yacht purchase. Purchasing a fractional share of a yacht is a safe investment because your investment is low, your quarterly contribution toward the operating expenses is minimal and when the time comes to sell your share, it's quick and easy.

A 10% share in the M/Y IRRESISTIBLE IS \$300,000 (which can be 100% financed) and your quarterly contribution toward the operating expenses is only \$7500. 10% ownership entitles you to 4 weeks of use annually. Monocle assumes all the management responsibilities for the yacht including crew, repairs, maintenance etc. for the LLC that owns your particular yacht.

Monocle is introducing the M80 series, built for the classic family who likes to explore new surroundings while enjoying all the comforts of home in a comfortable environment. The lower deck contains a full beam master with his and her bathrooms and two queen size guest suites with en-suite baths and ample closet space. Topside will contain a sun lounge area, Jacuzzi spa, jet ski, kayak and tender. After a perfect day of fishing you can grill your catch on the BBQ top side or a sit down home style meal in the dining room prepared especially for you by your own crew. No matter what the time you will enjoy endless days of relaxation and good old fashioned family fun.

Monocle Advantage	Individual	Monocle @10% Share
Specification	New 80'	New 80'
Total Purchase Price	\$3M plus	\$300,000
Annual Operating Expenses	\$500,000	\$30,000
Crew Members	2	3
Actual Annual Use	2-3 Weeks	4 Weeks
Personal Enjoyment	Some	Total Pleasure
Resale Ability	Poor	Excellent
Aggravation	All	None

Caviar and Champagne are synonymous with the luxurious 100' 4 stateroom M/Y PERFECT HARMONY. She is cultured and refined yet comfortable and unstructured. Your five star Chef will prepare formal sit down dinners in the elegant dining room and serve cocktails and hors-d'oeuvres on the top deck under the stars.

Her sophisticated accoutrements offer a touch of elegance that sets the tone for the lifestyle anticipated and expected with yachts of this magnitude.

If cruising the French Riviera or the Amalfi Coast aboard your own private yacht sounds like a dream come true than this is the opportunity that will meet all of your expectations. She is capable of cruising the Mediterranean for the summer and the Caribbean or the lush Islands of the Bahamas in the winter but whatever the itinerary you will surely get spoiled by your professional and attentive 4 person crew allowing you the time to rest and relax.

Along with her luxurious and spacious interior she boasts all the toys such as jet skis, extensive dive equipment and a 25' center console fishing boat. This is truly a yacht designed for the elite but is now available to everyone with a 10% share entitling you to 4 weeks total luxury every year. Since there are only a few shares remaining in this exceptionally priced motor yacht Monocle is now offering them at 100% financing with a total monthly P&I payment of only \$3,500. Now your dream can come true and at a fraction of the price.

Monocle Advantage	Individual	Monocle @10% Share
Specification	New 100'	New 100'
Total Purchase Price	\$5M	\$3,500 P&I Monthly
Annual Operating Expenses	\$600,000	\$40,000
Crew Members	3	4
Actual Annual Use	2-3 Weeks	4 Weeks
Personal Enjoyment	Some	Total Pleasure
Resale Ability	Poor	Excellent
Aggravation	All	None



ALSO FOR
CHARTER

HARBOUR ISLAND 180'0" (54.9 m) 2011 NEWCASTLE SHIPYARDS



ALSO FOR
CHARTER

NOT FOR SALE TO US RESIDENTS WHILE IN US WATERS

VICTORIA DEL MAR 121'0" (36.9 m) 2001/2008 MOONEN



MOON RIVER 101'0" (30.8 m) 1997/2009 PALMER JOHNSON



BLUE STAR 87'0" (26.5 m) 1987 BURGER



SALES | NEW CONSTRUCTION | CHARTER

561.833.4462 | WorthAvenueYachts.com | Team@WorthAvenueYachts.com
150 Worth Avenue, Suite 136 | Palm Beach, FL 33480



SURYA 85'0" (25.9 m) 2004/2005 PACIFIC MARINER



MONTAGE 80'0" (24.4 m) 2009 OCEAN ALEXANDER



DARWIN CLASS 85'4" (26.0 m) CANTIERE DELLE MARCHE



115'0" (35.0 m) CANTIERE DELLE MARCHE

EXCLUSIVE CANTIERE DELLE MARCHE AGENT FOR THE AMERICAS

ALSO FOR
CHARTER



NAMOH 125'0" (38.1 m) 2003 CHEOY LEE



WORTH AVENUE
YACHTS



RUSALKA 118'0" (36.0 m) 1994/2004 CHRISTENSEN



REMEMBER WHEN 162' 2011 CHRISTENSEN TRI-DECK M/Y
CALL JACK ROBERTSON: 772-260-1364



LADY R 84' 2007 LAZZARA M/Y
CALL STEVE BARCANSKY: 561-722-5675



OCTANE 84' 2007 LAZZARA M/Y
CALL DAVE MEYER: 561-722-1047

**YOU CAN ONLY GET
THERE BY SEA.**

GO WITH THE TEAM WHO KNOWS THE WAY.



TEMPTATION 123' 2005 PALMER JOHNSON M/Y
CALL JIM WALLACE: 561-308-3467



TENACITY 109' 2001 HARGRAVE M/Y
CALL JAY HENDRIX: 561-847-6169



SHERRI LYNN 101' 2010 HARGRAVE M/Y
CALL MIKE McCARTHY: 772-631-2838



NO NAME 100' 2004 BENETTI M/Y
CALL JACK ROBERTSON: 772-260-1364



DA BUBBA 99' 2005 HARGRAVE M/Y
CALL JOHN STRADER: 954-610-4478



UNPLUGGED 94' 2001 LAZZARA M/Y
CALL MARK PARKER: 561-371-2615

NEW YACHT SALES | BROKERAGE | NEW CONSTRUCTION | CHARTER

TO SCHEDULE A PRIVATE VIEWING OF THE HMY YACHT SHOWCASE CALL 561.833.6060
TO VIEW OUR FULL LINE OF LARGE MOTORYACHTS VISIT HMY.COM/MOTORYACHT



Yachts



The Marine Group

YACHT SALES • CHARTER • NEW CONSTRUCTION



151' TACOMA 1993/2008. Major \$6M refit in 2008 to include Quantum Zero stabilization, all new teak decking, new galley & all new mechanical systems. Accommodations include huge on deck master & 4 en-suite king S/Rs. Truly pristine throughout. Joint CA Dean Young in PB.



We will build to your specs: 100' - 180'. Designed to carry up to a 48' Gameboat on board. Innovative retrieve/launch system, up to 40,000 gals of fuel. Opulent interior makes for the ultimate mothership operation. Call Michael Matlack in PB.



108' BROWARD 1995. 16V92TA power, 4 stateroom layout, davit, 2001 Zodiac. A spacious Raised Pilothouse Motoryacht with 5' extension added by Roscioli Shipyard. Many recent updates, ready to entertain. Call Lon McCloskey in PB.



95' HORIZON 2007. Absolutely NEW condition with less than 200 hours on 1650hp CATs. Designed by experienced Yachtsmen and their longtime captain. No expense spared in her construction and exceptional upgrades. Call Dean Young in PB.



87' QUEENSHIP 2001. One owner designed and built by quality craftsmen to a superior spec. Superb interior finish and layout. One of only a few large SF on the market. Two boat owner will deal. Call Lon McCloskey in PB.



84' MCMULLEN & WING 2005. Exquisite quality. 3 staterooms & mid-galley. Tender garage. Rolls Royce Jet Drives, shallow draft. 900 hours on 16V2000 MTUs. Fresh paint. Mint condition. Call Lon McCloskey in PB.



82' HORIZON CPM/Y 2006. C-30 CATs, twin 27.5kw Onan gens, 4 staterooms plus crew. All the best equipment available. First class in every way. Asking \$2.9M Call Larry Masterman in PB.



80' OCEAN ALEXANDER CPHM/Y 2007. C-32 CATs, 3 suites plus crew. Totally custom built with all amenities including on board gas station. Immaculate, proven long distance cruiser with exceptionally quick top end. Call Yolanda Phinney, CPYB in PB.



62' MCKINNA SPORT YACHT 2009. C-18 CATs provide speeds up to 34 knots. Spacious 3 stateroom layout with incredible joinery throughout. Spectacular yacht in like new condition. Call Bill Snyder in PB.

Luxury Charters Worldwide



"LADY BEE" 142' CHRISTENSEN MOTORYACHT

Accommodates: 12 guests in 6 staterooms.
Spring/Summer 2012 - Bahamas



"RD" 82' ROYAL DENSHP SPORT YACHT

Accommodates: 8 guests in 4 staterooms.
Based in Nassau, Bahamas



"ISLAND GIRL" 75' HATTERAS SPORTDECK MOTORYACHT

Accommodates: 6 guests in 3 staterooms.
Spring/Summer 2012 - Caribbean

 **HORIZON**
Preferred Partner

PALM BEACH: (561) 627-9500

www.marinegroup.com

FT. LAUDERDALE: (954) 463-4300



The Marine Group

YACHT SALES • CHARTER • NEW CONSTRUCTION



HORIZON EP148 - Available 2012



HORIZON P130+



HORIZON RP110



HORIZON EP105 - Available for Immediate Delivery



HORIZON E88 - Available September 2012



HORIZON V74 - Available Spring 2012



HORIZON EP69 - Available for Immediate Delivery



HORIZON PC58

The Marine Group is the Florida East Coast Preferred Partner for Horizon Yachts.

 **HORIZON**
Preferred Partner

PALM BEACH: (561) 627-9500

WWW.marinegroup.com

FT. LAUDERDALE: (954) 463-4300



ODISEA
INTERNATIONAL YACHT SALES

BROKERAGE | NEW CONSTRUCTION | CHARTER



OCEAN ALEXANDER® 120 | 135 | 155 BY



REMEMBER WHEN

49.39 M (162') CHRISTENSEN 2011

Jeffery Ferguson 954-501-8000

MCA compliant. Accommodating up to 12-14 guests in six staterooms. Features include air conditioning on exterior decks, an all-levels elevator, helipad and an integrated dynamic positioning system (DP).



Photos by Stephen Cridland





ODISEA
INTERNATIONAL YACHT SALES

BROKERAGE | NEW CONSTRUCTION | CHARTER



OCEAN ALEXANDER® 120 | 135 | 155 BY



AGHASSI

44.2 M (145') CHRISTENSEN 2002

Jeffery Ferguson 954-501-8000

MCA compliant. Accommodating up to 10 guests in five staterooms. Features include a 10-foot swim platform and a sky lounge that converts into a cinema with a 50" flat screen and surround-sound system.



Photos by Stephen Cridland





BRADFORD MARINE YACHT SALES



1985 151' Bannenberg Designed Feadship
Five SR's | Original Owner
CA Whit Kirtland - (305) 793-5886



2011 125' Northcoast Motor Yacht
Sleeps 10 in 5SR's + Crew | CAT's
CA Whit Kirtland - (305) 793-5886



1996 115' Greenbay Marine
4 Guest SR's | ABS Certified
CA Tucker Fallon - (954) 801-3645



1971 115' Breaux Baycraft
Caterpillar D346's | 4 SR's + Crew
CA Whit Kirtland - (305) 793-5886



TRADES OK

Asking \$1,595,000

1995 110' Broward
Rebuilt Detroit Diesel's 150 Hrs
4 SR's + Crew | New Generators
Co-CA Steve Fill - (954) 815-8320



1993 105' Broward Raised Pilothouse
MTU 2000's | Recent Paint Job
CA Douglas Smith - (954) 478-7403



2006 105' Leopard
6000 HP MTU's | 4 SR's + Crew
CA Whit Kirtland - (305) 793-5886



2000 100' Azimut
New to Market | Call for Details
CA Whit Kirtland - (305) 793-5886



1995 100' Mangusta
Asking \$1,395,000 | Trades Considered!
CA Chis Saumsiegle - (954) 270-5617
Bring Offers



1988 95' Broward Motor Yacht
Motivated Seller | Long Range Cruiser
CA Douglas Smith - (954) 478-7403



1987 94' Broward
Bimini Top | Fly Bridge | 3 SR's + Crew
CA Whit Kirtland - (305) 793-5886



1984 90' Broward
Captain Maintained | 3 SR's
CA Douglas Smith - (954) 478-7403



1997 84' Hatteras Elite Series
Recent Paint and Upgrades | Wide Body
CA Douglas Smith - (954) 478-7403



1998 84' Monte Fino
2700 HP CAT's | 3 SR's + Crew
CA Whit Kirtland - (305) 793-5886



1963 83' Trumpy CPMY
New Bradford Marine Paint Job
CA Shaun Mehaffey - (954) 658-2626



80' Christensen/Westport
Trans-Atlantic Veteran
CA Tucker Fallon - (954) 801-3645



2005/2006 80' Cheoy Lee
Custom Built | 4 SR's + Crew | Walkaround
CA Whit Kirtland - (305) 793-5886



1974/1996 80' Burger
Captain Maintained | Ready to Cruise
CA Whit Kirtland - (305) 793-5886



1997 77' Tarrab | 680 Hours Only
Owner Financing Available 4.9%
CA Chis Saumsiegle - (954) 270-5617
\$695 Bring Offers



2002 75' Fleming CPMY
CAT 3412's | Mint Condition
CA Whit Kirtland - (305) 793-5886



Scan to View all of our Yachts for Sale
or go to BradfordMarineYachtSales.com

To Learn About Free Dockage or One of Our Yachts Contact Us
(954) 377-3900 or info@BradfordMarineYachtSales.com
[www.BradfordMarineYachtSales.com](http://BradfordMarineYachtSales.com)



BRADFORD MARINE YACHT SALES

**FREE
DOCKAGE
For Central
Listings**



REDUCED!

1999 74' Hatteras Sport Deck
New Paint | Custom Layout
CA Parker Bogue - (305) 793-3612



NEW LISTING

2009 72' Vicem
3 SR's + Crew | Mahogany Interior
CA Tucker Fallon - (954) 801-3645



2005 72' Offshore CPMY
Midship Master | Galley Open to Salon
CA Tucker Fallon - (954) 801-3645



1991 72' Viking Motor Yacht
1080HP Detroit's | Full Beam Flybridge
CA Carlos Navarro - (954) 465-4501



2008 72' Hatteras Motor Yacht
4 SR's + Crew | Full Hard Top
CA Parker Bogue - (305) 793-3612



1996 70' Hatteras
One Owner | Low Engine Hours
CA Douglas Smith - (954) 478-7403



2000 70' Hatteras Convertible
3412 CAT's | 4 SR's
CA Whit Kirtland - (305) 793-5886



1989 67' Hatteras
Priced To Sell At \$499,000
CA Whit Kirtland - (305) 793-5886



2009 66' Grand Harbour
Four Stateroom | International Electric
CA Tucker Fallon - (954) 801-3645



1992 65' Hatteras M/Y
12V71's | Galley Up | Mint Condition
2 Boat Owner | Make Offer
CA Steve Fill - (954) 815-8320



2003 65' Ocean Odyssey
Custom Interior & Open Galley
CA Tucker Fallon - (954) 801-3645



2005 65' Carver Marquis
MTU 12V 2000's 564 Hrs | 3SR's + Crew
Galley Up | Bow & Stern Thrusters
CA Steve Fill - (954) 815-8320



1999 61' Queenship
Clean | CAT's | Cruise Ready
CA Parker Bogue - (305) 793-3612



1998 60' Offshore PHMY
3 SR's | Galley Up | \$699,000
CA Steve Fill - (954) 815-8320



2000 58' Viking Enclosed Bridge
3 SR's | Captain Maintained
CA Whit Kirtland - (305) 793-5886



2007 58' Sea Ray Sedan Bridge
1800HP MAN's | 3 SR's
CA Chis Saumsiegle - (954) 270-5617



REDUCED!
2003 57' Bertram 570
Huge Cockpit | Low Hours | Spacious
CA Chis Saumsiegle - (954) 270-5617
Bring an Offer Trades Considered



Not Offered To US Residents While In US Waters
2006 55' Atlantis Express Cruiser
Large Glass Hardtop | Electric Garage Lift
CA Chis Saumsiegle - (954) 270-5617



2006 55' Neptunus Cabrio Express
Runs at 28 Knots | Tops at 37 knots
CA Chis Saumsiegle - (954) 270-5617
\$545K Make Offer



2001 55' Viking Sportfish
Impeccably Maintained | 3 SR's
CA Carlos Navarro - (954) 465-4501

To Learn About Free Dockage or One of Our Yachts Contact Us
(954) 377-3900 or info@BradfordMarineYachtSales.com
www.BradfordMarineYachtSales.com

LUXURY YACHT CHARTERS



ALLIED MARINE
A FERRETTIGROUP COMPANY



Casuarina | 1998 124' Delta
\$6,999,000 | Jim McConville, 954.849.0855



Photo by Chesler Photography

Corona Del Mar | 1991 120' Mefasa
\$2,799,000 | Gary Goldman, 954.330.8958



Spirit of Salima | 2006 112' Tecnomar
€4,380,000 | Chris Coughlin, 239.776.4449



Island Time | 1991/2008 110' Broward
\$2,695,000 | Jim McConville, 954.849.0855



Marbella | 1996 108' Monte Fino
\$2,395,000 | Jim McConville, 954.849.0855



Crowned Eagle | 2001 98' Destiny
\$4,999,000 | Jim McConville, 954.849.0855

FT. LAUDERDALE: 954.462.5527 • MIAMI: 305.633.9761 • NAPLES: 239.262.6500 • NEWPORT: 401.619.3622

SAG HARBOR: 866.693.7796 • STUART: 772.692.1122 • WWW.ALLIEDMARINE.COM





Criscate G | 2010 97' Custom Line
\$9,600,000 | Eric Frank, 954.600.0369



2012 Ferretti 881
Contact your local sales office for more information



Inspiration | 2010 Ferretti 881RPH
\$5,950,000 | Eric Frank, 954.600.0369



Incognito | 2002 88' Pershing
\$2,349,000 | Bill Shewbridge, 954.303.4033



Lollipop | 2002 80' Azimut
\$1,749,000 | Tommy Thompson, 954.205.7979



2010 Ferretti 731
\$2,950,000 | Chris Coughlin, 239.776.4449

FT. LAUDERDALE: 954.462.5527 • MIAMI: 305.633.9761 • NAPLES: 239.262.6500 • NEWPORT: 401.619.3622

SAG HARBOR: 866.693.7796 • STUART: 772.692.1122 • WWW.ALLIEDMARINE.COM

DREAM | DIAMONDS ARE FOREVER



AVAILABLE FOR CHARTER

This stunning 200' (61 metre) BENETTI features a signature Evan Marshall interior comprising of two panoramic master suites, four guest staterooms, elevator to all decks, a full beam skylounge and vast open & shaded deck areas.

PETER THOMPSON | pt@ocyachts.com | Mob +44 7788 755334

MICHAEL WHITE | mike@ocyachts.com | Mob +44 7785 360845

ZÜRICH | ALCORNE | ANTIBES | ATHENS | AUCKLAND | DUBAI | DÜSSELDORF | FORT LAUDERDALE |
GENEVA | LONDON | MONACO | MUMBAI | NEW YORK | PALMA DE MALLORCA | USTER | VIENNA |

OCEANINDEPENDENCE.COM

SEE AT MIAMI AND PALM BEACH BOAT SHOWS



SCOCEAN

HARGRAVE

800.551.9590 | 954.463.0555 | SALES@HARGRAVE.ORG | WWW.HARGRAVECUSTOMYACHTS.COM | 1887 WEST SR 84, FT LAUDERDALE, FL 33315

FEBRUARY 16 - 22, 2012 | COLLINS AVENUE | MIAMI BEACH | DIRECTLY ACROSS FROM THE EDEN ROC HOTEL | RAMP 21

125' HARGRAVE RASED PILOTHOUSE | DELIVERY SUMMER 2012

If you've never been on a 125' raised pilothouse with a 25' beam you're in for a real surprise. While on paper it may look like only a slightly larger version of a 100' Hargrave raised pilothouse, trust me, the cubic difference will blow you away. The high customized interior from top rated Yacht Interiors here in Fort Lauderdale features four king berth cabins and spacious crew cabins to match. Considering chartering you next boat? This yacht will be A rated with her functional floorplan, Platinum level electronics and A/V equipment package, Naiad "At Rest" stabilizer system, reliable Caterpillar 1825 hp C-32 Acert main engines, twin Caterpillar 44kW generators, premium sound insulation and vibration dampener package. Cross the Atlantic in comfort and safety in this proven Italian hull design. \$14,300,000 with full warranties.

74' HARGRAVE MOTORYACHT | DELIVERY SUMMER 2012

Make this the summer of your lifetime onboard this brand new custom built Hargrave. For slightly more than a typical production boat you can experience a level of quality that can only be found on a Hargrave while enjoying the kind of service support that our owners tell us is the best in the industry. This four cabin boat is on schedule for late spring delivery and we even equipped it with a removable hardtop for heading into the Great Lakes. Powered by dependable Cat C-18TA engines at 1150 hp, loaded with high end Furuno electronics, and a full complement of nice touches like Satellite TV, Sea Recovery 700 gpd watermaker, and 14' Yamaha powered inflatable. Offered at \$4,200,000 with full warranties.

IF YOU BUILD A HARGRAVE IT WILL CHANGE YOUR LIFE. WE GUARANTEE IT!

If you ask any Hargrave owner they will tell you that building their custom yacht was a once in a lifetime experience for them. In fact, over 50% of our owners returned to build more than one Hargrave. Over the past twelve years Hargrave has perfected a management and production system that removes the risk and uncertainty historically associated with custom building and allows our Hargrave owners to enjoy the incredible sense of satisfaction that comes from a creative project like this. When you look at our program, our competitive pricing, our special terms, and then look at the finished product and you will agree that building your own custom Hargrave may be your best option. For more information go to our new boat web site - www.hargravecustomyachts.com.

HARGRAVE

800.551.9590 | 954.463.0555 | SALES@HARGRAVE.ORG | WWW.HARGRAVEYACHTSALES.COM | 1887 WEST SR 84, FT LAUDERDALE, FL 33315

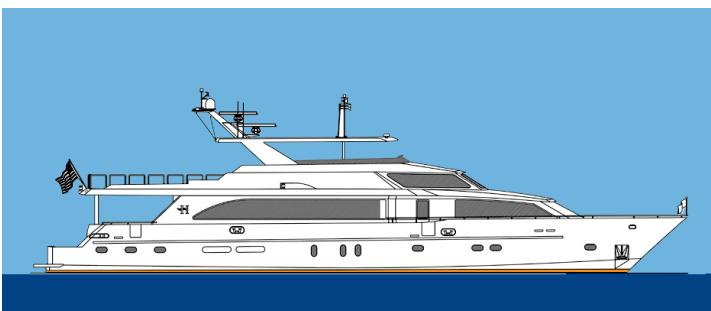
FEBRUARY 16 - 22, 2012 | COLLINS AVENUE | MIAMI BEACH | DIRECTLY ACROSS FROM THE EDEN ROC HOTEL | RAMP 21

IMMEDIATE GRATIFICATION!!



66' MONTE FINO RAISED PILOTHOUSE | 2010 EUROPEAN EDITION

Check this boat out if you're serious about world cruising! Created by top European designers, this handsome yacht offers a unique four stateroom floorplan, powered by reliable Cat C-18 engines, 50/60 cycle power system, and equipped with every convenience including a hydraulic boarding ramp. Enjoy your private master suite located aft with a grand view from the picture window in the stern. This is not another "me too" motoryacht. Very low hours, extended warranties available, and trades considered. Asking \$2,495,000.



114' HARGRAVE RAISED PILOTHOUSE | DELIVERY SUMMER 2012

New Jack Sarin hull serves as the platform for this exciting new Hargrave model with a four king berth stateroom layout with crew aft. 1900 hp Cat C-32 Acerts powers this fast, powerful offshore cruiser. Our popular country kitchen forward, formal dining for ten, large salon and aft deck and a great 6' cockpit with live well. \$10,275,000 with full warranties.



136' HARGRAVE TRI DECK | 2011 MODEL EUROPEAN EDITION

Luxury Yachts of the World called this five stateroom yacht one of the best in the world when she was launched and cited her as an example of cutting edge European design. This is a serious yacht for world cruising with a full displacement hull, reliable Cat C-32 1825 hp engines, and fully certified by RINA for unlimited offshore. Offered at \$18,995,000.



90' HARGRAVE SKY LOUNGE | VERY LOW HOUR 2009 MODEL

This exciting yacht looks new, smells new, and feels new - it looks like it did the day we delivered it. Designed to be run by the owner and his wife, it has four large staterooms plus one cabin aft for occasional crew. Cat C-30 engines and loaded with options. Boat is an absolute star. Reduced \$627,000. Now asking \$5,250,000.



97' HARGRAVE FLUSH DECK | 2006 WITH \$400,000 CHARTER GUARANTEED

Reminiscent of a smaller version of Malcolm Forbes' HIGHLANDER which was also designed for dual purpose entertaining. It delivers a five star charter experience for twelve guests in five deluxe staterooms and can comfortably handle up to 50 guests for special events. If entertaining in style is one of your goals, you really need to see this boat. \$4,500,000.

954.316.6364

2957 STATE ROAD 84. FORT LAUDERDALE, FL 33312
INFO@WESTPORTYACHTSALES.COM • WWW.WESTPORTYACHTS.COM

CHRIS JUNE • BRYAN LONG • ANDREW MILES • CAMM MOORE • MARK PECK
CLAUDE RACINE • RALPH RAULIN • ALEX ROGERS • JOHN VARGA • MIKE WILLIAMS



New Construction
WESTPORT 164



New Construction
WESTPORT 130



New Construction
WESTPORT 112



New Construction
WESTPORT 98



New Construction
PACIFIC MARINER 85



130' Westport Tri-Deck MY 2005 "BELIEVE"
Camm Moore, C.A.



Not for sale to U.S. residents while in U.S. waters
114' Hatteras 1994 "LADY MONROE"
Alex Rogers / Chris June, C.A.'s



112' Westport RPHMY 2007 "STEADFAST"
Alex Rogers, C.A.



112' Westport RPHMY 2008 "ESTANCIA"
Camm Moore, C.A.



103' West Bay 2001 "MOON RIVER"
Mark Peck, C.A.

SEE OUR COLLINS AVENUE DISPLAY AT THE MIAMI YACHT & BROKERAGE SHOW FEB. 16-20, 2012

WESTPORT

SINCE 1964



98' Queenship 1993
Mark Peck, C.A.



95' Westport RPHMY 2001
Bryan Long, C.A.



90' Hatteras SF Conv 1997
Ralph Raulin, C.A.



88' Tarrab CPMY 2002
Andrew Miles, C.A.



85' Pacific Mariner 2010
Andrew Miles, C.A.



82' Horizon 2005
Mike Williams, C.A.



80' Lazzara 1998
Mark Peck, C.A.



78' West Bay 2002
Claude Racine, C.A.



75' Hatteras 2001
Alex Rogers, C.A.



74' Hatteras 1999
Alex Rogers, C.A.



70' Symbol 2006/2007
Chris June / Alex Rogers, C.A.'s



66' Ocean SF 1999
Bryan Long, C.A.



65' Princess 2003
Andrew Miles, C.A.



65' Pacific Mariner 2003
Bryan Long, C.A.



65' Pacific Mariner 2005
John Varga, C.A.

Visit
our display
Miami Yacht and
Brokerage Show 2012
- Feb 16th - 20th 2012

NAUTIKOS

Official Sunseeker Distributor



Luxury motor yachts
from 40 to 155 feet

SUNSEEKER NAUTIKOS GROUP – THE ONLY OFFICIAL DISTRIBUTOR IN FLORIDA

2012 MANHATTAN 73



The Manhattan 73 is defined by its ingenious use of space. The vessel enjoys increased volume not just by length but courtesy of the broad beam that's carried lower in the hull. This enables a third full-size double stateroom on the lower deck, plus plenty more headroom throughout. The main saloon is now also on one single, sweep-through level, providing a vast entertainment space.

2012 PREDATOR 54



A blend of open boating lifestyle with luxurious accommodation for up to 6 guests in three cabins. The new Sunseeker Predator 54' has a tender garage and hydraulic platform for more water toys, huge cockpit for entertaining and exciting on water performance for all cruising needs.

SUNSEEKER NAUTIKOS AT THE MIAMI YACHT AND BROKERAGE SHOW 2012

in front of the Fountainebleau Hotel, Collins Av. Miami Beach.

OUR EXTENSIVE DISPLAY WILL ALSO INCLUDE:

MANHATTAN 63



PREDATOR 60



PORTOFINO 48



VISIT OUR WEBSITE AT WWW.SUNSEEKERFLA.COM | EMAIL INFO@SUNSEEKERFLA.COM

Sunseeker Florida | Monty's Marina | 2550 South Bayshore Drive | Coconut Grove | Florida 33133 USA | Tel. 305-856-4050

Sunseeker Ft Lauderdale | 1535 SE 17 Street | Fort Lauderdale | Florida 33316 USA | Tel. 954 463 3888

Sunseeker Tampa | 13916 Chandron Drive | Odessa | Florida 33556 USA | Tel. 813 997 0503



Official Sunseeker Distributor



Luxury motor yachts
from 40 to 155 feet

"BEST
IN WORLD"
Sunseeker Customer Service
Award 2011

SUNSEEKER NAUTIKOS GROUP – THE ONLY OFFICIAL DISTRIBUTOR IN FLORIDA

2010 34 METER YACHT – POA



Twin MTU 2,650HP diesel engines, highest specification and beautiful finishes, Navy blue hull, 5 ensuite cabins, offered for limited time, must be viewed.

2010 80 YACHT - US\$ 4,695,000



The perfect blend of space, style and performance. 2 x MAN 1,800hp diesel engines, 4 cabins, 4 en suites, high specification and stunning condition throughout

2004 75 YACHT – US\$ 2,300,000



Twin MAN 1300 hp diesel engines, 4 en suite cabins, cherry gloss wood, cream soft furnishings. New exterior teak throughout, antifoul and fully polished 2011!

2010 PREDATOR 74 – US\$ 4,100,000



Huge specification, custom exterior paint and interior furnishings, 2 x 1800 MAN diesel engines, sport fly bridge, tender garage, stunning on the water!

1995 MANHATTAN 62 – US\$ 599,992



Twin Man 1100's diesels matched to Arneson surface drives, this is truly one of a kind, 38+ knots performance! Many updates and custom features.

2007 60 MANHATTAN – US\$ 1,795,000



Twin MAN 900 diesel engines, impeccable condition throughout, 3 ensuite cabins and a crew cabin, cherry satin wood interior, low hours and high specification.

2001 PREDATOR 56 – US\$ 499,994



Twin MAN 800hp diesel engines, navy blue hull with cherry gloss wood interior, mid ship master cabin, opening hard top, hydraulic platform, many extras, excellent condition.

1999 PREDATOR 54 – US\$ 399,000



Twin 800 MAN diesel engines, low hours, Navy blue Hull, Cherry Gloss wood, 3 cabins, tender garage. Beautiful condition, stunning lines!



VISIT OUR WEBSITE AT WWW.SUNSEEKERFLA.COM | EMAIL INFO@SUNSEEKERFLA.COM

Sunseeker Mexico | Fuente de Piramides #1-207 | Lomas de Tecamachalco | Naucalpan, Estado de Mexico 53950 | Tel. (52-55) 5589 80 62
Sunseeker Brazil | Av. Moreira Guimarães, 1380, CEP 04074-020 – Moema | São Paulo – SP | Brasil | Tel. +55 11 5533 7799



www.rjcyachts.com

Toll Free 866-460-7789

(954) 525-7484 || rjcyachts@aol.com



RELENTLESS, 145' 2002 Trinity Tri-Deck MY - ABS class, 5 S/Rs, Mahogany interior, 16V-2000's, recent W6 service 11/11. Ft.Laud. CA



ATLANTICA, 135' 2000/2008 Christensen Tri-Deck MY 5 S/Rs, on-deck master, ABS, 16V2000's, recent W-6. Ft.Lauderdale. CA



MAGIC, 130' 2005 Northern Marine Tri-Deck MY Mahogany int., 5 SRs. 28'beam, MTU 12V2000s. Ft. Laud. CA



CAPRICE, 123' 1994/98 Oceanco MY - Custom Don Starkey design, 4 S/R layout, custom interior, flybridge jacuzzi. Ft. Lauderdale. CA



TRIPLE ATTRACTION, 100' 2005 Hatteras MY 5 S/R's, custom cherry int, walk-arounds, 16V2000s. Ft. Laud. CA



CHILD'S PLAY, 103' 1999 Westbay MY - 4 S/R, recent interior refit, new water toys. Low hrs on 12V-2000's. Excellent cond! Ft. Laud. CA



CHERISH, 111' 1997/04 Broward CMY - Cat 3412's, 4 S/R's. New paint job 9/11. Ft. Lauderdale, FL. CA



GRAZIANNA, 91' 1999/07 Palmer Johnson CMY - Custom mahogany, full walk-arounds, 22'beam, MTU 12V-2000's. FL. CA



SEAQUEST, 92' 1996 Hatteras Convertible SF - 30 knots, Major engine overhaul, new custom interior 9/11. Ft.Laud. CA



LUKOUSAURUS, 87' 1996/2011 Broward MY - New paint, overhauled DDEC 12V92. Price reduction! Boca Raton, FL. CA



BLONDIES DORY, 74' 1999 Hatteras CMY - 3412 Cats w/2000 hrs, many custom upgrades, pristine! Palm Beach. CA



HATT ENOUGH, 63' 2002 Hatteras MY - C30 Cats, twin gens, Pipewelders hardtop, teak decks. Motivated. S. FL. CA

MIAMI INT'L BOAT SHOW!

Several of these vessels will be featured in our Miami Boat Show display located directly on Collins Ave., opposite the Miami Beach Resort & Spa, February 16th - 20th. Please join us for this exclusive showing of the finest selection of larger, late model Motoryachts and Sportfisherman. To receive listing information, photography or to arrange a private inspection aboard any of these fine yachts, please contact our office or preview the information on our extensive website at:

www.rjcyachts.com

See At Show!



AQUASITION, 124' 2008 Broward MY - Lloyds class, 16V-2000s, zero speeds stbs, cherry int, 5 S/R, Ft. Laud. CA



MURPHY'S LAW, 124' 1998 Delta Tri-Deck MY 4 S/R, cherry interior. Ft. Lauderdale, FL. Central Agent

See At Show!



LADY LILY, 112' 2010 Westport MY- Highly customized! 16V-2000's, only 1050 orig, hrs, every option! Ft. Laud. CA



SIGRUN, 120' 2002 Broward MY - 5/SR's, on-deck master, Cat 3412's, 13,000 gal of fuel. New paint 10/11. In South FL. CA



MY MARILYN, 113' 1994 Hatteras MY - Offered by original owner. Triple Cat 3412's. Asking \$ 2.995M. Palm Bch. CA



TAHITI, 108' 1998 Westport MY - 4 S/R layout, custom interior, aft crew, MTU 8V396's. Boca Raton. CA

Asking \$995k



PG'S JESTER, 104' 1990 Broward Cockpit MY Best Broward value on market! N. Miami Beach, FL CA

Asking \$1.495M



FAIR SKIES, 90' 1990 Burger Raised Pilothouse CMY \$300k Price Reduction! Ft. Lauderdale, FL, CA

See At Show!



AQUARIUS, 80' 2008 Cheoy Lee Bravo MY - Cat 3412's, 20kt cruise, custom interior, Ft. Lauderdale, FL, CA

CHARTER FLEET - Weekly Rates

147' Lady M.....\$125k/wk	116' Serenity\$58k/wk	108' Chasing Daylight ...\$36k/wk
142' Relentless\$132k/wk	115' Salacia.....\$36k/wk	105' Independence 2..\$36k/wk
126' Sea Bear.....\$55k/wk	114' Good Times.....\$30k/wk	103' Child's Play\$32k/wk
124' Aquasition.....\$75k/wk	112' Silver Moon.....\$49.5k/wk	103' Trilogy\$33k/wk
124' Murphy's Law....\$55k/wk	112' Lady Sharon Gale. \$38k/wk	100' Triple Attraction..\$38k /wk
123' Caprice\$45k/wk	112' Betty Jane\$49.5k/wk	80' Aquarius.....\$24.5k/wk

For charter information, please contact Nicole Caulfield
at 954-525-3886 or email at charters@rjcyachts.com

399 S.E. 18th Court • Ft. Lauderdale, FL 33316
Office: 954.525.7484 || Fax: (954) 525-9190



Tom George Yacht Group



"Stop the Press" 106' Lazzara MY, 2003



Currently available for charter in the Caribbean.
5 SR, 5 heads, 2 crew qtrs, twin MTU16V2000/1800HP, low hours, new paint 2007, Crestron AV, marble and granite throughout. New tender, 2 Sea Doos. Located in the Caribbean

\$4,950,000

"Carolina Dreamin" 84" Sunseeker MY, 2000



Miami Boat Show Ramp 21 On Collins Avenue across from the Eden Rock Hotel
4 SR, 3 heads, 2 crew berths, Twin Cat 3412/1400HP, hydraulic swim platform with tender, bow thruster, Flag Blue Hull, updated AV flat screens. Located Miami, FL

\$1,895,000

"Orion" 77' Hatteras CV, 2008



Miami Boat Show Ramp 21 On Collins Avenue across from the Eden Rock Hotel
4 SR plus crew qtrs, 5 heads, twin MTU 2400hp Common Rails, Cherry wood, granite & marble throughout. Teak cockpit, Hydraulic riggers & high end electronics package. Located West Palm Beach, FL

\$3,995,000

"Victory" 68' Hatteras CV, 2007



45R/3.5H with a Day head and capt's office, all upgraded MTU 16V 2000/2000 Hp , stored undercover since new! Custom Full Beam Master, Cockpit A/C w/Misters, Highly customized. Located in St. Petersburg, FL

\$2,795,000

56" Neptunus Flybridge Sedan Cruiser, 2002



3 SR, 2 heads, twin Cat 3406/800hp, new TNT lift, updated electronics, new bottom paint, updated nav, security system, 450K Refit, Ext flybridge, Located in Cape Coral, FL.

\$619,000

61' Garlington SF CV, 2000



3 SR, 2 heads, twin MAN/1200hp, 1500 hrs SMOH, pristine condition w/pastel yellow hull, African Makore throughout, "One Owner Only" Located in Naples, FL

\$1,195,000

58' Sea Ray Sedan Bridge, 2009



3 SR, 2 Heads, Mint Cond., Twin Common Rail MAN 900's w/145hrs., Ext Warranty Thru Jan. 2017, Hyd. Platform, Tons of Upgrades, Located in St. Petersburg, FL.

\$1,049,000

54' CV Hatteras, 2003



3 SR, 3 heads, Hi gloss Cherry int., twin C-18 Cat 3412 1400 HP, Tuna tower, MB fighting chair w/ rocket launcher, dbl wide bait freezer, Nibral 7-blade props, 48 m Furuno radar. Located in Anna Maria, FL.

\$799,500

"Miss Ruth" 53' C Marlow Explorer, 2008



3 SR, 2H, Twin CAT C-12's 700hp w/236hrs., 1200nm Range, Beautiful Woodwork, Galley Up, Upper and Lower Helm Stations, Raymarine E Series Electronic Pkg, Dinghy w/Davit, Bow and Stern Thruster.

\$1,450,000

OTHER QUALITY LISTINGS

40' Carver, 1998
\$159,000

38' Sea Ray Sundancer, 2001
\$177,000

36' Sea Ray, 2003
\$133,000

32 Sea Ray Sundancer, 2005
91,900

31 Sea Ray Sundancer, 2001
68,900

TGYG Always Points You In The Right Direction



YACHT BROKERAGE • YACHT MANAGEMENT • CONSTRUCTION MANAGEMENT

Tom George Yacht Group • 748 Broadway Suite 201 • Dunedin FL 34698 • Contact: Tom George,



OTHER QUALITY LISTINGS

29' Sea Ray Sundancer, 2007
119,900

29' Baja Outlaw, 2001
\$49,000

28' ProKat, 2001
\$33,500

23' Boston Whaler, 2006
\$49,900

21' Sea Ray Sundeck, 2001
\$17,995

Visit us at www.TGYG.com



& REFIT • YACHT CHARTER • HATTERAS, CABO, VIKING AND SEA RAY SPECIALIST

CPYB Worldwide Central Agent GSM/Cell 727.709.5020 Office 727.734.8707 E-mail Tom@TGYG.com

Since 1959



TM

See our in-water display at the Miami Boat Show, February 16-20
and the Palm Beach Boat Show, March 22-25

150' RICHMOND TRI-DECK MOTORYACHT 2010



Not for Sale in US Waters

6 owner staterooms plus 10 crew. Helicopter capable. MTU power, turn key w/full warranties. Call Mack Carroll

116' AZIMUT MOTORYACHT



Not for Sale in US Waters

Layout accommodates 10-12 guests plus crew. High quality Italian workmanship. Contact Joe Marino

108' SUNSEEKER PREDATOR 2008



Not for Sale in US Waters

Triple 2000 hp MTUs, 4 SR + crew. Complete refit 2008. Black hull, silver superstructure. Contact Rick Obey

76' MOCHI 2006



Twin 12v2000s. 4 SR/4 head layout. Exquisite woodwork, fine Italian craftsmanship. Best of the best! Call CA Trevor Carroll

115' TRINITY MOTORYACHT REFIT 2007/2008



Not For Sale In US Waters

3412 CATs, 4 stateroom + crew. Full electronics. Jacuzzi on flybridge. Ideal for personal use or charter. Mack Carroll

100' HORIZON MOTORYACHT 1997



Not For Sale In US Waters

She gives the illusion of a much larger vessel, split level floor plan and full beam master. 4 SR plus crew. Contact CA, Joe Marino

108' SANLORENZO MOTORYACHT 2007



Not For Sale In US Waters

Beautiful contemporary oak interior. Twin MTU's. On-deck guest cabin/media room. Contact CA Joe Marino

108' DENISON MOTORYACHT 1986



Not For Sale In US Waters

Repowered with C32 CATs, refit in 2010 including new paint. New to market. Contact Joe Marino

97' HARGRAVE MOTORYACHT 2005



Twin 3412 CATs, four luxurious staterooms plus crew, Naiad stabilized, SAT TV & impressive electronics. Contact CA Ed Biggie

FLORIDA OFFICE
850 NE 3rd Street, Suite 213
Dania, FL 33004
Tel. 954.921.1500

MASSACHUSETTS OFFICE
142 Commercial Street
Boston, MA 02109
Tel. 617.933.9007

CALIFORNIA OFFICE
438 East Alondra Boulevard
Gardena, CA 90248-2902
Tel. 888-617-7222

Since 1959

ATLANTIC

YACHT & SHIP INC.

TM

94 SUNSEEKER 2003

Captain Maintained



Not For Sale In US Waters

4 S/R's + crew. Jacuzzi on f/b. SAT TV & phone. Bow & stern thruster. New teak decks & int. décor. Call C.A. Joe Marino

85' TARRAB 1999



T-3412 CATs. Birds Eye Maple interior. 4 staterooms +crew. Full beam master. Space equals most 100' vessels. CA Mack Carroll

80' POSILLIPO 2001



Twin 3412 CATs, low hrs., 4 stateroom plus crew. captain maintained. Extremely clean, like new. Contact Gregg Silver

74' SUNSEEKER MANHATTAN 2002



Twin 1300 hp MANs. 4 stateroom plus crew. Bimini top. Located in South Florida. Contact Andrey Shestakov

65' PACIFIC MARINER 2005



One owner vessel. 1,000 hrs. on MTUs. Well maintained. Located in Long Beach, CA. Contact Chris Carroll

60' SUNSEEKER MANHATTAN 2011



Twin 1000 hp MANs. Open maindeck with bimini on flybridge. Cherry gloss interior. Contact CA Rick Obey

90' FALCON MOTORYACHT 2010

Not For Sale In US Waters

MTU 16v2000s. 4 cabins for guests plus crew. Under warranty. Smaller trades considered. Contact Joe Marino

85' AZIMUT 2010



Twin CAT C32s with low hours. 4 stateroom plus crew. Extremely well maintained. Contact CA Joe Marino

88' SUNSEEKER MOTORYACHT 2012



Twin CAT 32s. Spacious 4 stateroom plus fully equipped crw quarters. Gorgeous! Contact Rick Obey

82 HORIZON 2001



Twin 3412 CATs. 4 staterooms, full beam master, crew for 2. Many custom upgrades. Contact Trevor Carroll or Joe Marino

SEE IT MIAMI SHOW!



Twin 3412 CATs, low hrs., 4 stateroom plus crew. captain maintained. Extremely clean, like new. Contact Gregg Silver

74 VIKING ENCLOSED BRIDGE 2005



Twin-2000 hp MTUs. New upgrades include Hydro outriggers. KVH SAT TV, teak deck, Blue Water chair. Call CA Ed Biggie

72' RAYBURN MOTORYACHT 2005



T-1050hp MANs, 3 stateroom + crew, open galley, maintained with open checkbook. Contact CA Joe Marino

74' SUNSEEKER PREDATOR 2012



Sistership
T-1550 hp MANs. White hull. Black American walnut wood finish interior Retractable bimini top, sport fly top. Call CA Rick Obey

SEE IT MIAMI SHOW!



Twin 3412 CATs, low hrs., 4 stateroom plus crew. captain maintained. Extremely clean, like new. Contact Gregg Silver

68' AZIMUT 2007



\$1,490,000

MAN I360 hp Common Rails fly at 40 mph! Low hours. Mint! Fresh water boat now in S. FL. Contact CA Dean Anthony

74' SUNSEEKER PREDATOR 2009



Not For Sale In US Waters
Twin MANs w/ low hrs. Black & silver paint. Walnut wood finishes. KVH SAT TV. Contact CA Rick Obey

61 VIKING SPORTCRUISER 2005



T-800 hp CATs w/ warranties until 2012. 3 SR + 3 head layout w/ dark cherry interior. Gorgeous! Contact CA Dennis Rhodes

60' SUNSEEKER PREDATOR 2012



Twin Volvo IPS 1200 engines. High Performance on the outside, Luxury and Space on the inside. Contact CA Rick Obey

SEE IT MIAMI SHOW!



Not For Sale In US Waters
Twin 1050 hp MANs w/ Arnesons. 3 stateroom with cherry interior. Underwater lights. Contact CA Herb Bopp

<<< Scan The Code To Access Our Full Listings

www.AtlanticYachtandShip.com

info@AtlanticYachtandShip.com



MARINEMAX YACHT & BROKERAGE GROUP

SALES • BROKERAGE • CONSTRUCTION • CHARTER • CREW



MANGUSTA 92

38 knot ultra luxury open, MCA, three cabins plus media room, MTU 16V2000 M94 (2600HP), Kamewa 56 S3 jets, draft 4' 1", hull number 28, fully equipped, finest quality throughout, delivery in Italy in August, or Fort Lauderdale in October from MarineMax Yacht Group, the exclusive North American dealer for Mangusta. Also available within the next year 72', 80', 108', 130' and 165'. Ask us about the just announced 205'



MANGUSTA 80

45 knots without compromise - solid not cored hull, MCA, all vinylester fiberglass, painted hull and superstructure. Three cabins plus media room or four cabins. MTU 16V2000 M93 (2400HP), Arneson ASD 15, draft 4' 2", hull number 75 delivery in USA in October, available in North America exclusively from Marinemax Yacht and Brokerage Group.



ZEELANDER 44

When you want to leave the crew behind, this ultra luxury two cabin DownEaster with easy handling IPS drives, will give you the opportunity to take the family out in privacy and safety. The Frank Mulder designed hull is fast and comfortable, the sound levels "pin drop" quiet. Currently sold out, next hull October 2011.



BENETTI 93' DELFINO HULL #5

July 2012 Euro delivery on this five cabin, master up displacement masterpiece. Hulls number 1, 2 and 3 sold, see the first US 93 at the Fort Lauderdale Boat Show. Selections on soft goods still available.



MANGUSTA 148' OCEANO HULL #1

Twelve months from completion, hull, superstructure, mechanicals complete, awaiting your direction to custom design the interior of this fabulous luxury yacht. Master up with fold out terrace, legendary Mangusta craftsmanship.



AZIMUT 116 FOR CHARTER

Five cabins, master up, 2008, in the NE for the summer season, call our charter specialist Nancy at 954-249-9914 or Nancy.Latinette@MarineMax.com for this 116 or any of your charter requirements around the world.

MANGUSTA


ZEELANDER


Benetti
ITALIAN EXCELLENCE SINCE 1873

Grande

CHELSEA PIERS - FT. LAUDERDALE - MIAMI - NEWPORT BEACH - SAN DIEGO - SAN FRANCISCO

CONTACT BOB FRITSKY 954-347-6769 OR BOB.FRITSKY@MARINEMAX.COM

WWW.MARINEMAXYACHTGROUP.COM

H2O
MarineMax is traded on the
LISTED
NYSE under the symbol H2O. **NYSE**



Worldwide Yacht Sales | Yacht Charters | New Yacht Construction



130' Yachtfisherman – Fish and cruise the world in comfort and style – Asking only \$18,500,000!



106' Burger – Classic Burger motoryacht recently refitted, Excellent condition. Reduced to \$995,000!



To see more details about these and all other yachts around the globe, please visit our website below.

84' Lazzara – Immaculate, 5 staterooms + crew. Numerous upgrades. Reduced to \$2,950,000!

1.855.266.5676 | 954.684.0218 | info@curtisstokes.net

www.curtisstokes.net

BURGER YACHT SALES

CUSTOM YACHTS OF DISTINCTION SINCE 1863.

John Todd
Julien Elfenbein

See us at the
Miami
Yacht & Brokerage
Show
February 16-20, 2012
501 and 502



104' (32m) Cheoy Lee
Tri-Deck M/Y 1989

Five staterooms plus crew. Master on deck. Euro stern. Open and enclosed aft decks and skylounges. Day head. Galley up. Teak interior. Gleaming Awlgrip. All in fine condition. Located Ft. Lauderdale, FL. Central Agent. *"Not for sale to U.S. Residents while in U.S. waters."*



100' (30m) Burger RPH
M/Y 1996

Great opportunity. Twin Caterpillar diesels. Unique butternut woodwork. Three double staterooms amidship. Powder room on deck. Country kitchen styled galley. Separate crew quarters forward. Fresh exterior Awlgrip paint. Two Burger owner ready to sell. Don't miss the boat!



93' (28m) Burger RPH
M/Y 1975

Long range Hargrave design. Twin CAT diesels. Beautiful condition. Stellar ownership history. Three double ensuite staterooms. Tub in master head. Generous crew quarters. Walk-in engine room. Full paint job just completed at Derecktors. Ft. Lauderdale. Central Agent.



91' (28m) Burger
RPH M/Y 1994

Yachtsman's yacht. Aft engine, super quiet yacht with long range, solid performance and great profile. Three staterooms plus separate crew. Stunning woodwork. Country kitchen. Immaculate condition. Fully updated electronics, appliances and soft goods. Located South Florida. Central Agent.



90' (27m) Broward RPH
M/Y 1990

Brand new to the market. Fully custom aluminum yacht built for high profile, long time yachtsman. Original cockpit. Large open aft deck. All teak interior. Country kitchen. Great layout with 4 staterooms plus crew cabin. Low hours on all machinery. Fresh awlgrip paint. Central Agent.



82' (24m) Burger RPH
M/Y 1996

Always in the Great Lakes—never run in salt water. 1000 original hours on 3412 Cats. Great performer. Aluminum construction. Gorgeous natural wood interior with three staterooms plus separate crew. Showroom condition. Located MI. Central Agent.



78' (24 m) Jongert
M/Y 1987

Splendid Dutch workmanship. Like-new condition. Magnificent Caterpillar engine room. Charming all teak interior. Truly ocean going. Totally equipped. All up-to-date. Superb exterior paint and varnish. Unique. Better than most 2012 boats her size. Will sell under one million.



80' (24m) Burger
Cockpit M/Y 1974

Classic Sparkman & Stephens design in true yacht condition. On deck galley and large aft deck salon. Three double staterooms plus crew. Stand-up engine room; twin 12V71N's for economical and long range cruising. Lovely woodwork detail throughout. Central Agent.



68' (21m) Burger
FB M/Y 1980

Extremely spacious yacht in superb condition. Teak transom. Teak interior. On-deck galley and powder room. Recent engine rebuilds; extensive electrical updating; new tender and crane. Three staterooms plus separate crew. Located south Florida. Central Agent.



64' (20m) Burger
FB Cruiser 1975

Venerable S&S design. Low hour DD 871Ti's. Bow thruster. Teak interior. Open aft deck with built-in dining and wet bar. Three double staterooms. Nicely suited for owner operation. Low hours and beautifully maintained. Located South Florida. Central Agent. *Price reduced!*





ALL OCEAN YACHTS

NEW CONSTRUCTION | BROKERAGE | CHARTER | CREW PLACEMENT



SAN DIEGO OFFICE

10550 Sunset Ridge Dr.
San Diego, CA 92131
Phone: 619.702.2450
Web: BuyExplorerYachts.com

THE MARINE BUILDING

777 SE 20th St. Suite #200
Fort Lauderdale, FL 33316
Phone: 954.671.0107
Web: AllOceanYachts.com



135' (41M) INACE AFT HOUSE EXPLORERS | 2013
Price on request



130' (39.6M) PHOENIX | DAVIE-ROCKLAND SHIPYARD | 1973 / 2008
Reduced to \$2,950,000



120' (36M) / 126' (38M) INACE AFT HOUSE EXPLORERS
Starting at \$11,550,000



112' (34.1M) LA SULTANE | AEGEAN LRC | 2006
\$5,695,000



ALL OCEAN 100' (30.5M) | LUIZ DE BASTO DESIGN | 2013
\$7,995,000



100' (30.5M) DAUNTLESS YACHTS | 2013
\$9,250,000 USD | 80' & 90' MODELS ALSO AVAILABLE



Visit www.alloceanyachts.com for all of your Explorer Yacht and Long Range Yacht needs: Brokerage, Charter, New Build and Crew!



92' (28M) ALL SEAS YACHTS | 2010
\$7,500,000



ALL OCEAN 90' (27.4M) | LUIZ DE BASTO DESIGN | 2013
\$7,495,000



85' (25.9M) BLUE LADY | ROSSATO | 1992
€1,400,000



73' (22.3M) DAUNTLESS YACHTS | 2012 FIRST UNDER CONSTRUCTION
\$3,800,000 | 90' & 100' MODELS ALSO AVAILABLE



A tradition of excellence since 1969



70' MALLE BOAT WORKS 2010

"Tin Man's Pride" is the dream creation of a knowledgeable owner's collaboration with the noteworthy Naval architect, Donald Blount. After a five year custom cold molded build project, utilizing a team of seasoned custom boat builders, many from the Jim Smith yard, this boat is a superb statement of form, function, strength and beauty.

"Tin Man's Pride" features only the best equipment money can buy, four staterooms, four heads, and the MTU engine warranties will commence upon the sale of this boat! If you are searching for a world class, enclosed bridge sport fisherman, this is a once in a lifetime opportunity to buy a hand built masterpiece.

"Tin Man's Pride" is a 40 knot work of art, ready to travel the world in style!

Detailed specifications and 400 + professional photographs are available upon request. Please call or email Marc Thomas - 410 991 0939 or Marc@LukeBrown.com

SALES@LUKEBROWN.COM

To view our entire fleet go to **LukeBrown.com**

PHONE: 954-525-6617



92' EXPEDITION YACHT 2010

Contact Andrew Cilla



95' DEVRIES LENTSCH (DUTCH BUILT) 1970/2004

Contact Pam Barlow



147' RMK MARINE 4500 2012

Contact Andrew Cilla



88' STEPHENS 1986

Contact Pam Barlow



70' ALASKAN RAISED PH 2012

Contact Steve Deane



72' TA CHIAO CT 65 KETCH 1985/2001

Contact Joe Collins



76' ST. AUGUSTINE MARINE TRAWLER 2006

Contact Pam Barlow



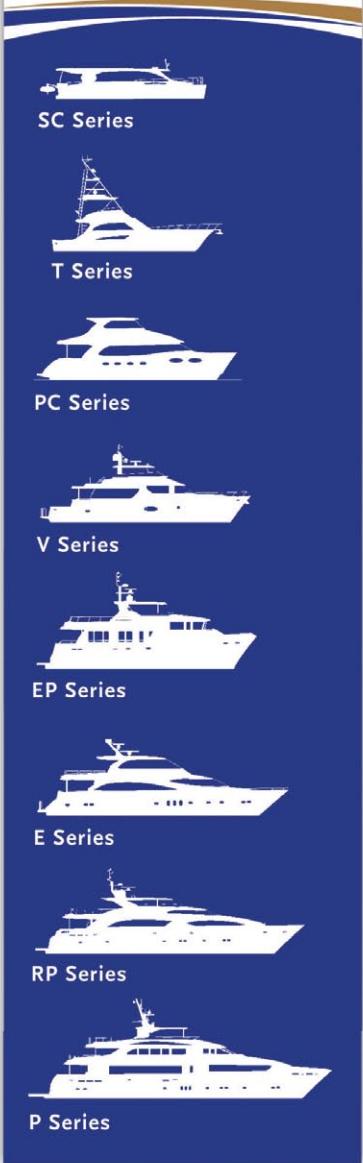
82' LITTLE HARBOR 1982

Contact Steve Deane



85' INACE EXPEDITION YACHT 2004

Contact Dana Cambon



Horizon Yacht Inc

Main: (561) 721 4850

Service: (561) 721 6068

info@horizonyachtusa.com

www.horizonyacht.com



Florida East Coast:
Marine Group (561) 627-9500

Florida West Coast:
Galati Yachts (239) 825-6174

Mid-Atlantic:
EPIC Yachting (410) 980-3258

Define Your Horizon™



Horizon EP105

The Horizon EP105' tri-deck yacht is built to DNV class and available for new delivery. With a 25'9" beam, the EP105 has a tremendous amount of interior volume, allowing for a sizable 5 stateroom layout and separate crew quarters. Powered by twin CAT C18-A 600HP engines and equipped with stabilizers, water maker and custom AV and NAV packages, the EP105 will be on display at the 2012 Palm Beach boat show.



Horizon PC58

The new Horizon PC58 Catamaran lends the elegance of a luxury yacht to the stability and efficiency of a multihull design. Her clean lines and interior volume allow for a comfortable 3 stateroom layout with plenty of relaxing and entertaining areas. The PC58 incorporates twin Cummins QSC 8.3 600 HP engines with optional ZF Joystick Maneuvering System and ZF Fly-by-wire Steering System for easy maneuvering.



Horizon E54

As stylish as she is functional, the new E54 unites the latest in green technology with a smart, modern design. The E54's 3 spacious staterooms, include a full-beam master, reminiscent of a much larger yacht. LED lighting and natural light keep her efficient. Featuring twin Volvo IPS engines, hydraulic hi/lo swim platform and a variety of layout options for even the most discerning tastes. On display at FLIBS 2012.



Horizon EP69

The new Horizon EP69 is characterized by her 20' beam and roomy accommodations for 6 plus crew with an open layout, large salon and country kitchen. Featuring twin MAN 560HP engines, custom NAV and AV systems, hydraulic bow/stern thrusters, digital stabilizer and water maker. Currently available for delivery.



Horizon V74

Function meets luxury with the new Horizon V74 -- built on a 20'6" beam, the V74 features an open three stateroom layout that incorporates an abundance of natural light. The V74 is the ideal turn-key yacht with a sizable country kitchen, enclosed bridge with day head, full-beam master cabin and separate crew area. Powered by twin CAT C18 1000HP engines and available for delivery spring 2012.



Horizon EP148

Built to BV Ice Classification, the new Horizon EP148 is designed with a steel hull, bulbous bow and 29' beam for comfortable long-range cruising. Luxury is not lost with the 5 stateroom layout, which allows room for additional creative design. Powered by Twin MTU 12V 4000 M60 1770HP engines, the innovative EP148 is the epitome of style, class and safety out on the open sea. On display at FLIBS 2012.

**Visit our Displays ~ Miami Yacht & Brokerage Show – February 16-20, 2012 Ramp 19, Collins Avenue
And Palm Beach International Boat Show – March 22-25, 2012**

www.gilmanyachts.com



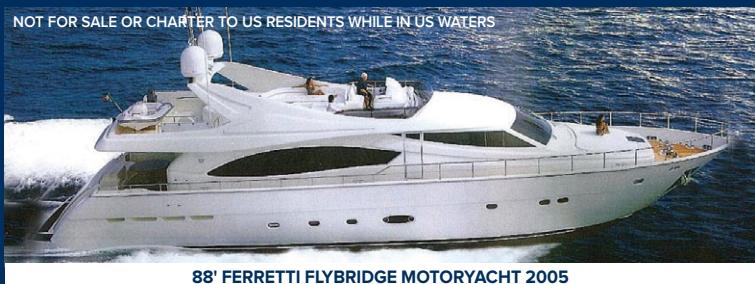
130' WESTPORT TRI DECK MY 2007

New to market. Pavlik designer interior 2011. Upgraded state-of-the-art audio video system 2011, on deck master, desirable country kitchen style galley, bow & stern thrusters, large aft deck w/casual dining. A must see with all updated systems and excellent maintenance. Contact Central Agent, Wayne Cannava



97' HARGRAVE CP MOTORYACHT 2003

4 staterooms in owner's party with 3 staterooms aft for crew! New paint and teak decking in 2010. CAT 3412's, twin gens. Bow thrusters, stabilized, wing controls. Many upgrades that include extensive sound proofing to make this yacht very quiet underway. A great buy at \$2,850,000 ask. Call Paul Baker, Central Agent.



88' FERRETTI FLYBRIDGE MOTORYACHT 2005

Gorgeous four stateroom plus crew motoryacht with speeds up to 30 knots. Jet ski garage aft turns into a "teak beach". Very low hours, Mitsubishi ARG "at rest" stabilizer system, stored undercover. Shows beautifully. Price reduced by \$1 million. Call Jeff Stanley, Central Agent.



82' HORIZON SKYLOUNGE MOTORYACHT 2005

Highly customized yacht with cherrywood & maple burl interior, unique open salon layout fitted with fine fabrics & granite. 3 ensuite staterooms + 2 separate crew cabins aft. Extensive electronics, A/V, Satellite & camera systems. The space and equipment list of most 100' boats! Call Joe Majcherek, Central Agent.



78' HARGRAVE SKYLOUNGE MOTORYACHT 2003

Five staterooms in this high volume 78' MY. Day Heads on both main deck and skylounge levels, abundant equipment list. Dependable 3412 CATs—under 1600 hrs, twin 33 kw gensets, bow and stern thrusters, waste treatment and more. Call Jeff Stanley, Central Agent.



78' MOCHI CRAFT LONG RANGE HYBRID 2010

One of the first hybrid yachts in her size range. Diesel electric capabilities for quiet operation, dual Gyro stabilizers + active stabilization. Generous lounging areas, open interior, large windows, hardwood floors, leather seating. Contact Joe Majcherek for details.



70' NEPTUNUS 2008

First time offered, totally custom built, like new condition! CAT C-32 power, stabilized, air conditioned FB. Three suites plus crew for two. Speeds to 30 knots, original crew who oversaw construction are still aboard. Truly a must see vessel. Contact Jeff Stanley, Central Agent.



60' BERTRAM CONVERTIBLE 2000

Merritt customized when new with teak package + Bausch tower. CAT 3412s allow 30 knot cruise. Light blue hull, teardrop windows, gloss maple interior with double berth VIP, loaded with gear and ready to travel. Call Eddie Bimbrow, Central Agent.



56' NEPTUNUS FBMY 2004

Powered by CAT 800hp engines with warranties. Pristine condition, tender on hydraulic lift included. Mostly fresh water use. Also 2003 MY with Bimini top and 2006 with new style FB available. Contact Jeff Stanley, Central Agent.



63' HATTERAS MOTOR YACHT 2003

CAT 3412s with 1200 hours, great electronics. Three stateroom/three head layout. Satin Makore interior. Professional care since new. Annual maintenance completed – survey ready. Owner will consider real estate trades! Contact John Noone, Central Agent.



58' POSILLIPO TECHNEMA 1986

Very spacious 3 stateroom layout with separate crew cabin. TNT lift and jet tender on transom. Rebuilt main engines and new twin gens. Great value in an American spec Euro Cruiser. Easy to see in south Florida. Contact Jeff Stanley, Central Agent



55' NEPTUNUS FBMY 1999

Low hours on Detroit diesels 6V92's. Cherry interior with 3 staterooms, hardtop on FB, nicest of the available 55's. Also 1995 58' Neptunus with rebuilt 8V92's and 3 cabins available. Contact Jeff Stanley, Central Agent.



50' HATTERAS 1999

This fine convertible is a 3 stateroom, 3 head (including one ensuite head in master) layout with galley up. 1150hp MTU's which allow a 30 knot cruising capability. Pipewelders half tower with 3 sided enclosure. Offers. Contact Central Agent, Jim McKee.

1510 SE 17th St, Suite 300 • Ft Lauderdale, FL 33316
954.525.8112 • Lauderdale@GilmanYachts.com

Peter Kehoe & Associates

Yacht & Ship Brokerage • Yacht Charter

Presenting Luxury Yacht Vacations Worldwide



ISLANDER - 192' AUSTRALIAN YB
12 guests in 5 Cabins plus an office
Winter: Bahamas / Caribbean



TOP FIVE - 157' CHRISTENSEN
12 guests in 6 staterooms
Winter: Bahamas / Caribbean



SUNARK - 120' HEESEN
8 guests in 4 Cabins
Winter: Caribbean



HAIL MARY - 80' LAZZARA
6 guests in 3 Cabins
Winter: Bahamas / Caribbean

Imagine relaxing in the warmth of the Bahamas or Caribbean aboard a luxury yacht.

Call Bonnie Mims at (954) 294-0890
or email bonnie@peterkehoe.com



100' DEBIRS MOTOR YACHT 2009
SEE AT MIAMI BROKERAGE SHOW SLIP 323
5 Staterooms plus crew quarters
2000 HP MTU Main Engines
Unique exterior lines and design



68' AZIMUT MOTOR YACHT 2001
4 Staterooms plus crew quarters
1150HP MTU Main Engines
Designed for comfort, performance & entertaining
Italian Style for the American lifestyle



750 PRESIDENT MOTOR YACHT 2009
3 Staterooms plus Crew quarters
1550 HP C32 Caterpillar Main Engines
Superior Craftsmanship
Highest quality of furnishings



82' CUSTOM POWER CATAMARAN 2009
5 Staterooms /Sleeps 16 plus crew quarters
430 HP Cummins 8.3 M2 Main Engines
Private exploratory cruising to Commercial Operations
Not for Sale to US Citizen while in US waters



151' NORTHERN MARINE TRI-DECK 2007
5 Staterooms / Main deck Master
Caterpillar Main Engines
Luxurious voluminous interior
Ask about the NEW 151' Northern



110' HORIZON PILOTHOUSE MY 2000
4 Staterooms plus Crew quarters
1800 HP Detroit DDEC
Upgrades in 2010
Perfect Charter vessel



65' MCKINNA MOTOR YACHT 2000
Upgrades in '10 / 3 Staterooms
800 HP Caterpillar Main Engines
59' FERRETTI MOTOR YACHT 2003
3 S/Rs 1050HP MAN's /Superb Style



58' DAVIS SPORTFISH 2006
ESTATE SALE
1675 HP Caterpillar Main Engines
3 Staterooms / Queen Master Midship
Light Use / Like NEW

See our Displays at

Miami Yacht Brokerage Show February 16-20, 2012 • Palm Beach International Boat Show March 22-25, 2012

Main Office: Sands Harbor Marina

101 North Riverside Drive, Suite 123, Pompano Beach Florida, 33062 • Tel: (954) 767-9880 • Fax: (954) 767-9884

Email: sales@peterkehoe.com • www.peterkehoe.com



PHOTOS BY ANDREW MILES AND STEVEN FERNEDING

Need a vacation? It's time to SEAS THE MOMENT!



Explore the sparkling warm waters of the Caribbean in the winter or the islands of the Bahamas this summer!

SEAS THE MOMENT sleeps up to eight guests in four luxurious staterooms, all with private baths. A large array of water toys await you including the 29' SeaHunter towed tender to whisk you away for fishing or exploring secret coves and snorkeling.

Your attentive, professional crew will pamper you while your personal chef prepares sumptuous meals for you based on your personal taste.

Call us today! Our Charter Agents will help you discover just how easy your vacation plans can be.

Neptune Group Yachting, 209 SE 21st Street, Fort Lauderdale, FL 33316
 +1.954.524.7978 fax +1.954.524.1773 Info@NGYI.com www.NGYI.com

VIEW AT THE MIAMI BOAT SHOW



ISA 120, 2012
Asking: US \$ 16,900,000
NEW BUILD OPPORTUNITY
10 Guests Lying: Shipyard - Ancona, Italy

Official USA
Marketing Agents



Azimut Custom 116, 2011
Asking: POA
11 Guests Lying: Florida, USA

Central Agents for Sale



DOLCE VITA II, Leopard 24, 2000
Asking: US \$ 1,495,000
7 Guests Lying: Florida, USA
Not for sale to U.S. citizens whilst in U.S. waters

Central Agents
for Sale



CINNABAR VI, Grand Harbour 76, 2001
Asking: US \$ 1,595,000
6 Guests. Lying: Florida, USA

Central Agents for Sale



BON VIVANT, Riva Splendida 72, 2004
Asking: US \$ 1,980,000
6 Guests. Lying: Florida, USA

Central Agents
for Sale & Charter



JOURNEYS, Grand Banks 59 Aleutian, 2008
Asking: US \$ 1,995,000
6 Guests. Lying: Florida, USA

Central Agents for Sale

FOUNDED BY BURGESS IN 2005, OCEANSTYLE IS THE WORLD'S LEADING EXPERT
IN TOP OF THE RANGE 20 - 45M SEMI-CUSTOM AND PERFORMANCE LUXURY YACHTS

OCEANSTYLE

The OceanStyle team look forward to seeing you at the Miami Yacht & Brokerage Show 16-20 February

MIAMI +1 305 672 9400
miami@osyachting.com

LONDON +44 20 7766 4299
london@osyachting.com

MONACO +377 97 97 83 10
monaco@osyachting.com

ATHENS +30 6932 408 285
athens@osyachting.com

PALMA +34 971 495 413
palma@osyachting.com

MUMBAI +91 22 6639 1900
mumbai@osyachting.com

STAR SAPPHIRE



117' CUSTOM MOTORYACHT 2007

Price Reduced! \$7,110,000

This is truly a “5 Star” yacht, RINA Classed and custom built by Bilgin Shipyard.

This luxury yacht is dazzling with a rich decor of classic comfort with elegant accents and features a variety of thin cut Italian granite and hand blown fixtures. Fine leathers and lush fabrics are not only used on custom furniture but also adorn the ceilings and walls. Her high quality finish and attractive detailing make her an owner’s dream.

She accommodates 8 guests in 4 staterooms including 2 master suites, one on deck and the second in the lower level with his and hers heads. There is also a fully equipped gym, 3 formal dining areas and bars provide many choices for entertaining guests. The separately accessed crew quarter for 4 also has a galley.

A large garage houses a 19' sports car styled diesel tender, a dive compressor and diving equipment. An inflatable tender is carried on an oversized hydraulic platform. Twin Caterpillar C-32's with 3600hp have an extended Platinum Plus warranty plan and make her capable of reaching 18 knots. Rough seas are no concern as she has stabilizers when underway or at anchor. Designed by her current owners to be lived on-board makes her feel like a second home.

For further details visit www.mystarsapphire.com.

BRIAN HERMANN
954.993.4195 / brian@ardell.com

**SEE THIS EXQUISITE YACHT IN THE MIAMI BROKERAGE SHOW FEBRUARY 16-20, 2012
& THE PALM BEACH INTERNATIONAL YACHT SHOW MARCH 22-25, 2012**



100' Broward Pilothouse M/Y 1997

Much sought-after widebody, 4 en suite staterooms + crew aft. CAT power – low hours, new SiMon system - continually upgraded, new interior, new A/C, much more. Great buy!



HUEY'S ISLAND | 103' Johnson Tri-Deck M/Y 2009

Now located in the Caribbean for charter. 4 guest staterooms – great layout for charter – huge upper deck with Jacuzzi, bar & barbecue. Experienced crew. Boston Whaler 370 Outrage for fishing. Call for availabilities!



HUISH MARINE GROUP

The Very Best in Worldwide Yacht Brokerage & Charter

802 NE 20th Avenue • Fort Lauderdale, FL 33304 • Tel: (954) 527-4211 • E-mail: info@huishmarine.com



BELLA BRI 151 ft (46m)
Northern Marine | 2008 | Ft. Lauderdale, FL | USD 21,500,000



MUSTANG SALLY 130 ft (40.00m)
Westport | 2009 | Ft. Lauderdale, FL | USD 18,450,000



ASPEN ALTERNATIVE 120 ft (36.60m)
Sovereign | 2002 | Ft. Lauderdale, FL | USD 5,500,000

NEW LISTING FOR SALE



NATALITA III 100 ft (30.00m)
Azimut Jumbo | 1996 | Cayman Islands | USD 1,995,000



MARLOW 85 85 ft (25.90m)
Marlow | 2011 | Dominican Republic | USD 4,295,000



NAMASTÉ 130 ft (40m)
Westport | 2011 Model | Ft. Lauderdale, FL | USD 18,495,000



NORTHCOAST 125 125.6 ft (38.30m)
Northcoast Yachts | 2011 | Ft. Lauderdale, FL | USD 15,499,000



CAROBELLE 100 ft (30.00m)
Azimut Jumbo | 2000 | Ft. Lauderdale, FL | USD 2,950,000



ZAKOUSKA 86.9 ft (26.50m)
Warren Yachts | 2006 | West Palm Beach, FL | USD 4,495,000



ELIZABETH 78 ft (23.77 m)
Feadship | 1988 | Miami, FL | USD 3,900,000

YACHTSIGN®

The next generation in yacht lighting and signs

NEW FORT LAUDERDALE SHOW ROOM
on 17th Street at Portside Yachting Center
954.604.1664



MIAMI YACHT AND BROKERAGE SHOW Booth # 29/30



Experience unmatched quality and service

www.yachtsign.com

W164 | EXCEPTIONAL STANDARDS

W164



WESTPORT
SINCE 1964



W98

W112

W130

W164

FORT LAUDERDALE (954) 316-6364 • SEATTLE (206) 298-3360 • WWW.WESTPORTYACHTS.COM

NEWSLETTER
SIGN UP

How To Use YACHTS

online **YACHTS**
INTERNATIONAL

GET FREE
DIGITAL
MAGAZINE

A HANDY GUIDE TO READING YACHTS MAGAZINE ONLINE.



Click on any page corner to turn the page



Click open the Table Of Contents of the publication



Click to expand pages to a full screen mode



Click to search the publication using keywords



Click to go to next or previous page



Click to enter the page number to go to the page



Click to tell a friend about this publication



Click to download pages as a PDF file



Click to print publication pages



Click the X to close Publication window





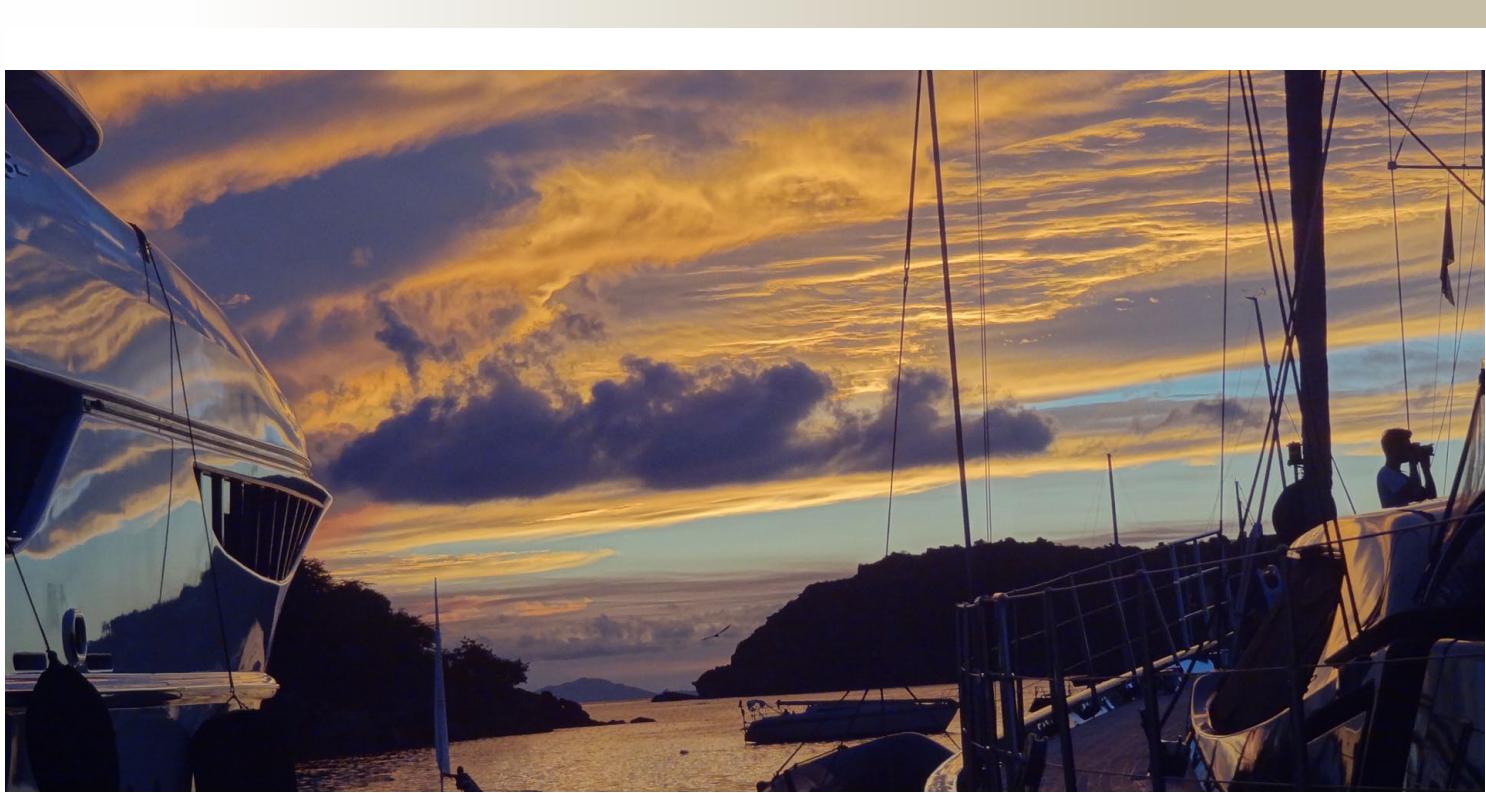
EXCLUSIVE Z-MAG CONTENTS

Making Waves

WIDER 150



[RETURN TO ARTICLE](#)



ANTIGUA CHARTER SHOW TURNS 50



[RETURN TO ARTICLE](#)



Making Waves

THE FERRETTI GROUP LAMBERTO TACOLI

Lamberto Tacoli is president of the CRN shipyard in Ancona, Italy, and chief sales and marketing officer of the Ferretti Group. Jill Bobrow checked in with him at the Fort Lauderdale International Boat Show to see how things were going at CRN and parent company Ferretti. Since this interview, Ferretti shareholders released the news of possible new ownership by a Chinese group. The acquisition would include CRN, the group's megayacht builder, which has been weathering the storm thanks to a strategy that focuses on the fundamentals of quality and service. The launch of the 236-foot (72-meter) *Azteca*, CRN's largest build to date, has yielded a new platform on which to build 80- to 85-meter yachts. And the shipyard has revealed a few interesting novelties as well.

Jill Bobrow: Remind me, how long has CRN been around?

Lamberto Tacoli: CRN was established in 1963, but has been part of the Ferretti Group since 1998. In 2003, CRN acquired Mario Morini shipyard—a move that gave the yard a major boost in terms of technology and production facilities. We are one of the world's biggest builders of luxury yachts in steel, aluminum and composite.

I know you recently announced a new type of yacht with a funny name.

Ah, Dislopen. The name was at first just a funny idea, a joke, but in reality it describes an interesting new project for CRN. Designed by Gianni and Paola Zuccon, the Dislopen is a combination of a full-displacement yacht and an open boat. We will be offering different sizes: 46 meters, 52 meters and 62 meters. The day-to-day life on board will be on the main deck, with the upper deck and its huge terrace relegated to the exclusive use of the owner. In order to appeal to a variety of tastes, we are also prepared to build a 44-meter and 50-meter version that will have a different stern arrangement. Dislopens are extremely sporty with plenty of open deck space—extremely conducive to the Mediterranean—and it will support speeds of 16 to 17 knots. We always have to keep thinking of new yachts.

I know Dislopens are still in the project phase. What is actually going on now at CRN?

We have been very busy. We have a 72-meter, an 80-meter, a 74-meter, a 73-meter, two 60-meters and a 58-meter yacht ongoing, and we are starting a 52-meter, plus a 43-meter Navetta. 2010 was excellent for us in that we signed four contracts. And the Dislopen is more than just a project; we are also feeling quite positive that we have some genuine interest in both the 46-meter and 52-meter versions (also see *Yachts International* December issue, <http://tiny.cc/xs04q>).

So it sounds as if CRN is not hurting as much as some of your sister operations?

CRN is in a good position to continue growth. We pride ourselves in quality and in our finish work. We want to be one of the big five in terms of building yachts in the 50- to 80-meter range. Well, let's say 46- to 85-meter range.



Did *Azteca* give you the appetite to continue going larger?

No, we respect those who are marketing themselves to build 100-meter-plus, but frankly, we are not interested in competing in that range at all. We would rather focus on building quality yachts in our comfort zone.

What is the Ferretti Group doing to transcend the economic crisis? It is not only Ferretti that has been touched by the crisis. Everyone has had his or her fair share of challenges. I personally like to see life in a positive way. I am 100-percent sure things will be better. In fact, things are getting better. We have had an escalation in interest and inquiries about the products of all of the group's eight brands. We have an economic strategy in place that will contribute to alleviating stress and start a new positive year for Ferretti in 2012. When our revenues decreased from a billion in revenues to half that, we had to reorganize and create more efficiency in our overall company. We are doing just that.

What is the new strategy?

We have passed the miracle years of 2006/2007. We have come through the disaster of 2008, and since 2009, we have begun again. We are now beginning to stabilize. We are transforming a bad situation into an opportunity. We will continue on the path of turning out high quality and not concentrate on quantity of

production. We also need to think of more profitability for our company. We will provide better service and, more importantly, we will maintain a strong client relationship.

Are you looking to new markets?

In the past, Ferretti did well in South America. In the last 20 years, we were very strong in Brazil, exporting final boats, selling kits and parts, and also actually building boats there. The market is growing in Asia-Pacific. We are opening a new office in Hong Kong. Our business has changed dramatically in the last two to three years. It used to be 80-percent European, with a strong emphasis on Italy and the Mediterranean. In 2008, that 80 percent changed to 50 percent, with South America, the Middle East and Asia-Pacific taking over 30 percent.

What about the USA?

In the last period, America has been good for us. Since 1989, the Ferretti Group has always seen Fort Lauderdale as the center of yachting in America. However, starting in the summer of 2012, we will have offices in Sag Harbor, NY, and in Newport, RI. Our merger with Allied Marine has ensured that we are sustaining a strong presence in the USA.

What is new on the technological front?

The new hybrid Mochi was a good experience for us. We have transferred that technology to the Riva Iseo and some models of the Ferretti Custom Line range.

What about your competition, the Azimut-Benetti Group?

I am very respectful of them; they are creative in different ways. I don't see them as competition but more as colleagues. We have no secrets; we exchange experience and ideas. We should learn from the Dutch. Feadship created a miracle: Two separate companies without common shareholders composed the Feadship brand.

Ferretti and Azimut-Benetti are very different. Norberto Ferretti is product oriented. Paolo Vitelli is PR oriented, and he did well as president of UCINA. Norberto sold the majority of shares to an investment fund. There is nothing wrong with that. For example, Carlo Riva sold majority shares of Riva to the Ferretti Group, but at the end of the day, Carlo Riva remains Riva and Ferretti remains Ferretti forever.

 [RETURN TO ARTICLE](#)

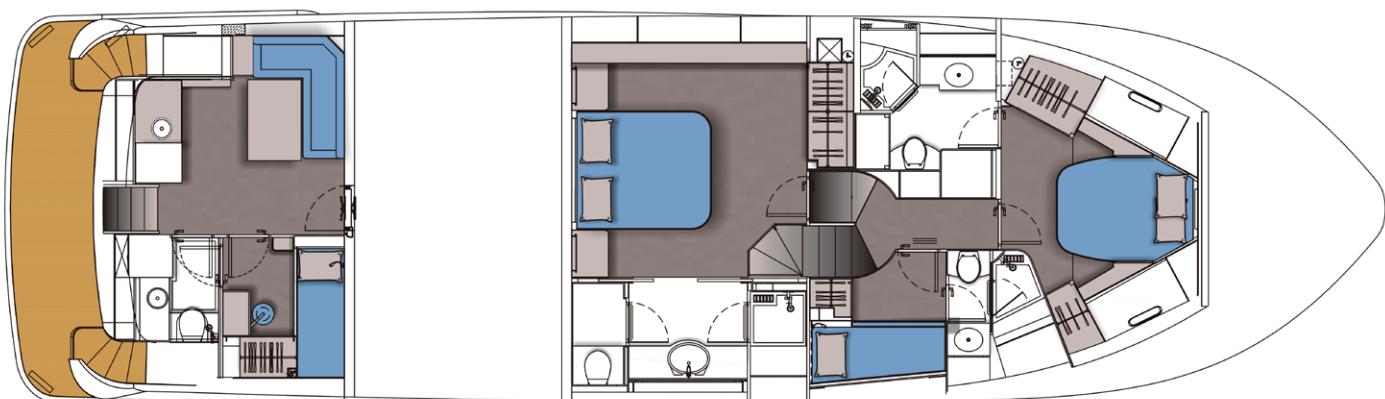
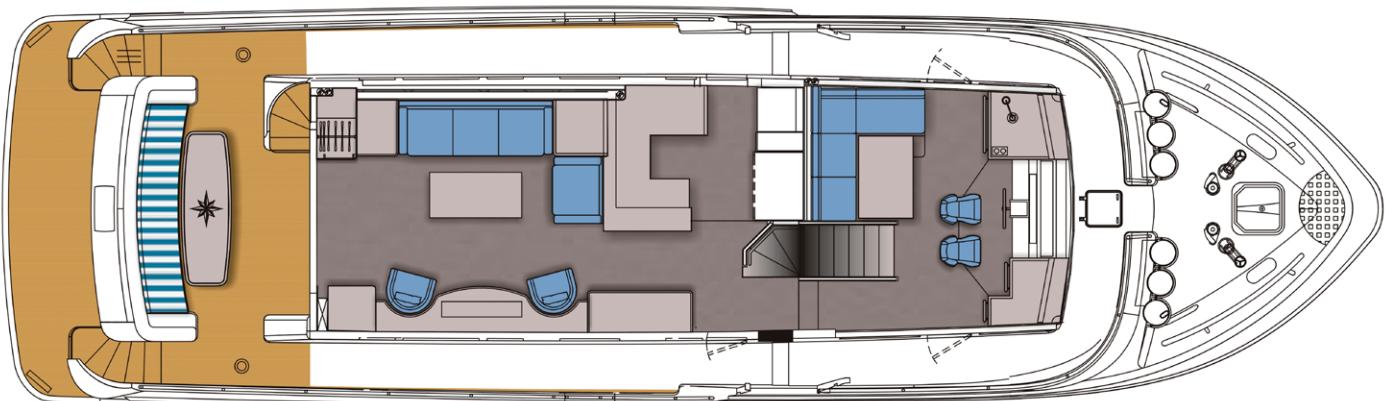
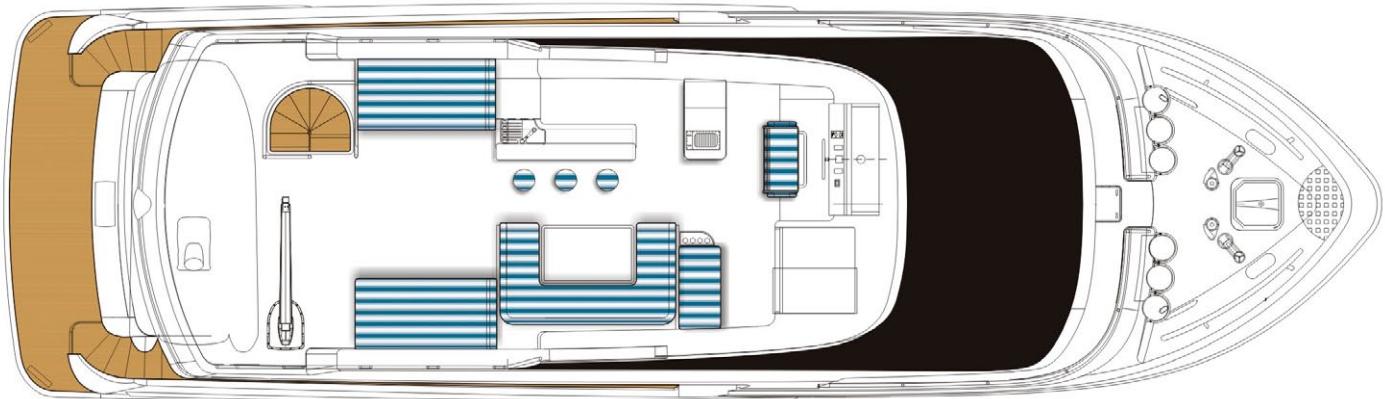




EXCLUSIVE DIGITAL CONTENTS

Horizon EP69





 [RETURN TO ARTICLE](#)



EXCLUSIVE DIGITAL CONTENTS

Rossinavi *Numptia*



 [CLICK HERE TO READ AN INTERVIEW WITH TOMMASO SPANDOLINI AND TO SEE THE DECK PLANS](#)



A CONVERSATION WITH THE OWNER OF NUMPTIA

JILL Bubrow: Where are you from?

A: I was born in Naples, Italy, but I now live in Long Island, NY.

Did you grow up boating?

Not really, I messed around in some small speedboats. Really, my first boat was my 197-foot (60-meter) CRN, also called *Numptia*, built in 2000.

What were the three most important things you wanted to achieve when you set out to build *Numptia*?

I wanted a fully custom yacht exactly the way I wanted it. I wanted a yacht that had the very latest technology. I wanted an elegant yacht that still had the comfortable feel of a beach house.

Why and how did you choose Rossinavi as your builder?

I was introduced to the yard through Marco Martinelli, my project manager. I met Claudio Rossi and felt instant chemistry with him; I knew they had a good track record building hulls for other yards. Most importantly, he agreed to accept our pre-selection of subcontractors.

What did Axis and Spadolini achieve with the hull and exterior design?

Axis is a young, competent and energetic company. The final product speaks for itself. The hull is so efficient that the speed exceeds that which we contracted for; we have done 18 knots when we were only supposed to achieve 17 knots. With Spadolini's exterior design, we achieved a yacht that is both good-looking and spatially accommodates all our needs.

I understand you were very involved with the whole build process, especially the interior design, how did you and Salvagni work together?

Spadolini introduced me to Salvagni, and we hit it off right away. There are many well-known yacht designers—we can name them all—but I was willing to try someone new. With Salvagni, I was assured of getting his undivided attention. We met on a monthly basis either in Rome or in New York. He listened to my wishes, but in the end the credit really goes to him.

After all is said and done, is there some aspect of the yacht you wish you had done differently?

I wish I could carry even more toys.

Do you have a favorite place aboard *Numptia*?

I love the spa deck. It's a wonderful place to be from morning coffee through the afternoon, from utilizing the gym, to having a massage or taking a dip in the pool on the sun deck... at nighttime, it's nice to change gears, get dressed for dinner and relax by the piano.

Where are your favorite places to go cruising?

We love the usual places: the Caribbean, Italy and the south of France, but we do look forward to exploring new territory.

I understand you are keen on chartering your yacht as well as using it personally.

Do you have charters already lined up?

Yes, we have already had several charters lined up via Burgess, and I am sure she will prove a very popular boat—she lacks for nothing.

Why the name *Numptia*?

Numptia is Latin for "annunciation," or "annuncia," and that, by the way, happens to be my wife's name.

[RETURN TO ARTICLE](#)





Rossinavi *Numptia*

INTERVIEW WITH TOMMASO SPADOLINI OF DESIGN STUDIO SPADOLINI

Q: What is your design background?

A: I hail from a family of architects—back in 1936, my grandfather designed several important public buildings. My father, too, was an architect; it was he who penned the first revolutionary Akhirs for Pisa Shipyards. I have “lived and breathed” design all my life, experiencing the sea by boating and participating in regattas at a competitive level. I started doing pencil sketches of boats in 1975, apprenticing in my father’s studio until 1980. I then took a leap and opened my own studio, working with Italian shipyards such as Akhir and Canados, as well as many international shipyards. Two landmark yachts that I designed were the king of Spain’s 136-foot (41.5-meter) Izar-built *Fortuna* and the award-winning 141-foot (43-meter) Baglietto *Nina J.*

Describe how you became involved with the exterior and interior styling of *Numptia* and your experience working with the owner.

In the late spring of 2007, project manager Marco Martinelli approached me to draft preliminary designs for a yacht of approximately 203 feet (62 meters), providing me with a list of absolute musts for the yacht, both in terms of external and internal spaces including the cabins. I soon realized that the owner’s requests lent themselves to a much larger yacht. Several weeks later I presented my preliminary designs for a 213-foot (65-meter) yacht that included all the “musts.” A few days afterward I met the owner for the first time. He asked me to explain the reasoning behind some of my design decisions. I primarily focused on the “living” space and the fluidity of the pathways. From that first meeting, he and I established a very straightforward and dynamic relationship. Remarkably, right from the preliminary design meetings to the launch, we met, on average, a week a month—over the span of three years, so if my math is correct, that is approximately 252 days. Over that time frame, we discussed all his desires and dreams, and I kept adjusting my design accordingly. The owner’s presence helped me translate his ideas and style into my own concepts and design style.



What was the inspiration for *Numptia*’s hull design?

The main inspiration came from the owner. He was looking for a “soft,” gentle, smooth profile and design. *Numptia* is made up of continuous longitudinal, vertical and transverse curved lines. This gives softness to her profile. I like to think that the many curved lines help present this 70-meter boat to look like a proper yacht from first glance and not resemble a ship. The owner is a man accustomed to making decisions, and he understood the path I was trying to take with the external design from the very beginning of the design process.

Were the new design technologies useful in the interaction with the owner?

The CAD model, the 3-D designs and, most of all, the studio models, helped my team and me to present the client with various options that he actually often held in his hands. These included, for example, the design of the stern and the mast as well as the bollards and the cable guides: all the details that make *Numptia* truly a custom yacht.

To what degree did the initial brief change as the project evolved?

During the first few meetings the client said that the yacht would be primarily for his family use. Then, over time, he began to ask for changes as he decided he would also charter the yacht. This involved the necessity of revising the layout, rendering the size and dimensions of the guest cabins more “democratic.” He also decided that if the boat would be for charter, he wanted to make her interior stand out from all the rest. I was the one who introduced Achille Salvagni to the owner. From this point on, Achille joined me and added great depth, elegance and style.

Do you look at yacht styling from the outside in or the inside out?

In general I make sure that the exterior appearance of one of my designs is well balanced and shapely. In this case, I also took into consideration the large windows and the curved passageways of the interior.

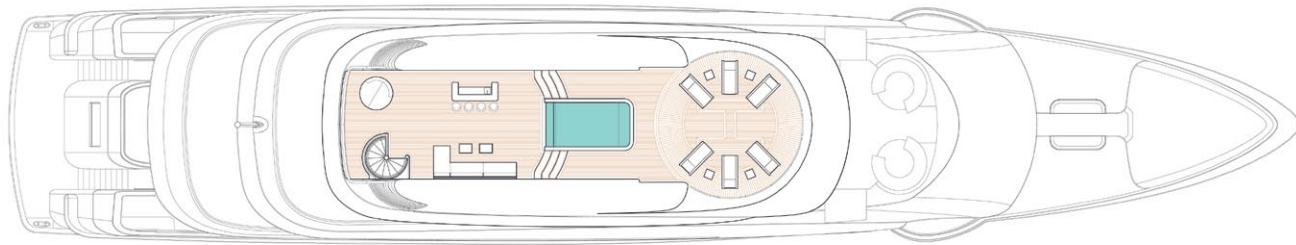
How was it working with Rossinavi?

Luckily for me, I had a great relationship with Rossinavi. During the advanced stages of construction—unable to find just the right furniture and furnishings—we provided the shipyard with drawings and specifications for the construction of all sofas, seats, large and small tables, furnishings for the pantry, outside galley and bar, as well as several sun beds on various outdoor decks of the yacht. The shipyard embraced the challenge and did a fine job of execution.

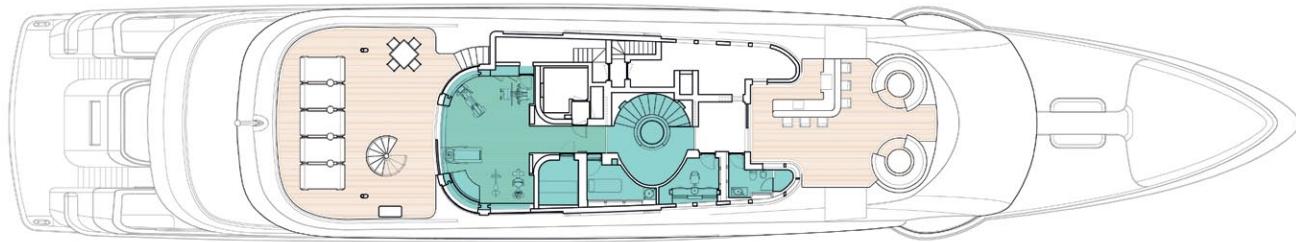
Tell me about anything else that you wish to impart to our readers regarding this project.

An interesting notation: After taking delivery of the yacht, the owner asked us architects to spend some time on board with him. Both Achille Salvagni and I went for a short cruise with him. Cruising with our client was very useful for us; we now had a way to fully understand the person and his achievements. Furthermore, we saw things we might want to tweak or improve upon in our next projects. I think that, if possible, we designers should put in a “short cruise clause” with our client as a contract condition from now on.

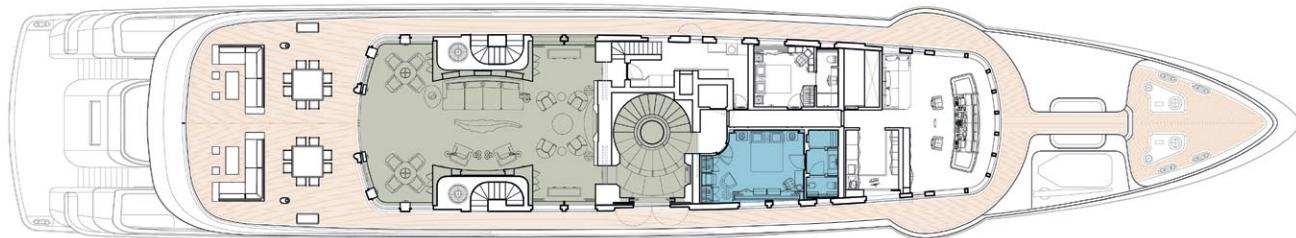
For more information, see spadolini.it



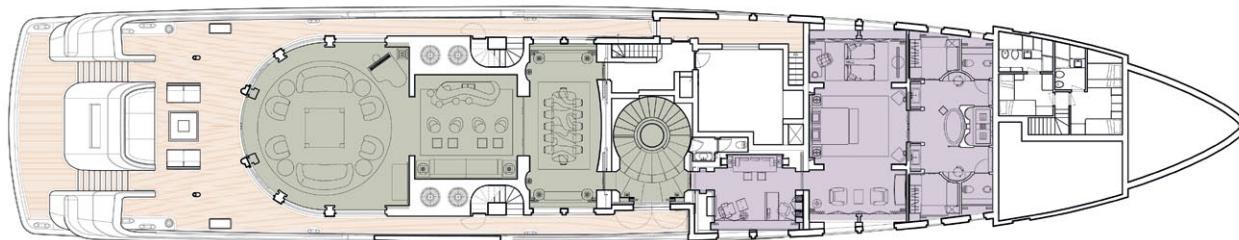
SUN DECK



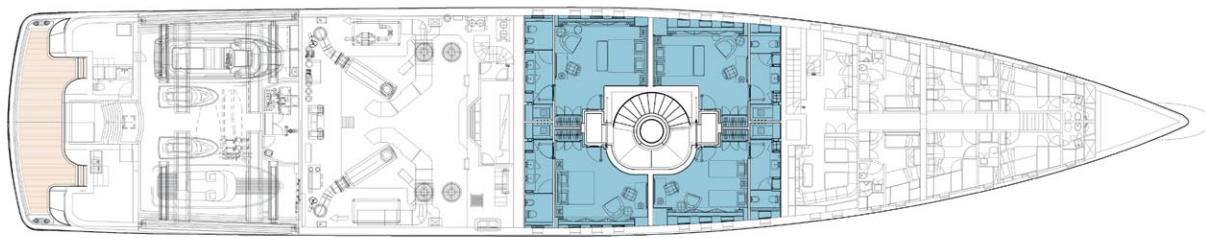
UPPER DECK



BRIDGE DECK



MAIN DECK



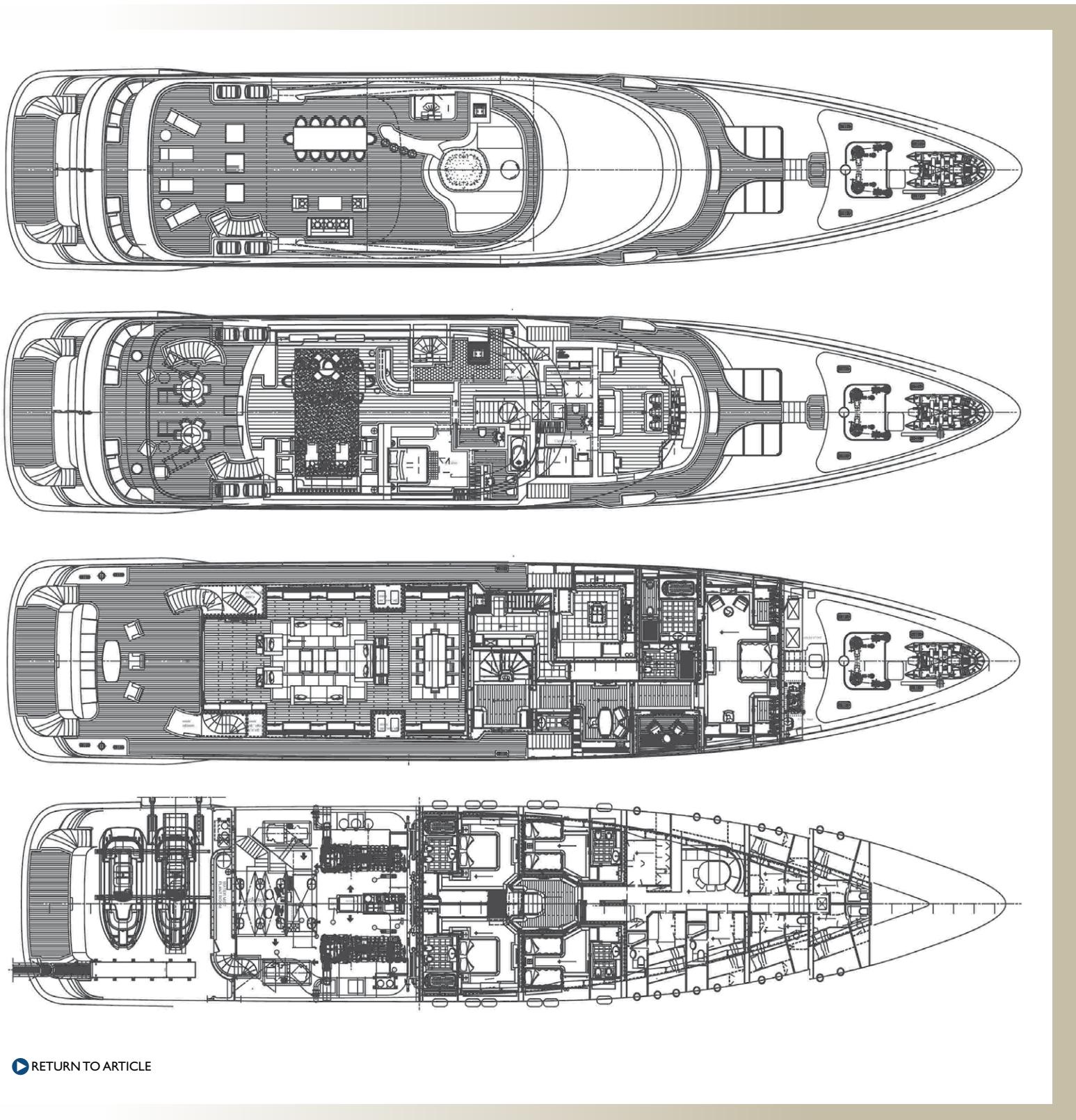
LOWER DECK



EXCLUSIVE DIGITAL CONTENTS

Columbus *Prima*





[RETURN TO ARTICLE](#)



EXCLUSIVE DIGITAL CONTENTS

Boat Shows Under

 [CLICK HERE FOR UPDATES AND ADDITIONAL INFORMATION OF THE YACHT LINEUP AT THIS YEAR'S BOAT SHOW](#)

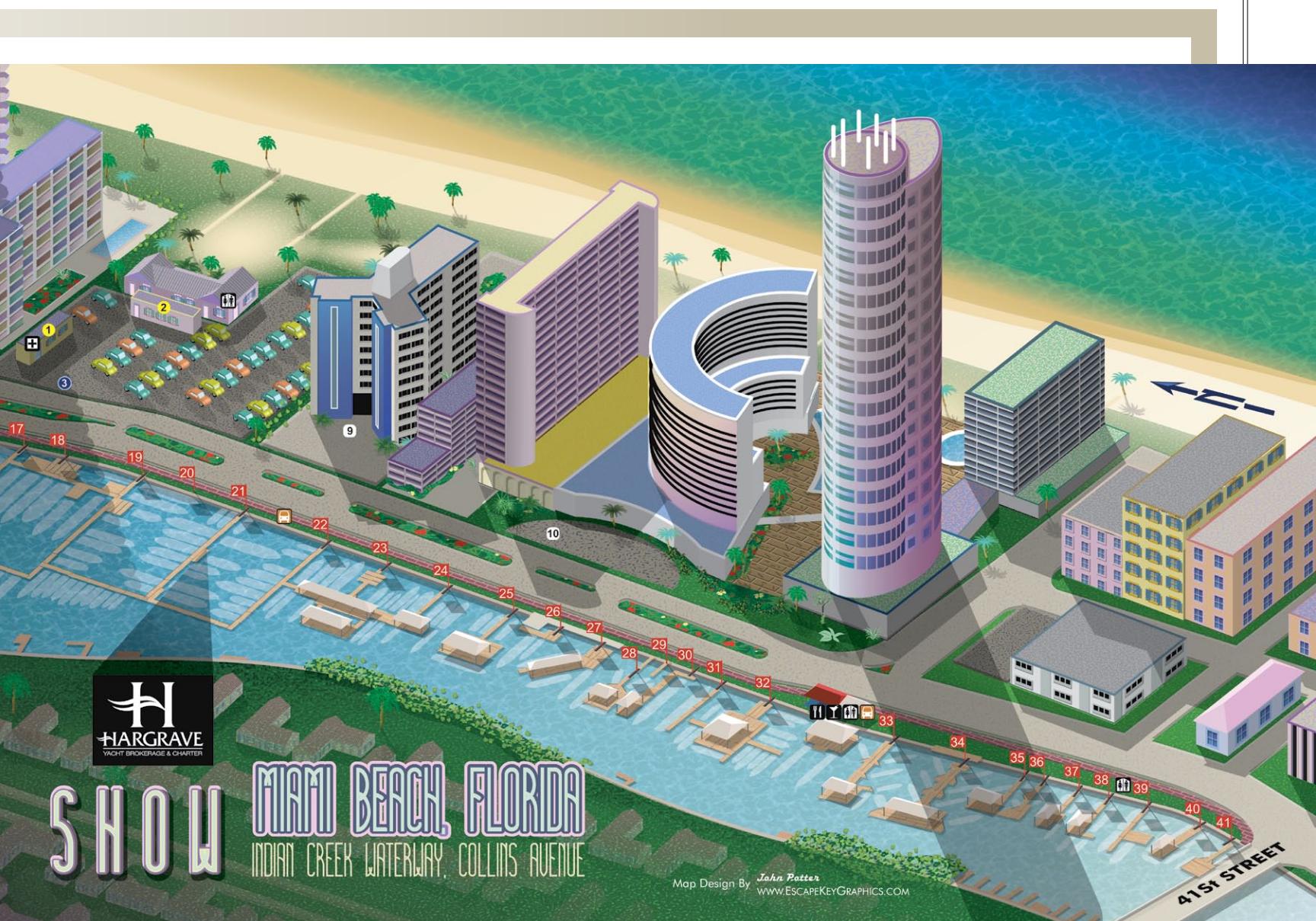


Each year builders from all over the globe bring their newest and their best to Miami Beach and 2012 is no exception. The main issue highlights a few exciting debut, but online we have provided a complete listing of the new and brokerage yachts on display at the Yacht & Brokerage Show. Check back often for updates.



 [RETURN TO ARTICLE](#)

The Sun





EXCLUSIVE DIGITAL CONTENTS

Vitters' Sarissa



YACHT PHOTOS: TOM NITSCH

 [CLICK HERE TO READ AN INTERVIEW WITH JONATHAN ROADES AND TO SEE THE DECK PLANS](#)

BILL TRIPP ON SARISSA

Sarissa's owners entrusted Bill Tripp/Tripp Design and Naval Architecture to develop naval architecture and exterior design for their future yacht. Tripp gives us his insight into the design process of this versatile and elegant sailing yacht.

STORY Maria Roberta Morso

In 1984, William H. Tripp III, best known as Bill Tripp, founded his naval architecture and design firm in Norwalk, Conn. Having spent his youth sailing and racing sailboats his father designed, he gained invaluable experience that helped him develop an architectural style blending sporty performances and luxury lifestyle. In the 1990s, he transferred his racing experience into small and large cruiser/racer designs. Tripp Design's current projects range from 49 to more than 260 feet.

A few of Bill Tripp's more memorable yachts are *Cinderella II*, a 104 footer built by Windship-*Trident* in 1992, the 130-foot *Alithia* launched in 2002 in Germany at *Abeking + Rasmussen* and *Mystère*, the 141-foot yacht realized by the same team behind Sarissa (*Vitters* shipyard, Tripp Design and *Rhoades Young* interior design). He has also helped design two extremely innovative projects with Italian shipyard *Wally*, the 143-foot *Esense* launched in 2006 and the 148-foot *Saudade* in 2008. Under construction now is another project for *Wally*, a 164-footer, plus two 158-foot sailing yachts for a new shipyard based in Venice, *Arzana Navi*.

Vitter's Sarissa is a yacht that embodies Tripp's design philosophy: "A good design balances beauty and technology."

A significant feature of this yacht is her carbon composite hull. Tripp explains that after working closely with the owner for a year and a half on the project's development, it became clear that the sailing performances the owners expected required carbon composite construction. In aluminum, Sarissa would have cost less but she would have been some 20 tons heavier. With a 12- to 16-knot breeze a composite and the



GABRIELE POSTORINO

aluminum hull have almost the same performance, but above and below these wind speeds, the carbon composite hull is much faster. With a light breeze of 5 or 6 knots, Sarissa smoothly navigates up to 10 knots; an enjoyable pace for a summer holiday in the Med.

"To have Sarissa's carbon hull built we talked to a few reputed yards all over the world and the choice of UK-based *Green Marine* [part of *Vitters*] was taken on a mix of their quality standards, cost, timing and on our full confidence in them," Tripp says.

Sarissa's elegant, sleek line comes also from the balance between interior volumes, translating to comfort, livability and speed.

"At Tripp Naval Architects we got a precise mission from the owner: We had to deliver a comfortable globetrotter wrapped in a sleek silhouette. The owner also asked for a yacht with a very low freeboard without bulwark so we had to design special recesses for the deck's fixtures to minimize their visual impact. We succeeded in designing what the owner wanted by shaping the interior volumes as needed for the globetrotting mission, ensuring at the same time excellent performance, easy sailing and maneuverability. We are known for long water lines and also for lifting keels that allow access to shallow bays and harbors while offering high sailing qualities; Sarissa embodies our design principles. The deck is clean and

almost uncluttered with a very low superstructure and a powerful-yet-elegant mainsheet arch spanning the cockpit to keep the deck clear. The coamings sweep around the cockpit and into the superstructure in a fluid design. Protected behind the superstructure are three living spaces with a large living cockpit, dual helm and sailing stations, and sunpad/sofas that apparently float over the deck. An aft cockpit can be converted into the kids' swimming pool. A large dodger and bimini are stowed in the superstructure, to be set up for sun- and storm-protection as desired".

Sarissa is a high-tech yacht with a simple sail plan so her owners can enjoy sailing anywhere in safety, both in light air or heavy weather. "She is a sloop with a very light and strong carbon mast built by *Southern Spars* and has a basic two-sail set up, jib and mainsail, with three removable furling sails on cables, a staysail, a code one, and top-down furling spinnaker. Apart from cruising with his family, her owner also wants to take part in maxi-yacht regattas and we provided the yacht with a square top main sail for her racing configuration, which increases the main sail area by 20 percent. For her qualities and flexibility Sarissa is exactly at the point where the state-of-the-art large sailing yacht world lies nowadays".

 [RETURN TO ARTICLE](#)



Vitters' Sarissa

JONATHAN RHOADES ON SARISSA

STORY Maria Roberta Morso

PHOTO Gabriele Postorino

Dick Young and Jonathan Rhoades joined forces at the very beginning of the new millennium. Since then Rhoades Young Design, based in Lymington, UK, has delivered several fine yacht interiors tailored with extreme accuracy to their client's wishes. They've worked with shipyards like Royal Huisman (*Maria Cattiva*, *Antares*, *M/Y Arcadia*), Vitters (*Mystere*, *Lady B*) Baltic Yachts (*Nautor*) and recently Holland Jacht Bouw's beautiful *M/Y Calliope*. These designs all demonstrate Dick Young and Jonathan Rhoades ability to turn the owners' dreams into reality.

I met Jonathan Rhodes onboard *Sarissa* and his thorough presentation of her interior made me understand how much work and passion lies beneath every single design choice.

JR: "Our mission with *Sarissa* was to create a pleasant place to live for a young couple and their children, making full use of all spaces available on board. *Sarissa* is a yacht for extended, relaxed holidays but also a high-performance, lightweight vessel built in carbon composite. In our project there's also a lot of research on how to build lightweight interiors."

You told me that owner had precise ideas on the atmosphere he wanted on board and you found the key to get it. As far as I feel, *Sarissa*'s interiors are a refined contemporary interpretation of the immortal romanticism of sailing.

"We had to ensure the owners could use 100 percent of the yacht 100 percent of the time. To get this goal we had to maximize the livability of every single room. Usually, on a sloop of *Sarissa*'s size there is a bulkhead division between the crew quarters and the owner's area at the mast. On *Sarissa* the dining room and galley create a unique room forward the mast, a place to live for the family and their guests. Dining area and galley, when necessary, can be divided with a sliding door that enclose the galley to make it part of the crew quarter that occupies the lower deck fore section. Walking inside the yacht, or giving a look to the GA, you realize that by staggering the accommodation blocks diagonally, we have stretched the visual length of the



"Our philosophy is to deliver creative design that is driven by experience and passion to create true luxury yachts which are destined to become classics of the future" (FROM RHOADES YOUNG DESIGN WEB SITE).

interior, making the interior feel 1.5 times bigger; removing the forward bulkhead we have actually added around five meters to living spaces. To give a feeling of continuity among all interior spaces, the yacht is entered through an upper saloon, with a very relaxed feel, which opens up on both day and night areas. Forward the upper saloon, the lower saloon, designed to be used as TV room, is open on the dining/galley and is adjacent to a cozy study. In this room, that can also be converted into a guest cabin, is an example of our efforts to maximize all spaces on board: what looks like cupboard in the study is actually the base of part of the L-shaped sofa in the upper saloon. Leading aft from the main saloon is a slightly curved corridor with flush hidden doors. Guest cabins open on this corridor ending in a rotunda in front of the owner suite. Here we gave the layout a peculiar geometry with a rotunda which slowly reveals itself, as if the corridor should continue. This help create a feel of being close to discovering a most private and secret part of the yacht. Also the triple children's cabin, adjacent to the nanny's cabin, was designed to make them live a little adventure every time they go to bed:

by mirroring the hull side inboard and using ships planking marquetry on the bulkhead, the cabin looks like a small pirate vessel. At night the ceiling glows with fibre optic stars of the northern or southern hemisphere."

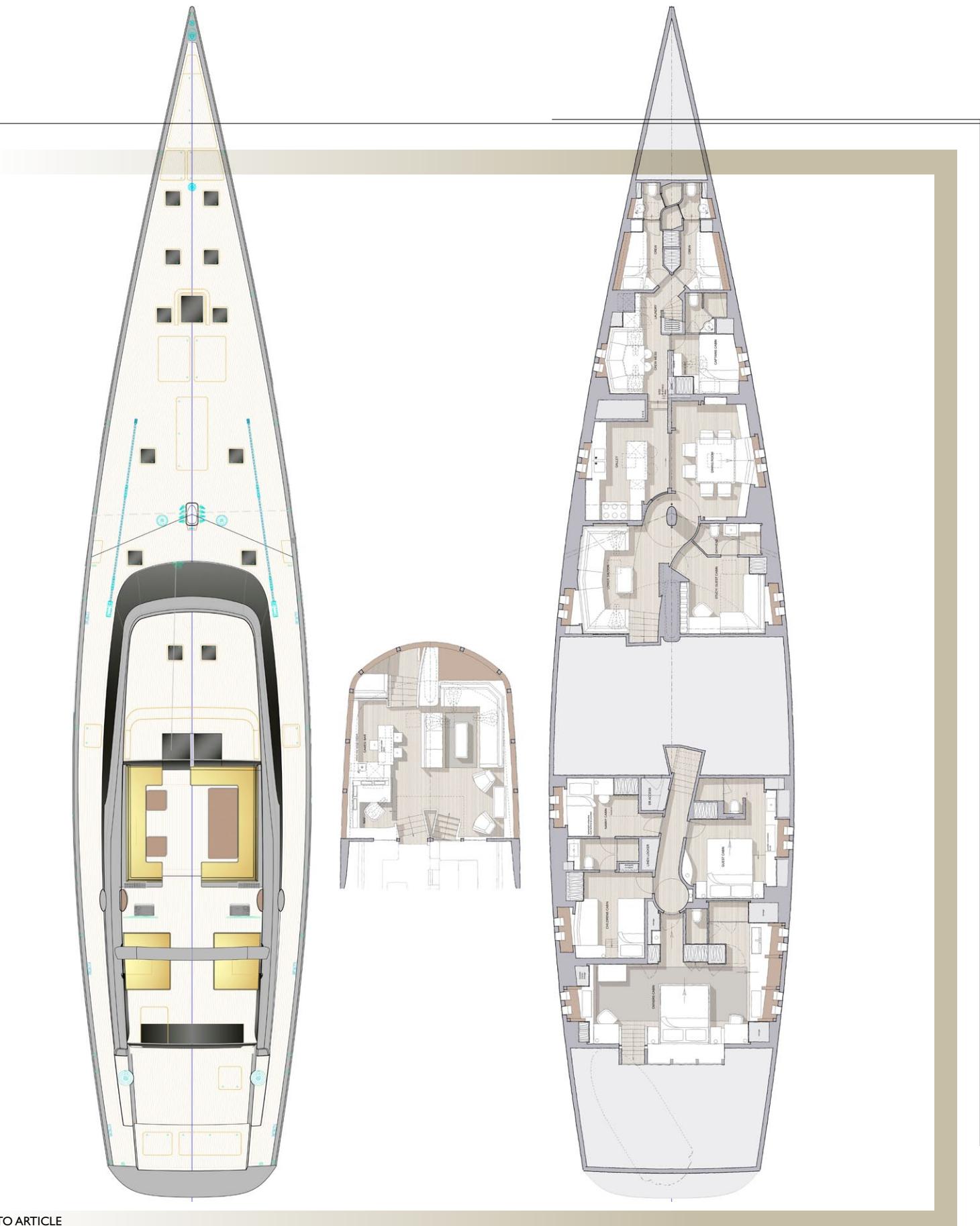
You used a series of diagonal and open vistas to increase the perception of length and space. This is the case of the Owner and VIP suites where the bathrooms open up into the cabin giving the illusion of a much larger space.

"Yes, this is another example of how we worked to enhance all spaces, volumes and features the carbon hull offered us. Further to this, by accessing the bathrooms from the hull side we have been able to express the shape of the yacht, and create key architectural features and symmetries using the vertical paired port lights which are a key feature to this yachts interior. Where possible, we 'celebrate' the yacht's structure, we exposed the carbon mast and added carbon laminate around the windows, for instance."

The choice of materials and details follows a scheme where comfort and design blends together. Did the owners give you precise specifications?

"To create an interior that was modern and coherent to the exterior but warm and comfortable, we worked together with the owner. The materials had to look elegant and be pleasant to the touch, as is the case of the oiled oak floor that feels pleasantly textured underfoot, providing excellent grip. The final choice is combination of limed oak panels, leathers, cherry furniture with brushed stainless fittings and rosewood furniture with blackened bronze fittings. Their combination and design create a rich architectural language, providing at the same time, a cozy, relaxed atmosphere. All details, lights, light switches, door handles, handrails are custom from Rhoades Young drawing board."

Even the smallest details offer an experience. The stainless steel handrails are a piece of design, but when I touched them I realized there is a smooth wood molding underneath. "I wait for the call, twelve months from now, when the owners will report me how they slowly and happily discovered all the interior's intricacies!"



 RETURN TO ARTICLE

YACHTS INTERNATIONAL



EXCLUSIVE DIGITAL CONTENTS

Regina 183 foot



[RETURN TO ARTICLE](#)

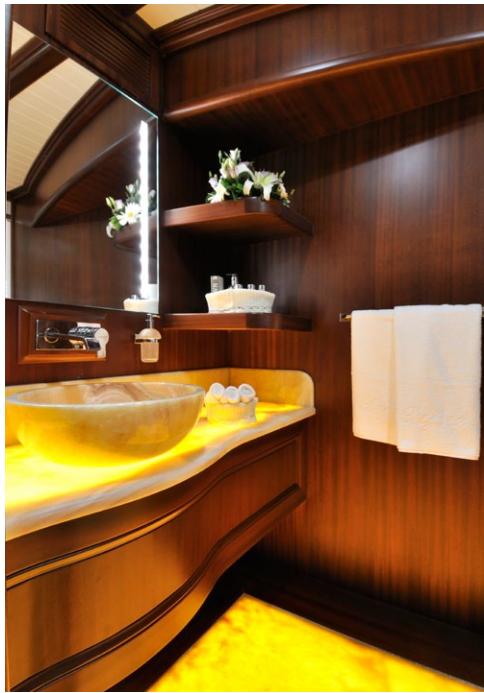
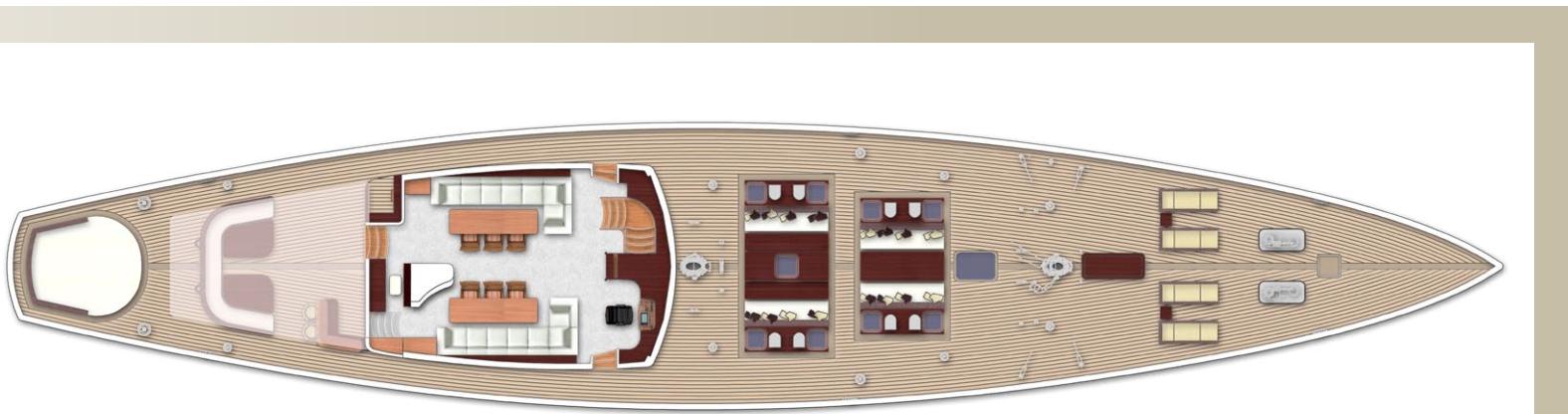


EXCLUSIVE DIGITAL CONTENTS

Regina



[RETURN TO ARTICLE](#)





EXCLUSIVE DIGITAL CONTENTS

JetLev R200



 [RETURN TO ARTICLE](#)

