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CHARTER-ABILITY
AN ODE TO LADY JOY

POWER TRIP
PERSHING VS. MANGUSTA

AZIMUT SHOWS RANGE
FROM FLYBRIDGE TO MEGAYACHT

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WHAT IS INTERACTIVE IN THIS ISSUE



NEWCASTLE
HARBOUR ISLAND



DELTA
LAUREL

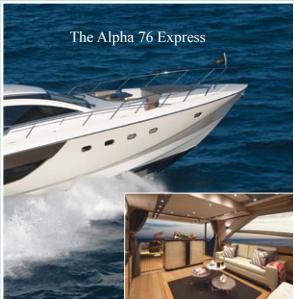


CHRISTENSEN
LADY JOY



AZIMUT RANGE

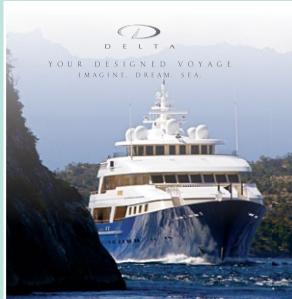
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The Alpha 76 Express



CHEOY LEE



DELTA



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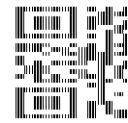


38m MP Series
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Sanlorenzo Americas' first 104-foot composite flybridge yacht banks on elegance, space and functionality.

46 ONBOARD HARBOUR ISLAND

Harbour Island is an expedition-minded custom yacht with all the amenities of a luxury superyacht. If you missed this beauty at the Fort Lauderdale show, here is your first chance to see why this very large 180-foot Newcastle created such a buzz.

56 DELTA LAUREL

What can the extensive experience that *Laurel*'s owners had circumnavigating the world teach yacht owners contemplating a similar adventure? Above all, says her captain, is learning how to make the most of precious time.

62 THE AZIMUT RANGE

This boating powerhouse has something to offer for nearly every type of boater, from flybridge yachts to megayachts and long-range cruisers. Here is a beginner's guide to the world of Azimut.

72 ONBOARD CIZGIE & E

The starting point for the design and construction of *E & E* was the owner's previous boat, his beloved Vripack-designed 126-foot yacht *Jasmin*. The owner, designers and shipyard worked closely to create the ideal platform for life on board.

78 ONBOARD LADY JOY

What is the secret formula that makes one charter yacht more successful than another? The 157-foot Christensen *Lady Joy* seems to have the right ingredients.

84 NEW IN NANTUCKET

This island 30 miles off the Massachusetts coast is remote enough to have preserved its charm and genteel way of life. A recent addition to the island scene is family-friendly The Westmoor Club and the gentleman's yacht *Belle*.

90 MANGUSTA 92 vs. PERSHING 92

Pershing and Mangusta have carved their niche in the open category. We had a rare opportunity to test two yachts inspired by one style and way of life, a revealing insight into each builder's approach.

96 AN OWNER AND HIS VICEMS

Miami-based architect Hakkı Koroglu tweaked his own design to achieve the perfect setup aboard Vicem's new Bahama Bay 61, a yacht named *Vivere*, or "to live" and he's already used her to do just that.

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Bravo 68



Bravo 78



Bravo 88



Bravo 95 / 103

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editorial

NAT WAS IT LIKE FOR THE EARLIEST NAVIGATORS to push away from shore and plow a bottomless ocean, the color of ink, using only guidance from the stars?

Today's long-range cruisers only have to imagine what it was like to be alone, casting off into the great unknown. Exploring remote regions of the Earth on a private yacht certainly is not for everyone, but this great adventure has become much more conceivable and feasible thanks, in part, to technology and satellite communication, which allows passengers and crew to stay connected to land throughout the journey.

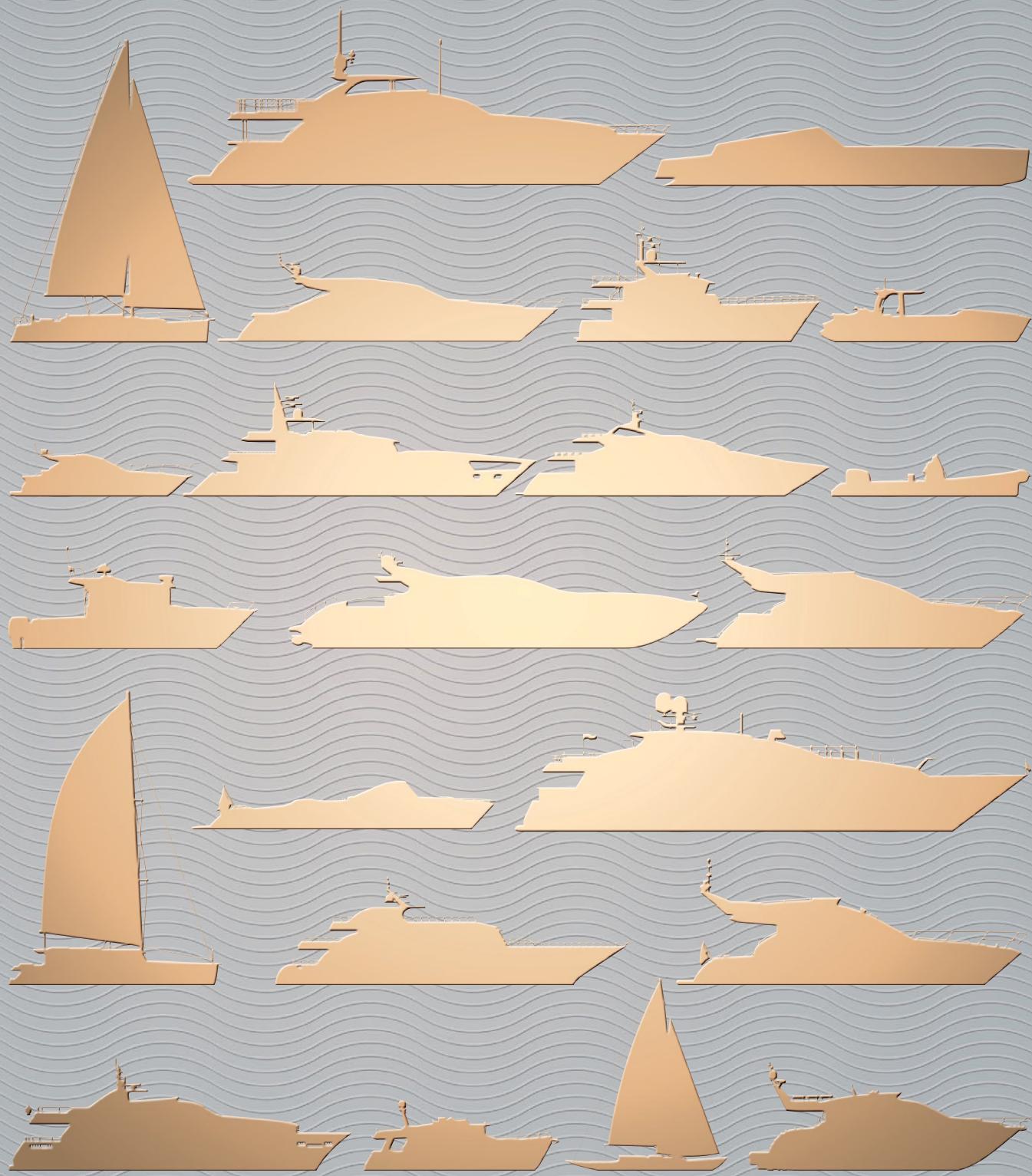
Six years ago, the owners of the 240-foot Delta *Laurel* undertook the first of many extended trips to some of the world's most remote and beautiful spots. The team that built the yacht put a tremendous amount of thought into planning this special yacht. So did the owners, designers and builders of *E & E*, destined to cruise far and wide, and the team behind the Newcastle *Harbour Island*, our cover yacht. For them the theme was an island retreat and a charter yacht able to accommodate families or a group of friends on a golf outing.

The vessels in these pages are as unique as their owners. But look closely, and you will find common themes. On a custom yacht as well as a production one, everyone seems to agree on the importance of being able to connect with the environment. Big windows, opening portholes (wherever possible), terraces and a beach club all aim to do just that. Access is important. Getting in and out of the water should be easy for everyone, just as it should be to move between decks. Doors that open wide, fold onto themselves or disappear into the floor are a great way to blur the transition between a sun-baked deck and a fully chilled skylounge. Spaces should be as multifunctional as possible. You can transform your salon into a movie room by choosing chairs that pivot and screens and projectors that unfold from the ceiling, as on *Harbour Island*. If cooking is part of your family experience, consider making the galley a convivial space that is attractive as well as functional. If you are on a crewed yacht, of course, the entire crew will be a big part of the onboard experience and perhaps will be the most important factor in making a good trip great, as the team aboard *Lady Joy* did during a recent trip to Antigua.

Do not overlook how important your personal space is. With all the action that goes on during the day, a restful night will be a must. And you may get into a contemplative mood as the yacht gently bobs at anchor under the celestial vault. You may no longer have to rely on the stars for direction, but what about inspiration?



Cecile Gauert EDITOR IN CHIEF



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{ MAKING WAVES }



Feadship Drizzle

Destined to be a modern classic

Feadship has launched the 220-foot-8-inch (67.27-meter) *Drizzle*. The inspiration for this classic yacht was the 2005 Feadship *Twizzle*, renamed *Drizzle* by her second owners. Her exterior offers a blend of modern, with a traditional low profile and contemporary feel, and the Classic Feadship look they enjoyed with their previous yacht. The extra length and widths allowed refinements and additions that facilitate life on board, such as a central staircase for easier access to the sun deck for both crew and guests. Redman Whiteley Dixon, taking *Twizzle* as a reference point, created a contemporary, warm and rich interior that feels like a home away from home. *Drizzle* takes crew quarters to an exceptional quality level even by Feadship's standards. "This reflects the owner's concern for crew welfare and a wish that their facilities should be finished to the highest possible standard," says *Drizzle*'s Captain James Duggan.

For more information, visit feadship.nl



PAMELA JONES

Oceanco Reveals *Nirvana* Sam Sorgiovanni Design

The newest Oceanco, Y707 now known as *Nirvana*, is undergoing sea trials. Australian designer Sam Sorgiovanni, who designed *Anastasia* (featured in *Yachts International* in March 2009), styled the yacht and created the interior. While the two Oceancos have striking similarities, *Nirvana* is a full 13 meters larger than her sistership. At 290 feet, 4 inches (88.5 meters), she will be a new entry to the Top 100 list. In spite of her imposing dimensions, including a beam of 46 feet, 7 inches (14.2 meters), and spacious accommodations, *Nirvana* has harmonious proportions. The yacht's interior uses eucalyptus, teak and white onyx blended with natural materials, fabrics and colors. Her versatile and extensive layout includes a large garage equipped with limousine tenders and the latest in water toys, an outdoor oval pool with height-adjustable floor, a spa pool and a sunbathing area, plus a dedicated indoor 3-D cinema. The owners should be taking delivery of the yacht in late spring.

For more information, visit oceancoyacht.com

ISA'S NEW MODELS APPEAL

A modern 216-foot (66-meter) yacht (the ISA 66 Granturismo) is the largest of four new models that ISA (International Shipyards Ancona) has sold recently. A full-displacement yacht in steel and aluminum, she has graceful lines courtesy of designer Andrea Vallicelli. Delivery is slated for 2014. A second 141-foot (43-meter) Granturismo, equally as stylish, caught the eye of yet another owner. Outside of the Grandurismo custom series, ISA also sold a 177-foot (54-meter) yacht, known as project Panorama, and an attractive 135-foot (41-meter) trideck, known as the ISA 41M Classic, slated to cruise in 2014 and 2013, respectively. Based on the Adriatic coast, ISA builds semi-custom and custom yachts in both aluminum and composite. However, in recent years, the orders for larger aluminum yacht have far exceeded the demand for the builder's graceful composite series. ISA delivered three 64-foot (50-meter) yachts nearly simultaneously and two were on display at the 2011 Monaco Yacht Show.

For more information, visit isayachts.com



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HANS ESVELDT

Heesen finds Serenity 180-footer is the new flagship

Among a flurry of activity, which includes several launches and a big step in the construction of its 213-foot (65-meter) so-called FDHF, Heesen Yachts has delivered its largest displacement vessel to date. At 180 feet, 5 inches (55 meters), Serenity represents another milestone for the Dutch shipyard, which in the past few years has built its reputation on all-aluminum fast semi-displacement yachts. However, this is not a first for Heesen, which built its first steel displacement yacht in 1992—the 164-foot (50-meter) Achiever built in collaboration with Oceanco—and since then has built 15 full-displacement vessels. Frank Laupman/Omega Architects styled this yacht, which sports the Heesen signature bow. Naval architects at Van Oossanen and Associates worked closely with Heesen's technical department to develop Serenity's hull. This is a long-range cruiser with a comfortable range of 6,000 miles at 10 knots. Her twin MTU 12V 4000 M60 engines yield a top speed of about 15 knots at half load. During sea trials in tough conditions, she exceeded her design speed.

Guest accommodations include a full-beam VIP cabin, plus two double and two twin cabins on the lower deck. The owner's suite, located on the main deck forward, has balconies on both sides and floor-to-ceiling windows. Comfortable outdoor areas include alfresco dining and lounging, large sunbathing pads and a mosaic custom Jacuzzi pool outside, but guests can also relax in a spa area complete with steam bath, sauna and massage room. An interior with a touch of Art Deco by Frank Laupman boasts high-gloss and polished maple and burled maple veneers, plus 11 kinds of marble.

For more information, visit heesenyachts.nl

HORIZON'S FIRST METAL YACHT BORN TO EXPLORE

Horizon has launched a 148-footer in its expedition series. The steel and aluminum yacht—designed in collaboration with Florida-based J.C. Espinosa, St. Petersburg-based Marine Technology Development for naval architecture and interior consultant Birgit Schannse—is being built to ice class. It is the first steel/aluminum yacht that Horizon has built and first BV ice-class private yacht built to date in Asia. The EP148 features a 29-foot beam, allowing for five comfortable staterooms, 10 crew berths, a transom garage and forward bow davit for water toys. The EP148 will have a range of more than 4,200 nautical miles at 9.5 knots. Horizon plans to introduce the yacht in June at its open house in Taiwan.

For more information, visit horizonyacht.com or contact Horizon Yacht's US office at 561 721 4820



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Fuel costs are on the rise again and while this may not be the biggest ticket item in a yacht's operation, fuel efficiency still is a big deal for both private and charter yachts. In addition to economy, the yachting industry is also looking for ways to be more environmentally friendly and is experimenting with solutions like alternate fuels, hybrid engines and new types of propulsion. While none is widely available for most of the existing fleet, Rochester, NY-based Cerion Energy has a solution that is. Its answer is a liquid fuel additive. The company's innovative product improves engine efficiency and reduces environmental impact without requiring any changes to the engine room. The additive contains a nanoparticle catalyst that improves efficiency and reduces emissions by improving the distribution of oxygen in the engine's combustion chamber, resulting in higher mechanical efficiency. The wide-roaming McMullen & Wing Big Fish, the 2003 Codecasa Apogee and motoryacht Nero, among others, reported good results when they added the GO₂ Diesel Fuel Optimizer to their usual diesel. Early reports show that the liquid additive can reduce fuel consumption from 8 to 14 percent and significantly reduce soot (up to 40 percent) and fumes (by as much as 70 percent). Fewer traces of soot on the hull exterior also results in less maintenance during and after crossings. Independent tests have shown that the additive does not make significant changes to the fuel properties, which means most engine manufacturers probably won't protest its use. Based on these great results, Cerion is developing an international network of authorized dealers. Currently, Palma-based ECOsuperyacht is an exclusive distributor in Europe.

For more information, visit yachting.cerionenergy.com or ecosuperyacht.com

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Spanish Astondoa has new US dealer Miami-based Flagship Marine Group

In Spain, the name Astondoa, is practically a synonym for yachting. Headquartered in Santa Pola, near Alicante, Astondoa has been in business for 96 years and has more than 3,500 vessels to its credit, ranging in size from 40 feet to 197 feet (its largest steel project to date). The shipyard's production currently approaches 100 units per year, including flybridge yachts, open/express cruisers and a megayacht series. So the vessels of this family-owned shipyard can be found in marinas all around the Mediterranean. The builder has its own engineering and design facilities, but also works closely with renowned Italian designer Fulvio De Simoni for exterior styling and Cristiano Gatto on many of its interiors.

Flagship Marine Group's founder and president Rafael Barca, who has ample experience representing European shipyards on this side of the Atlantic, sees Astondoa's diverse production as perfectly suited for the experienced American market. He was very impressed with Astondoa's facilities, production capability and other virtues. "The company has zero debt," he says. While financially conservative, Astondoa built facilities that comprise more than 4,500,000 square feet of combined manufacturing space for everything from hulls to interiors. It even has its own furniture division, called Classyc, a 900,000-square-foot facility located in Almansa, close to the factory that produces Astondoa's 40- to 55-foot production boats.

Barca is planning to show a couple of new flybridge models at the 2012 Fort Lauderdale International Boat Show.

For more information, visit flagshipmarinegroup.com or astondoa-yacht.com



BSD 147 Logica



BSD 98 Logica

BENETTI SAIL DIVISION MORE LOGICA

Italian shipyard Benetti Sail Division has developed a motoryacht line with a strong family look. Just recently, the shipyard launched the first BSD 98 in its Logica series. This new range breaks away from the shipyard's more traditional models, including graceful canoe-stern yachts that had become their trademark. The Logica's appealing styling is garnering attention. The shipyard also sold an attractive 147-footer in this series, which is scheduled for a 2013 delivery. Luca Brenta, a skilled sailboat designer, is behind the Viareggio-based shipyard's new flagship. Brenta transferred typical sailing yacht qualities, such as functionality and efficiency to this motoryacht. This 147-foot (45-meter) full-displacement yacht will accommodate up to 10 guests (in a master suite, two double and two twin cabins with an extra pullman bed), plus nine crewmembers. The 147 Logica will reach a maximum speed of 15 knots and a cruising speed of 14 knots, thanks to her twin Caterpillar 1,320-hp engines. She will get the RINA Green Plus certification. The Logica series is built with steel hulls and aluminum superstructures.

For more information, visit bsdyachts.com

Marquis Yachts Expanding Line and Markets

Marquis Yachts has unveiled its newest model, the Nuvolari-Lenard-designed Marquis 630 Sport Yacht. While the boat itself is an attractive addition to the Wisconsin-based builder's offerings and received plenty of attention at the Yacht & Brokerage Show in Miami Beach, it was not the only news maker for the company. Irwin Jacobs and Jean-Paul Dejoria, who invested heavily into Marquis and created J&D Acquisitions, announced a new joint venture with a large multifaceted government-run Chinese group called Poly Technologies, Inc.

Poly Technologies Chairman Jiang Lianxiang, who was present in Miami Beach during the boat show, said that while full development of China's recreational boating industry would take some time, growth had been significant already.

Even if sales to China only represent a few units for Marquis early on, any incremental sales will be good for the Pulaski-based company. The new company, named Poly Marquis Yacht Co. Ltd. will adapt the boats built in Pulaski by its own craftsmen to the habits and expectations of Chinese boaters.

For more information, visit marquisyachts.com



NEIL RABINOWITZ

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Classic with a Modern Twist Vripack's Take on Burger

Wisconsin-based Burger Boat Company is always looking toward new design inspiration. In fact, in recent years, the company has collaborated with a number of design firms to develop projects and build yachts of both traditional and contemporary feel. That was the case of the lovely *Tò-Kalòn*, designed in collaboration with Dutch designer Cor D. Rover. Another recent example is this 97-foot yacht that Burger developed with Vripack's designer Robin de Vries, who went back to the design roots of a typical Burger and incorporated a modern twist. The resulting design is "a stunning yacht with a recognizable design wearing a modern jacket," says De Vries.

"Burger is excited about this design; it clearly reflects the Burger heritage and brand while offering the latest in design features and technologies. The styling is still indicative of the Burger brand while incorporating several contemporary design elements," says Ron Cleveringa, Burger Boat's vice president of marketing and sales. One feature that has received the Vripack makeover is the distinct portholes. The 97 Burger has panoramic windows to help enlarge the interior spaces, while retaining a classic split-level deck. The main deck contains the living areas and a spacious kitchen to provide a first-rate culinary experience as well as a comfortable gathering place. This feeling was also carried into the helm area where every attempt was made to prevent the captain from being segregated from the rest of the guests. A fully equipped VIP suite with a private entrance sits forward on the lower deck. Also on the lower deck is the full-beam owner's stateroom with his-and-hers ensuite bathrooms. The remainder of the deck is divided between two guest suites and the fully equipped crew area. The garage has plenty of space for one tender and two personal watercraft.

For more information, visit burgerboat.com or vripack.com

Raising the Ante Hatteras Yachts' New 95 RHP

Hatteras unveiled an alluring new design for a 95-foot motoryacht, which is part of a custom series that combines Italian flair with North Carolina tradition, or as Hatteras puts it "brings styling cues from her classic lineage into the 21st century, and is designed to set the standard for Hatteras' next generation of motor yachts."

Hatteras' in-house design department worked closely with Italian designer Enrico Gobbi of Team 4 Design.

The resulting 95 Raised Pilothouse is not a compromise of two distinctive styles, but a successful blend of influences, yielding a very attractive result in terms of styling. Hatteras is working on building a full mockup at its facility in Bern, SC. The first hull of what Hatteras calls a new American classic is slated to cruise in 2013.

For more information, visit hatterasyachts.com



DENISON TO REPRESENT AUSTIN PARKER ITALIAN "LOBSTERS" RETURN HOME



Tuscany-based Austin Parker was among the first Italian shipyards to build a so-called "lobster boat," a range of classical, elegant midsize boats based on the traditional Maine fishing boats, with high bow, sturdy hull and straightforward layout and accommodations. Recently, Austin Parker worked with renowned designer Fulvio De Simoni to develop a seductive new range that includes seven models 42 feet to 72 feet in length. The flagship is the beautiful AP 72 Fly, offering accommodations for up to eight guests and two crewmembers. Fort Lauderdale-based Denison Yacht Sales, which has been expanding its offering by adding a number of European brands to its lineup, recently became the shipyard's exclusive distributor in the United States.

For more information, visit denisonyachtsales.com or austinparker.it

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TRINITY YACHTS' TSUMAT



After a busy 2011, Trinity is still on a roll. **Tsumat**, the first launch of 2012, is a custom 164-foot (49.9-meter) tri-deck aluminum yacht. Built for a repeat customer, the yacht includes six staterooms and a tender garage, which allows the oversized sun deck, equipped with fitness equipment, to be dedicated to fun and relaxation. With a draft of less than 8 feet (less than 2.4 meters) at half load, **Tsumat** maneuvers easily in shallow water, but a 28-foot (8.5-meter) beam makes sure there is plenty of breathing room on board for all 12 guests and 11

crew. The interior—created by J.C. Espinosa of Espinosa, Inc. and Ramon Alonso of Museotec with input from her owners—is modern and makes good use of the space. Accommodations include a full-beam, main-deck owner's suite with adjacent study and walk-up ensuite his-and-hers heads plus four guest staterooms—two queen and two twin—on the lower deck. A fifth queen guest stateroom shares the pilothouse deck. For fun in the sun, the ship's large sun deck features a hot tub, bar, dining for eight, quad chaise lounging, treadmills, weights, twin sun pads and room for the rescue tender.

For more information, visit trinityyachts.com

Argos 70

Raised pilothouse for high expectations

Argos Yachts is about to deliver its new custom Argos 70 to her owners. This sturdy composite yacht is the latest born in the yard's limited-edition series, designed by the shipyard and naval architect Howard Appollonio. The first Argos introduced was a 92-footer, an interesting yacht with clearly different styling and an interior layout that drew lots of attention at the 2009 Fort Lauderdale International Boat Show. The whole series, built by Tricon Marine in China, was conceived to provide owners interested in doing extensive cruising with innovative, sturdy and efficient vessels yielding good performance. The new Argos 70, the smallest in a series, sleeps six guests in three staterooms with ensuite heads, plus two crewmembers. It features a large pilothouse, spacious galley, beautiful salon with a dayhead and a multipurpose split-level sun deck offering space for entertaining or relaxation. Fitted with CAT C-12 715-hp engines, the yacht cruises at 17 knots with a maximum speed of 20 knots and a range of more than 1,500 nautical miles at passage-making speeds.

For more information, visit argosyachts.com



PEOPLE ON THE MOVE

Mondo Marine has nominated

Roberto Zambrini as its new chief executive officer. He joins owner and Chairman Marco Stroppiana at the helm. The company owns the Savona-based custom yacht builder Mondomarine. Zambrini entered the marine sector as managing director of Sanlorenzo SpA and later joined Cantieri di Pisa.



Kathy Kennedy, formerly with Derecktor Shipyards (where she was director of marketing) and the Ferretti Group, has joined Moore Stephens Brokers (providers of insurance solutions for high-end assets) as executive vice president.



Mike Busacca has joined Fraser Yachts as US commercial director. Most recently Busacca served as president of the Platinum Yacht Collection. In his new role at Fraser Yachts he will oversee sales and charter in North America.



Northrop & Johnson welcomes **Karina Lopez**, a marketing professional with extensive experience in real estate, hospitality and finance, as marketing director.



Dwight Tracy & Friends bolsters its program for new megayacht construction with the addition of **Phil Friedman**, former president and CEO of Palmer Johnson; who has joined the team as in-house new-build consultant.



Daniel Ziriakus has joined Camper & Nicholsons as director of marketing. He will be based in Monaco.





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THINK OUT OF THE BOX

Excepting those who leave terra firma only to anchor a few feet away from shore, most yachtsmen enjoy boating because they love the water. Wouldn't it be a shame to be unable to connect with the environment? Big windows and a form of a beach club help, but what if there isn't that much room available on and around your boat's existing swim platform? Then maybe you should consider expanding that wonderful recreation area with a floating island. BMT Nigel in collaboration with Henry Ward (a recent design graduate who came up with the concept) has designed a 33-by-26-foot (10-by-8-meter) supplemental beach you can take anywhere. Not only does it float wherever you want it to (you can tow it with a tender), it folds into its own purpose-made crate, which fits in the garage. BMT is investigating further applications, including its viability as a temporary touch-and-go helipad.

For more information, visit bmyachts.com, henryward-design.com or recreationalisland.com



Leaving the Doc Onboard Medical Care

Traveling far and wide is quite appealing, but what to do in case of a medical emergency? A number of superyachts have onboard hospitals and a full-time physician traveling with guests and crew. Realistically, most people do not have these kinds of resources available aboard their yachts.

Several companies are offering products and services geared to the yachting set. Ocean Medical International, in business since 1991, specializes in providing remote medical care. It creates and sells medical kits geared to different types of boating (for tenders, sportfishing boats or yachts). It designs them according to the distance traveled and other factors. It also provides monitoring devices and telemedicine services.

Dr. Michael J. Hall, a Miami-based physician with recreational boating and travel experience, introduced his services to the boating world at the 2012 Miami boat show. His bring-aboard medical kit, the Hall MEDpac, is best described as a "hospital in a suitcase" and is designed to allow minimally trained people to tend to medical emergencies. Hall, who

has worked for the Center for Disease Control and is active in the Army Reserve, has traveled to exotic locations and designed his medical kits to provide life-saving first aid in the most remote places. A yearly subscription to a built-in satellite uplink allows connecting to medical professionals who provide guidance on how to use medications and tools to stabilize fractures, suture wounds or any number of other medical interventions. Each kit is made to order, according to existing medical needs and itinerary.

For more information, visit oceannmedicalinternational.com or hallmedpac.com



Dr. Michael J. Hall



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For more information, visit majilite.com, nuvolari-lenard.com or montecarloyachts.it

SUN AWNING MULTIPLEX SHADE SYSTEM

Even the most devoted sun worshippers sometimes need a respite from the heat and glare of direct sunlight, but when you're on board a yacht, every ounce of extra weight matters. The product designers at Multiplex GmbH, a company based in Bremen, know this well and have developed a range of carbon-fiber yacht components including a sun awning system that can be installed in a matter of minutes. This "plug-and-play" system includes 5-inch (outside diameter) carbon-fiber posts and the necessary canvas and fittings to secure an awning in up to 30 knots of wind. The elegant sailcloth can be matched to the yacht's color scheme and fittings can be mounted directly to the yacht where no posts can be placed. The entire system is delivered in custom-made bags for easy storage.

For more information, visit multiplexgmbh.de

You may have heard the name Majilite mentioned. While we toured the new Monte Carlo Yachts 76 with designer Dan Lenard, we heard it repeatedly.

Lenard, as in Nuvolari-Lenard, the innovative Venice-based design firm responsible for the looks and styling of many memorable yachts, extolled the virtues of this amazing man-made material that looks and feels astonishingly like suede or leather.

It is so well done that it fits just right on the high-end interior of multimillion-dollar yachts. On the MCY 76, it appears as a trim on the helm console and accent on doors or around windows within an attractive décor blending whitewashed pear wood veneer, teak and real leather floors or panels. Lenard's enthusiasm for this flexible and attractive material and the manufacturer, which he found during one of his trips to the United States, is infectious. Majilite Corporation, is based in Milwaukee and has a 165,000-square-foot ISP 9001-certified manufacturing facility outside of Boston. Employing a full staff of chemists, engineers and technicians, it has developed specialty faux suedes and leathers made of engineered nylon or polyester fiber matrix, which are manufactured in the United States, without PVC or other dangerous compounds. The material is easy to maintain and resistant to wear and tear, heat and humidity. And above all, it looks great. It may be the perfect solution for many problem areas on the yacht.



COMFORT AT SEA SIDE-POWER FIN STABILIZERS

A new type of fin stabilizer promises to provide a stable platform on which to work and play. Side-Power's fin stabilizers, which can be retrofitted on many different boats, reduces rolling motion under way (by up to 95 percent, according to the manufacturer). The compact system, which operates on a dual hydraulic cylinder setup, may be installed on boats 70 to 150 feet. Prefitted internal hydraulic connections require no complex adjustments before the first sea trial, according to the manufacturer. The fins are made as a single piece of vacuum-injected Vinyl Ester over a pre-shaped core, for strength and durability. Imtra, which has added these stabilizers to its product line, installed the fin system on the 105-foot Sunseeker Sea Raider in the United States. "The Side-Power Stabilizer System works brilliantly and has exceeded our expectations," said Captain Trevor Woodman. "Adding these stabilizers has changed the boat's overall performance and how we use it. We can now go to sea in almost any condition and anchor out without worrying about guests getting seasick or having to endure an uncomfortable motion." Side-Power Stabilizer Systems range in price from \$60,000 to \$100,000, and are available through Imtra's network of dealers throughout North America.

For more information, visit imtra.com or side-power.com





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MARINEMAX VACATIONS

Well known as a boat dealer and brokerage firm, MarineMax is taking a leap into the charter market with its MarineMax Vacations. With a fleet of custom-built power and sailing yachts and a base of operations in the heart of the British Virgin Islands, MarineMax invites charter guests to explore the deserted shores of the Caribbean from the comfort of a private yacht. The experience includes full concierge-style services with the ability to arrange everything from travel accommodations and excursions to provisioning. The newest addition to the charter fleet, which was unveiled at the Miami boat show, is the Aquila 46 catamaran (listed in the company's fleet as the MarineMax 464) available with either four lower-deck cabins or in a three-cabin layout with a main-deck master suite.

For more information, see marinemaxvacations.com

Custom Entertainment

San Juan Yachts Chooses Niles Audio

At home or on a yacht, integrating multiple entertainment systems without a slew of wires, a wall full of equipment and a lot of expense is challenging. The space-saving convenience and professional design of Niles Audio's new Intellicontrol ICS System is what, in part, motivated Anacortes, Wash.-based San Juan Yachts to make the system a standard feature on all its new 48-foot yachts after installing the first one at the bequest of the owner of a SanJuan48.

"We soon understood what the owner loved about the system," said San Juan Yachts co-founder Donald

Campbell, adding that the first installation of Niles' flexible ICS System did not give the yard any trouble. On this particular SanJuan48, the system the owner chose has five audio zones, each connected to two speakers. Music and audio sources include AM/FM radio, SiriusXM Satellite Radio, iTunes and two Samsung LCD LED TVs, which link to Apple TV. Three Niles touchscreen interfaces and two Niles in-wall panels control the entire system. A 4G mobile hotspot provides Internet access.

Add a wireless connection, and the Niles Audio's ICS multizone system can even be controlled via iPhone.

For more information, visit nilesaudio.com or sanjuanyachts.com



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SeaKeepers Adds New Initiatives for Ocean's Sake

During the Miami and Palm Beach boat shows, our friends at SeaKeepers hosted fundraising events to help support their efforts and welcomed new members.

At the Yacht & Brokerage Show, the non-profit organization held its soiree in a private Miami Beach home. Hostess Norma Quintero, a well-known philanthropist, graciously opened her doors to a few hundred guests that included new members and long-time supporters, many of whom donated wonderful prizes for a classic silent auction—everything from original works of art from Guy Harvey to golf and wine cruises, to a test drive in a brand-new Bugatti Veyron 16.4 Grand Sport.

In recent years, all charities and great causes have faced heightened competition for scarcer dollars. Like all others, SeaKeepers has had to come up with new programs and ideas to

expand its membership base and donation programs through a number of new initiatives. Jeff Fraser, formerly of the Tradewinds Foundation, heads the SeaKeepers' new yacht donation program. This recent initiative offers yachts owners who have not been able to sell their boats the opportunity to help a great cause and possibly get financial relief in the process.

A second initiative is the creation of the Scientific Vessel of Opportunity yacht fleet. This program allows yacht owners to host leading scientists on vital research missions aboard their yachts. The society's role is to identify key research projects that can be carried out aboard a yacht and match them with yacht owners and crew who have the interest and opportunity to host these missions. This is something that the scientific

community embraces.

"At a time of dramatically shrinking research budgets, finding platforms for performing marine research is one of the most limiting factors for finding out what's happening in the oceans," said Kevin Hardy, a ocean engineer with the Scripps Institute of Oceanography. "At the same time, never in history have we had more need of data to understand the scope and impact of the rapidly changing ocean environment. Perhaps more than any other category of oceangoing vessel, yachts could play a significant role in filling the voids in our knowledge about the seas," he said.

Using its membership base and its yacht industry partnerships, the society will connect scientists and yacht owners wishing to participate in this important program, a great way to support research globally.

For more details on the donation program, contact Jeff Fraser at jeff@seakeepers.org or Richard Snow at rsnow@seakeepers.org. For more information on the Vessel of Opportunity program, email brittany@seakeepers.org or visit seakeepers.org



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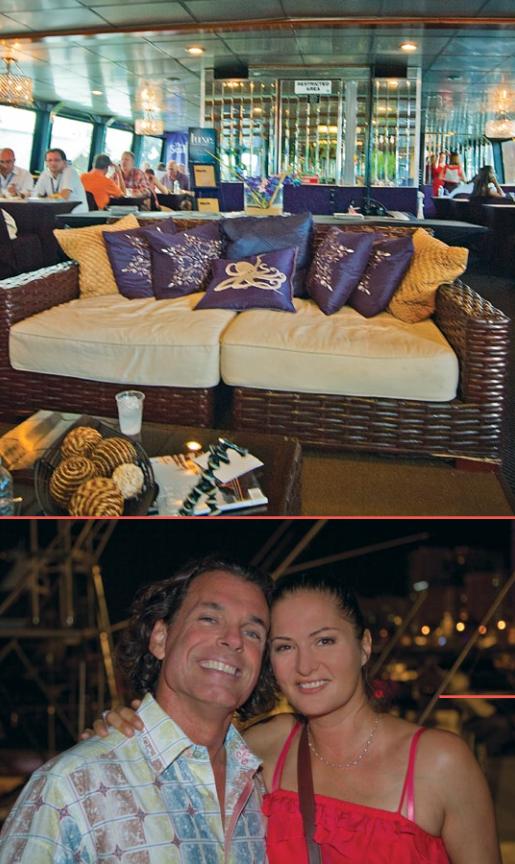
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THE VIP PAVILION CLUB SEE AND BE SEEN

Each year *Yachts International* hosts a VIP Pavilion at the Miami Yacht & Brokerage Show, a space where yacht owners and sponsors are able to entertain their guests in a private, comfortable setting. This year we set up our Pavilion onboard "Kabana Beach", a charter vessel transformed to host our sponsors, their guests and our Pavilion members for daily lunch buffets and cocktails until late. This being Miami, we added a dash of Latin flavor with Samba Night, a lively invitation-only party that was the talk on the docks.

During daytime the Pavilion provides a casual and pleasant business environment and, in

the late afternoon, a friendly place where you can unwind. Open to yacht owners and *Yachts International*'s announcers, the VIP Pavilion is a slightly removed from the hustle and bustle of the show but still at the heart of the action.

This year IMA Yachts was one of the sponsors that made the Pavilion the usual happening spot. "*Yachts International* has created the premier boat show venue in which to see and be seen at by the industry's best," says IMA Yachts Richard Young. "Like *Yachts International*, the team at IMA Yachts is committed to the highest level of client service. We were delighted with the opportunity *Yachts*

International provided us to promote our company's unique focus on the support of the Captain and Yacht Owner in new build, refit and operational phases, and look forward to our continued affiliation at all future premier yacht shows," Young says.

"There is really no better place to network," says Lisa Verbit, Senior Vice President of Bank Of America's marine division, another of our valued sponsors. "A boat show is also an opportunity for socializing and engaging people with whom you may do business down the line. The Yachts Pavilion is the perfect setting for that



first conversation or for follow up meetings. We enjoy the opportunity to meet people in a more casual environment, which remains appropriate for discussing topics such as yacht financing and wealth management," Verbit says.

We would like to thank all of our sponsors for making the VIP Pavilion possible: ARRRCorp, Bank of America, Chartis Insurance, Concord Marine Electronics, Danielle Butler from Fowler White Burnett, IMA Yachts, National Marine Suppliers, Richard's Aviation and SX Liquors. It is thanks to our sponsors that, each year, we are able to create something new and unique.

FOR MORE INFORMATION ABOUT OUR SPONSORS, VISIT:

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SX Liquors: sxliquors.com



The Yachts VIP Pavilion is present at major US boat shows. For membership and sponsorship information, contact Jennifer Jones, jjones@aimmediacom

Chameleon Character

Sanlorenzo SL104

A few months ago, Sanlorenzo Americas welcomed its first 104-foot composite flybridge yacht. It was built on spec and features—as is customary now—an interior by American designer Marty Lowe, who came up with a multifunctional and appealing design for all.





WHEN BUILDING A SPEC YACHT for a yet-to-be-found future owner, the shipyard can—with its choice of interior design, number of staterooms, sun-deck layout and accoutrements—unintentionally exclude clients in certain demographics. It's just as risky to stylize a yacht as a swanky South Beach bachelor pad as it is a kid-friendly rumpus room, but surprisingly, the Sanlorenzo SL104, shown at the 2011 Fort Lauderdale International Boat Show, could be either or both, and more. With enough beds to accommodate kids, stepkids and their friends on spring break, and the Super Bowl-sized TV on the sun deck with enough seating for all the guys, the SL104 is a chameleon of sorts, adapting easily to environment, owner and guests.

Its adaptable characteristics are immediately obvious past the salon's doors. Just inside, a wet bar (or sink for washing sticky little hands) made of fossilized Italian stone juts out from cabinets that hold glassware and bar supplies but could also accommodate coloring books and Lego building blocks. Contemporary sofas are cloaked with washable—and easily replaceable—slipcovers that can be changed as frequently as the guest roster. Interior designer Marty Lowe applies her design philosophy of “livable luxury” to all Sanlorenzo yachts she designs yet creates each with its own distinct palette, sensible look and inimitable feel. On this SL104, swaths of material from the ceiling and wall create a visual illusion; you cannot easily tell where the fabric starts or stops. Pale leather wall covering, a dark wengé floor and bleached anigre ceiling dotted with LED lights create a sharp contrast that, on other yachts, might seem formal. And while there's no indoor dining area big enough for sit-down meals, with multiple salon seating groups, the environment encourages casual living and a relaxed lifestyle, which, Lowe says, is what time on the water is meant to be. Two pop-up TVs, one for each main seating area, enable guests to simultaneously watch a movie on one screen while video games are played on the other. Crocodile-leather accent chairs and side consoles with cantilevered and bronze-toned mirror doors add to the room's interest. A forward stairwell appears to be open, but upon closer look is enclosed in lightly smoked and opalescent glass—another illusion. The dayhead, with stone counter and sink and alligator wall panels, has a carved wengé door that breaks up the hallway, whose hardware-free walls

STORY Liz Pasch PHOTOS Sanlorenzo Yachts



This wide-angle view of the salon reveals its scale. While white sofas may seem high maintenance, all the slipcovers (like the bedspreads) are washable; near the salon's doors leading to the spacious aft-deck lounge is a practical wet bar, with a prep table and a sink

conceal cubbies, drawers and cabinets for every type of knickknack. Every possible space has been used for storage.

Lowe's emphasis on livable luxury is repeated in the main-level master suite. No unusable heavy bedspreads or decorative pillows here. Instead, a washable white duvet splashed with a spray of blue coral and matching pillows and shams invite an afternoon nap. The king bed is situated under a large window equipped with powered sunshades. Instead of the traditional flat-screen TV at the foot of the bed, a mirrored wall transforms into a television with a remote control. On the other side of the mirror awaits an enormous shower with glass that switches to opaque for privacy.

Lest guests suspect finding subpar accommodations below, all four

staterooms—two VIPs and two twins, one with an extra Pullman—boast ensuite bathrooms, silk and cashmere carpeting, practical but beautiful bed dressings and the same mirrored/TV walls as the master suite. But even on this yacht, featuring the maximum number of staterooms available on the SL104, smart design finds space to conceal a washer/dryer and cabinet cubbies accommodating laundry and cleaning supplies.

Lowe used fossilized stone in the galley with the requirement that they'd be beautiful and functional. The galley design incorporates common-sense use of space, such as deep countertops to accommodate up to 10 plates at once for easier service. Additional space under the pilothouse accommodates top-of-the-line steam and microwave Miele ovens.

Sanlorenzo SL 104

LOA: 104ft. (31.70m)
BEAM: 23ft. 4in. (7.11m)
DRAFT (MAX.): 6ft. 6in. (1.98m)
CONSTRUCTION: GRP
ENGINES: 2 x MTU 16V 2000 M93 2,400 hp
GENERATORS: 2 x Kohler 55kW @ 60Hz

SPEED (MAX.): about 29 knots
SPEED (CRUISING): about 26 knots
STABILIZERS (OPTIONAL): TRAC zero-speed stabilizers
FUEL CAPACITY: 3,302 gal. (12,499L)
WATER CAPACITY: 739 gal. (2,797L)
NAVAL ARCHITECTURE: Sanlorenzo Yachts

EXTERIOR STYLING: Francesco Paszkowski
INTERIOR DESIGN: Marty Lowe Interior Design
BUILDER: Sanlorenzo Yachts
YEAR BUILT: 2011

Outside living spaces are just as practical, usable and adaptable. On both the aft deck and teak sun deck, modular furniture can be moved at will, which affords myriad seating arrangements. On the sun deck, the console's countertop slides to reveal a sink and storage compartments. The back holds a large-screen TV. A family can watch a bedtime Disney movie from lounge chairs under a canopy of stars while forward, couples can gather for an alfresco dinner, seating up to 10 at a time on foldable Roda chairs. An upper helm with bench seat is forward to starboard with a matching settee opposite.

Forward and down from the galley, quarters accommodate a crew of five. There's no scrimping on materials here; the same Italian fossilized stone is used on the crew's counters, and solid-core wood doors provide privacy.

While waiting for the crew to arrive for an early morning trial from

Pier 66 in Fort Lauderdale, I looked over the SL104 from the dock. The chilly weather made me wish I were on board. When the moment finally came, I barely noticed when the motors and generator started and we began to head toward Port Everglades. This yacht is equipped with a few mechanical upgrades, such as TRAC fin stabilizers and ABT/TRAC hydraulic bow and stern thrusters.

With a ride this quiet and smooth, depending on the guest list, toddlers' stacked blocks wouldn't topple, martinis wouldn't spill and a couple could dance on their 50th wedding anniversary without losing balance. With or without kids, family or friends, this casually designed yacht can be what you want or need. For me, it's best enjoyed with a steaming cup of coffee, Italian-style, on the top deck. ■

For more information, visit sanlorenzoamericas.com or martylowe.com



ABOVE: The interior dining area is both inviting and compact; the aft deck offers pleasant seating above the transom garage; the master cabin is luminous **LEFT:** The sunny side of the top deck complements a shady lunch area underneath the arch



FOR DECK PLANS
AND ADDITIONAL
INFORMATION SEE
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ON THE COVER





Big Time Fun

Newcastle | *Harbour Island*

Harbour Island is the largest yacht built in Florida. Not only that, the 180-foot Newcastle is every bit the southern belle and island of fun her owner was hoping for: an expedition-minded yacht with all the amenities of a superyacht.

STORY Cecile Gauert **PHOTOS** Jim Raycroft

Five decks provide a balanced mix of sun and shade, cozy corners for conversations or larger spaces for groups of people to share a meal; the sun deck, with extra-thick sun beds and a swim-up bar, is likely to become the hub of social life on board

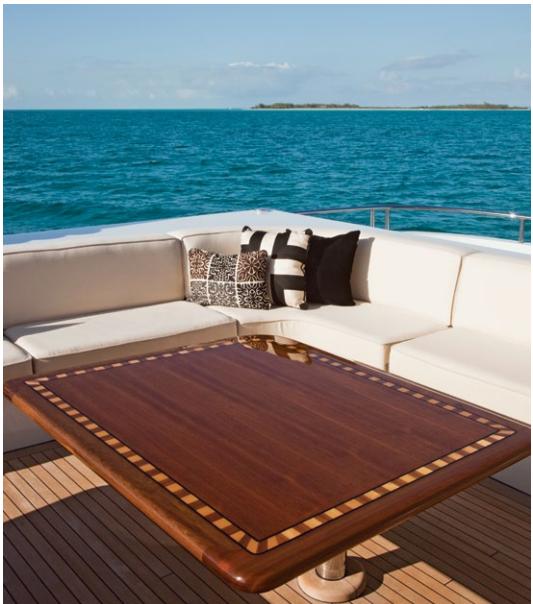




ABOVE: At 180 feet, the yacht has enough space for a swim platform and large garage that transforms into a beach club; the deep Jacuzzi on the sun deck is ideal for a freshwater plunge after a full day of ocean fun, which a full array of toys makes irresistible

IF YOU HAVE NEVER HEARD OF PALATKA, YOU ARE NOT ALONE. This North Florida town near Jacksonville is a bit under the radar. That also seems to be the case of one of the hometown businesses—Newcastle Shipyards. While it is discreet, this American boatbuilder manages to keep quite busy. Last spring, the newly upgraded shipyard was awash in work. After launching the 114-foot yacht *Cortina*, craftsmen in Palatka were focused on two advanced projects (one 129 feet, the other 149 feet) and metalwork had begun on a 177-foot expedition-style vessel with styling and naval architecture by Vripack, engineering by Murray & Associates and an interior by Andrew Winch Designs. Meanwhile, craftsmen were finishing the 180-foot *Harbour Island* at Newcastle's other yard in Palm Coast, about 40 miles down the road. That is where Newcastle's first yacht was built.

Kevin Keith, whose father already was a boatbuilder, founded Newcastle Marine in 1999 with business partner Lester Miller. They wanted to build sturdy vessels suited for long-distance travel and their first yacht, the 102-foot Newcastle Explorer, lived up to that commitment. Designed by Murray & Associates with interior design by Octavio Rezende of Beverly Hills, Calif., she ventured all the way to Southeast Asia where she survived a tsunami in Thailand's Patong Bay and cruised Borneo's Kinabatangan River. Then came another classic expedition yacht, this time a 125-footer with naval architecture by DeJong and Lebet and interior design by Luiz de Basto. The same team was reunited for the design and construction of the 137-foot *True North*, the flagship of Newcastle's expedition series. Now named *Rusalina*, she continues to cruise around the globe, serving as another world ambassador for the low-key shipyard. In 2008, Newcastle merged with Keith Marine (the boatbuilding company that Kevin's father founded in 1978) and added the shipyard in Palatka.



ABOVE: Fine details and meticulously built furniture and veneers are evident inside and out; big doors lead from the aft-deck salon, set with two wraparound settees encompassing four high-low tables, to a spectacular marble foyer with wet bar and shelves opening up to the main salon



Claudette Bonville and Associates created the interior and commissioned, on behalf of the owner, most of the colorful art that gives the interior a playful feel; the emphasis is on comfort with a backdrop that lends itself well to either a contemporary or more classic interpretation



ABOVE: The formal dining room showcases the exquisite architectural details found throughout the yacht, including on the doors concealing shelves and storage; a round table for 12 on the aft bridge deck provides another formal dining option, this time alfresco

Newcastle's reputation for building sturdy long-range vessels and its location in his home state of Florida were factors that attracted *Harbour Island*'s owner to Newcastle. The owner, who works and plays in Florida, was born into a yachting family. He was seven years old when he got his first boat, a Boston Whaler. One of his parents' much beloved boats was a 53-foot Hatteras, which the family often cruised to the Bahamas. The captain let him handle the boat, and it whetted his appetite for more. As an adult, he had a successful career in the merger and acquisitions business, but it required extensive travel. Once he started a family of his own, he looked for more balance in his life. His love for yachting pointed him into a new direction, and for a time he owned a major yacht brokerage company. He brought his extensive experience with both the lifestyle and business of yachting to this project.

Charter was always in the plans, and the theme of a private island retreat developed early on. A later decision extended the vessel to 180 feet (55 meters) from the initial design of 164 feet (50 meters). It was a good choice. The extra length gave the yacht an elongated and pleasant tapered look and expansive entertainment spaces on the main and bridge decks, with an appropriate mix of sun and shade.

While the 180-foot *Harbour Island* has a sleeker look than her expedition sisters, she shares their long-range ability and serious credentials. She is a substantial yacht with an underbelly full of storage, walk-in refrigerators and freezers. With a 34-foot beam, *Harbour Island* not only is the largest yacht built by Newcastle to

date, but at 1,100 gross tons, she also is one of the largest custom yachts built in the United States in recent years.

Designed by Murray & Associates Naval Architects with an interior by Claudette Bonville & Associates of Fort Lauderdale, this yacht comprises five decks of luxury with 10,394 square feet of living spaces—nearly 8,000 indoors. Newcastle built the steel hull and aluminum superstructure. The yacht had her beautiful Awlgrip paint finish, aesthetic metallic details and interior completed when she headed to the Rybovich facility in Palm Beach for a few last-minute touches.

Seen before launch from the shipyard floor, *Harbour Island* was an awe-inspiring presence. You had to crane your neck to fully appreciate the elegance of her bow rising over the shop floor. But it was only once on board that you could gauge just how spacious she is. The launch followed careful calculations to ensure a perfect slide into the water. And when the big day came last summer, *Harbour Island* got her first taste of water in Palm Coast. Shortly thereafter, she looked every bit the southern belle as she slowly cruised down the Intracoastal against a backdrop of oaks wrapped in Spanish moss and summer haze.

Harbour Island hits the right notes with top-notch accommodations that include two master suites. The hardest part is choosing between the two. One of the two king-bedded rooms has a private location forward on the main deck with plenty of room for a desk and vanity, walk-in cedar closets and an ensuite bathroom with round Jacuzzi tub; the second master suite is on the upper deck and



ABOVE: One of the two master suites is located on the upper deck, a position that gives the owners wonderful panoramic views; Zepsa Industries did the beautiful and complex woodwork, which includes challenging curves and raised surfaces; a seating area, accessed through a side door is located just outside

enjoys 270-degree views, and its ensuite marble bathroom includes an oval bathtub with waterjets. Four roomy lower-deck suites, two with discreet Pullman beds, complete the guest accommodations. With her configuration, the yacht is friendly to couples, families or even a group of guys on a golf outing.

The yacht boasts great ceiling height, especially in the skylounge. Taking advantage of the height (nine-and-a-half feet at the center), the designers created an attractive dome with backlit fabric stretched on frames. A huge screen and projector drop down for movie night, and there is a nice bar in one corner and a game table in another. The classic décor mixes makoré and sapele, an intricate puzzle of architecture details and curves created and installed by Zepsa Industries, but the emphasis is on comfort, with plush sofas and love seats that can be rearranged for theater viewing. The interior is classic, yes, but neutral enough to appeal to a great number of guests. That, says Claudette Bonville, was the point of the design—good bones and structure for owners to tweak according to their personal preferences. The colorful artwork, which she selected or commissioned on behalf of the owner, and the furniture add a light modern touch. But you could go the other way easily by choosing more classic paintings or period furnishings.

Everywhere, the layout lends itself to hosting large parties or more intimate cocktails. The main deck has a nice lounge area, elevated a few inches from the main teak flooring. It is spacious and comfortable, a perfect spot to unwind with a drink before embarking on a cruise or to sit and watch the action around the beach club below. Doors open wide onto a marble foyer with a colorful stone medallion, flanked by shelves, cabinets and a wet bar. The foyer leads to the salon and then a formal dining room with an impressive table for

12 guests. For a formal dinner outdoors, the huge round table on the bridge deck aft will do just fine.

The private sun deck's Jacuzzi is a nice playground that includes a swim-up bar with four stools. Five chaise lounges aft complement extra-thick sun cushions forward. It's a private perch with fantastic views.

For more involved watersports, including diving, the yacht has a beach club. The large transom door unfolds to reveal a deck and a garage with teak flooring large enough for two personal watercraft and two tenders. The yacht will also tow a 32-foot Intrepid. A complete dive locker, including the air compressor, is located within easy reach. All decks feature real teak installed by Florida-based Teakdecking Systems.

That is the other quality that *Harbour Island* demonstrates. While she is clearly geared to the comfort of guests, she is also carefully thought out on the technical side. The tank deck, for instance, provides access to walk-in refrigerators and freezers, stabilizers, generators and a large laundry room. There is another washer/dryer set near the swim platform. No matter how many dips they take, guests will never run out of dry towels.

At first glance the galley may seem small for a yacht this size, but it has a very practical layout with a cooking area for the chef and sous-chef as well as a dishwashing area and pantry area closest to the dining room. Refrigerators take up minimum space here. A food cart, stored near the elevator, makes it easy to get supplies as they are needed from the larger food stores on the tank deck. Crew (up to 14) can access guest areas easily. Their quarters, nicely finished, are split over two decks, with two cabins forward on the main deck. The captain has his own cabin with large bed and a big



ABOVE: The ondeck master suite sprawls across the yacht's beam—34 feet at its widest; exquisite marble work in the bathrooms adds a pleasant contrast to the abundant wood veneer; although different in sizes and amenities, the six cabins, all ensuite, offer comfortable and soothing retreats for all

Perhaps one of the design's centerpieces is the generous headroom found throughout; it is particularly true in the skylounge, where a nine-foot height allowed the designers to create a backlit dome; in addition to a bar (left) and game table (right), this room has a drop-down movie screen





ABOVE: During a photo shoot in the Bahamas, models showcase a few of the yacht's attributes; the bar on the private and well-protected sun deck is a great spot for a sunset toast for two or more friends



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Newcastle Harbour Island

LOA: 180ft. (55m)
LWL: 161ft. (49.1m)
BEAM: 34ft. (10.36m)
DRAFT: 9ft. 2in. (2.8m)
CONSTRUCTION: Steel hull/aluminum superstructure
ENGINES: 2 x Caterpillar 2512B @ 1,410 hp each
GENERATORS: 2 x Caterpillar Kilopak 3-phase; 250kW @ 60Hz; 1 x Kilopak 99kW
SPEED (MAX.): 15 knots

SPEED (CRUISING): 12 knots
FUEL CAPACITY: 29,600 gal. (112,036L)
WATER CAPACITY: 5,650 gal. (21,385L)
STABILIZERS: Quantum QC1200E ZeroSpeed
BOWTHRUSTER: Quantum Model QT 150; 150 hp (112kW)
TENDERS: 32ft. (9.75m) Intrepid Center Console; 19ft. (5.79m) Novurania; 14ft. 11in. (4.55m) Nautica MCA-approved rescue boat

NAVAL ARCHITECTURE: Murray & Associates
INTERIOR DESIGN: Claudette Bonville & Associates
BUILDER: Newcastle Shipyards - 2011
CHARTER MANAGEMENT: International Yacht Collection (IYC)
CENTRAL AGENCY: IYC
US: Mark Elliott (melliott@iyc.com)
MONACO: Kevin Bonnie (kbonnie@iyc.com)

window, within easy reach of the bridge.

The generous engine room, with a soundproofed room for the engineer, is split over two levels, including the mezzanine built to provide easy access to all systems. The functional bridge with ship office and leaning post has great views through vertical windows that visually complement the ones surrounding the master suite one deck below. Built to ABS class and in compliance with the full MCA code, this yacht has transatlantic range. Top speed is 15 knots and cruising speed is 12 knots. Fuel burn is about 65 gallons an hour at that speed.

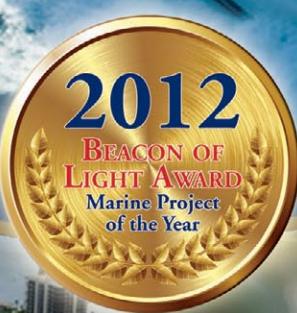
The owner took us on several complete tours of the vessel before her unveiling. He has plans to take a few pleasure cruises with the family, perhaps to the island that is the yacht's namesake, but ultimately the yacht is available for charter and for sale. That was always part of the plan.

The appealing yacht, docked along an inside slip,

loomed large over much smaller boats around her at the Fort Lauderdale International Boat Show, and she created quite a buzz. We caught up with Kevin Keith, who was at the show with his son Nick, who also works at Newcastle. Keith is rather discreet and more comfortable building boats than discussing them. "We are boatbuilders and that's what we know best," he says. This said, he was pleased with the talk on the docks and reported with evident pleasure the kudos he had received from other builders who toured the vessel at the show.

All the buzz that surrounded the debut of *Harbour Island* should help shed a little more light on Palatka and bring more attention to its industrious homegrown shipyard and its sturdy vessels. ■

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Globe Trotter

Delta | Laurel

After years navigating the world's oceans and keeping a low profile despite her legitimate claim to fame, the 240-foot *Delta Laurel* has come home. Last fall she made her first appearance at the Fort Lauderdale International Boat Show, and it was a coming-out of sorts for one of the most notable (and notoriously private) superyachts launched in recent years.



STORY Cecile Gauert PHOTOS *Laurel* and Thierry Ameller



BELOW: Mementos of the circumnavigation: *Laurel* squeezing through the Corinth Canal in Greece; in Papua New Guinea; in the fjords of Chile and in front of Alaska's Sawyer Glacier





ABOVE: Seen from afar, *Laurel* reveals little of her expansive teak decks; the aft bridge deck has plenty of space for dining and lounging

DELTA DELIVERED *LAUREL* TO HER OWNERS IN 2006 AFTER three years of construction. The launch was a milestone in several ways. *Laurel*, at 1,595 gross tons, remains the largest yacht to date built at Delta Marine and also one of the largest yachts ever built in the United States. Technologically advanced, she also was and is one of very few yachts of this magnitude to feature a full composite superstructure atop her steel hull.

Her very private owners built her to cruise around the world. They wanted *Laurel* to be efficient and compliant with even the strictest environmental regulations so she could call upon some of the world's most protected areas. They wished to keep a low profile, literally and figuratively, and leave the slightest of footprints whether exploring Alaska's stunning Tracy Arm waterway, the Chilean fjords, the pristine waters of the Pacific or the harbors of old Europe. She served her purpose well, delivering the world to her owners and keeping harbors just as they found them.

Captain David Clarke, who was involved in the yacht's construction, stayed at the helm as *Laurel* explored far and wide for several years. "In six years, *Laurel*

has traveled over 120,000 nautical miles and visited 27 different countries across four continents," he says. While she has proved that she has the credentials of a serious expedition yacht, *Laurel* does not have the classic looks of one. Donald Starkey, a multiple-award-winning designer with a background in architecture, gave *Laurel* an unusually elegant profile for a gifted explorer of her size. The owners requested a svelte silhouette, which required inventiveness in design and construction. To achieve the desired effect without giving up generous headroom, the shipyard relied heavily on the flexibility that carbon composites provide.

The use of composite also had the important benefit of keeping the vessel's center of gravity low and the overall weight lighter than a more conventional steel/aluminum yacht, which helped with fuel

efficiency. With a range of 6,000 nautical miles at 13 knots and a fuel capacity of about 45,783 gallons, *Laurel* had everything she needed to ply the oceans, and she did it often with her owners and their family aboard. Each year, the yacht and crew spent about 200 days at sea, and did 10 cruises a year with a full complement of guests.

"Cruising was as much about the journey as it was the destination," Clarke says. During trips that unfolded over weeks, guests had ample opportunity to appreciate the comforts that *Laurel* provides, including a fresh herb garden. A few of her best features for extended stays aboard, according to her captain, include her master suite's private location forward on the main deck, the yacht's massage cabin and gym, an extensive soundproofing and anti-vibration treatment for quiet cruising, a large tender garage equipped with two hull



ABOVE: The sun deck has a Jacuzzi, vast teak deck and a fresh herb garden; the swim platform is built to welcome returning guests **LEFT:** *Laurel* explored the Pacific; here she is in French Polynesia





LEFT: The owner's balcony is a great addition to the private suite; the gym is more than an afterthought

ABOVE: *Laurel* is equipped to leave harbors as she has found them

Delta Laurel

LOA: 240ft. (73.15m)
BEAM: 40ft. 2in. (12.26m)
DRAFT: 12ft. (3.66m)
MATERIAL:
 steel hull/composite superstructure
ENGINES:
 2 x Cat 3516B HD 2,500hp @ 1,600rpm
GENERATORS: 3 x CAT C9 250kW
TRANSMISSION:
 ZF 7510 4.96:1 reduction ratio
SPEED (MAX.): 18.2 knots
SPEED (CRUISING): 13 knots
FUEL CAPACITY: 45,783 gal. (173,307L)

RANGE: 6,000nm @ 13 knots
STABILIZERS:
 4 x Quantum QS 1800 ZeroSpeed
BOW THRUSTER: Jastram 250kW
STERN THRUSTER:
 Jastram 150kW Azimuth Jet
FRESHWATER CAPACITY:
 11,000 gal. (41,640L)
WATERMAKERS: HEM 40/4800 Duplex
AIR CONDITIONING: NR Koeling b.v.
ENTERTAINMENT SYSTEMS: Criteria
SECURITY SYSTEMS: Frankentak, Inc.
PAINT: Awlgrip

OWNER AND GUESTS: 14
CREW: 25
CLASSIFICATION:
 Maltese Cross 100 A1 SSC Yacht (P), G6,
 Maltese Cross LMC, UMS
NAVAL ARCHITECTURE:
 Delta Design Group
EXTERIOR STYLING: Donald Starkey
INTERIOR SPACE PLANNING AND DESIGN:
 Donald Starkey
BUILDER: Delta - 2006

*Original dimensions are provided in the metric system

doors for easier launching, functional and plentiful storage, plus an extensive security system, which, combined with a well-designed set of procedures, kept intruders and prying eyes well at bay and kept the “*Laurel* mystique” alive, as her captain puts it.

The owners and their guests spent a great deal of time enjoying the beach club, the observation lounge on the sun deck, the private terraces off the master suite and the aft bridge deck, comprising an exterior dining area and a flexible lounge area with loose furniture and a built-in wraparound settee. *Laurel*’s classic and warm interior with library and other cozy seating areas, is well suited to cooler climates, and her expansive teak decks, Jacuzzi, terraces and swim platform to warm-weather destinations. *Laurel*’s guests experienced it all during their trips.

Among the favorite destinations were Argentina, Chile, Croatia, the Galápagos and Tahiti. These regions yielded extraordinary experiences. Clarke recalls the expedition to Cape Horn when, after rounding the notorious cape, the yacht anchored in the lee side of the island and everyone motored over to the world’s southernmost inhabited lighthouse. Guests and crew got to meet the people who ensure that its powerful beacon signals the landmass near the confluence of two oceans. Aboard the yacht’s custom-designed Nautica RIB tenders—which Clarke describes as “reliable, comfortable, dry people movers”—they got close enough to glaciers in both Chile and Alaska to hear the rumbling of the ice

as the walls reshaped themselves under their very eyes. They met with villagers in Papua New Guinea, traveling miles up the Sepik River, and in Tahiti they bought souvenirs from families who live off one of French Polynesia’s precious resources—pearls. They also discovered underwater wonders, diving with hammerhead sharks in the Galápagos and “getting close and personal” with humpback whales in Alaska and minke whales on the Great Barrier Reef.

If there is something to be shared with yacht owners aspiring to build a dream vessel to explore the Earth’s wonders, it is not necessarily how the owners and their guests enjoyed *Laurel*. It is perhaps, most importantly, the fleeting nature of time. Clarke has a pragmatic approach typical of the CEO of a multimillion-dollar enterprise. “Owners can always make more money, what they can’t do is make more time, so anyone that is planning to build any yacht should consider the efficiency of installations and fit-out. It makes the difference between an owner waiting to do something or doing it,” he says. *Laurel*’s owners did it right. ■

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Azimut Yachts

A World of Options



MAGELLANO 50

THE AZIMUT BENETTI GROUP nowadays comprises Azimut Yachts, Benetti, Azimut Grande and the Atlantis brands. The group offers more than 40 models in all, from the 35-foot Atlantis sport cruiser to custom superyachts (Benetti recently started on the construction of a 295-foot [90-meter] vessel).

The Azimut collection alone offers a wide choice of motorboats from 40 feet to more than 100. Italian designer Stefano Righini gave the Azimut Flybridge and S collections signature features that make Azimut models recognizable at first glance. A third line of yachts waving the Azimut flag is the Magellano collection. The Magellano 74 and 50 are real novelties, not only in their radical departure from the well-known Azimut look, but also as the first-ever Azimut boats designed as semi-displacement long-range cruisers.

Last but not least, the Azimut Grande range of composite semi-custom models from 100 to 120 feet recently made its debut. The Azimut Grande brand, which at the Miami Yacht & Brokerage Show was presented alongside Benetti's semi-custom and custom yachts, is under the Benetti production

Azimut Benetti Group started as Azimut srl, a sailing-boat charter company, in 1969. It wasn't until the 1980s that it became a boatbuilding brand with its own production. From there, it experienced phenomenal growth. At all of the world's major boat shows, the group has a large presence with island-style displays and multiple booths, presenting a vast array of boats and yachts, addressing just about any type of motorboat enthusiast's needs or desires.

STORY Maria Roberta Morso

PHOTOS Azimut Benetti Group

and sales umbrella. It encompasses most of the typical Azimut stylistic features in a voluminous package.

To handle all this, the Azimut Benetti Group has nine shipyards (most, but not all, located in Italy), building everything from high-tech infusion composite (most notably in Avigliana, a stylish industrial complex near Turin) to aluminum and steel hulls. In addition, through Yachtique, the group offers everything from design or financial services to refit (Lusben) and charter and brokerage (Fraser Yachts). The company has a worldwide reach with offices in Shanghai, Fort Lauderdale, Itajaí (Brazil) and Bursa (Turkey), and includes more than 70 dealers. MarineMax is the primary dealer on the United States' East Coast.

The company addresses the needs of nearly every type of power-boating enthusiast, recognizing that not all are equal in their aspirations or lifestyles. Within Azimut alone, each collection has something different to offer, and each model appeals to a different kind of boat owner.

In the following pages, European contributing editor Maria Roberta Morso offers up the key to the vast world of Azimut Yachts and highlights the characteristics of select models in each of the flybridge, S and Magellano collections.



FOR DECK PLANS AND
SPECIFICATIONS, SEE
OUR DIGITAL EDITION

THE FLYBRIDGE COLLECTION

Generous volume combined with dynamic lines characterize all models in this collection; from the smallest to the largest, the focus is on lifestyle and livability. Built in composite, these comfortable yachts boast a generous speed that allows for quick jaunts between islands or a few miles off shore in search of quiet anchorage and moorings.



AZIMUT 100 LEONARDO

Azimut Yachts launched this voluminous 100-footer in 2009. It features all of the Azimut Flybridge collection's characteristics: sportiness, dynamic lines, performance and comfort. The designers created large open areas by removing partitions typically found in more traditional yachts. The Leonardo 100 also has a large and inviting aft deck, with a comfortable, built-in U-shaped settee that can be converted into an inviting sun bed. With the aft doors open, the interior salon and aft deck merge into a wonderful space offering an alfresco dining option. The flybridge, partially protected by an innovative hardtop with built-in glass, also has an alfresco dining area, plus sun pads and a Jacuzzi. In the bow area, Azimut included a spacious third lounging area, perfect for breakfast or sunbathing. Really interesting is the lower-deck layout, which positions the crew quarters and galley in between a generous full-beam master suite and the engine room. A lazarette houses the tender.





AZIMUT 88

Finding new solutions for the interior of one of the brand's masterpieces was not an easy task. Yet, Azimut's style department and Italian architect Achille Salvagni met the challenge head on. It is the first time that Salvagni, one of the rising stars of Italian design, works with Azimut. New features are found throughout but are particularly noticeable in the cabin area. The redesigned owner's suite is well insulated from the engine room, with its bathroom now located between the bedroom and the engine compartment. The functional main deck also has a new layout with a portside dinette area featuring two armchairs and a breakfast table opposite the helm. The stairs were moved to provide extra space for a formal dining area located next to the large portside windows. The 88 now boasts a dayhead/powder room to starboard, with a porthole. The alluring décor blends exquisite veneers, leathers and upholsteries, exuding a sophisticated, masculine atmosphere. Also worth a mention is the extraordinarily large flybridge, which actually doubles the yacht's open-air spaces.



AZIMUT 82

Its overall length of 84 feet makes the Azimut 82 Flybridge a true yacht. Plenty of large and rationally organized spaces offer great comfort to guests for long stays aboard. Boundless spaces for outdoor living exist on both the main deck and the flybridge, equipped with Jacuzzi, sun pads and a dining area with a bar, fridge and barbecue. An extra open-air lounging/dining area is in the bow section where a C-shaped sofa, table and sun pad create a cozy space. In the main salon, lounging and dining are on the starboard side, leaving a wide corridor to port that facilitates access to the galley, helm station and the stairs leading to the lower deck. This configuration enhances the generous dimension of the 82's interior, which benefits from excellent natural lighting thanks to large windows. On the lower deck, a sumptuous amidships master suite (pictured) shares an intelligently designed space with two twin cabins and a large VIP.



AZIMUT 64

This is the natural heir to the Azimut 62, a model rewarded with unprecedented sales success—200 units sold worldwide. The 64 reinterprets and updates her predecessor's key features. Thanks to the right balance between conventional composite materials and carbon fiber, this model is strong and light, allowing its twin 1,150-hp Caterpillar engines to provide top performance with lower consumption. Despite its generous volume, the Azimut 64 is dynamic and muscular. Stylistic features—such as the flybridge's fins, the deckhouse windows' shape, the glass panels in the roll bar and the four hull-side vertical windows that identify the master suite—give the overall design a special touch. The main deck is functional with ample lounging and dining areas inside and out, which is part of the appeal. An open galley to port allows socializing with whomever sits in the sophisticated salon. The lower-deck layout optimizes all spaces available, offering roomy accommodations for six guests (master, VIP and guest cabin with ensuite bathrooms).



EXTERIOR PHOTO ON PAGE 62



AZIMUT 45

This new model condenses all of the brand's attributes into 45 feet. The concept and styling by Stefano Righini and interior design by Carlo Galeazzi create a small yacht with the attributes of a much bigger boat: an innovative layout with two or three cabins offers accommodations for up to eight guest (with the dinette sofa converted into a double bed). Doing a good job of expressing inches from the galley and owner's cabin, the three-cabin version offers up an additional guest cabin with overlapping beds. A large galley, a few steps below the main deck, is visually connected to the main salon. Outside, apart from the large cockpit, the spacious flybridge is a highly enjoyable area. Built as a modular unit attached to the stern, the fly, which is designed for 10 guests, is accessed by a handy stairway. Built employing the infusion process, the Azimut 45 is outfitted with twin Cummins engines (max 480 hp each) for a top speed of 32 knots. Equipped with optional "easy handling" and "easy docking" systems, the boat has extraordinary maneuverability.



S COLLECTION

The S in S Collection stands for Sportiness. These stylish composite vessels are very comfortable cruising at speeds in the high 30s and in several cases have top speeds exceeding 40 knots. Among their most recognizable stylistic features are the square midship hull-side windows (four or six, according to length). The larger models boast a sun deck elegantly concealed in the sleek profile.



AZIMUT 86S

With the Azimut 86S, architect Stefano Righini designed a truly successful model, which, thanks to its dimensions and stylistic features, has enhanced the Azimut S collection's qualities. Designed as a pure "open" (with no flybridge), the 86S offers innovative solutions for improved onboard comfort and daytime activities. The cockpit is fitted with a dining table for eight and a cocktail cabinet with sink, fridge, icemaker and barbecue. The sun bed's forward section turns into a sofa, providing seating for meal times. The swim platform lowers to retrieve the Zodiac Projet 420 tender and the Kawasaki Jet Ski. Architect Carlo Galeazzi has added originality to the interior with contrasting colors and materials. The salon has four small sofas and a folding coffee table facing the cocktail cabinet and a plasma TV set, DVD system and stereo with superb surround sound. A second table seats guests for dinner or lowers to coffee-table height. The lower deck accommodates an owner's master stateroom sprawling across the full beam amidships. It is fitted with a central queen-size bed illuminated by six ample portholes on both sides, a study to port, a vanity to starboard and an ensuite bathroom. The three forward double guest cabins include one VIP double and two twins, all with ensuite bathrooms. Aft crew quarters include the galley and engine-room access.





EXTERIOR PHOTO ON PAGE 62

AZIMUT 72S

No doubt, a flybridge on a sports yacht sounds like an oxymoron, but in this very case the designer succeeded in concealing it into the yacht's streamlined profile. We might say that the Azimut 72S is a sort of hybrid typology, which offers the best of both fly and sports models. A roomy cockpit features a C-shaped sofa with table that can be converted into a large sun pad. Access to the crewquarters for two is "hidden" below the sofa's cushions; the crew also has direct access to the engine room and swim platform. A four-panel glass door leads into a large salon where two L-shaped sofas and an extendable table provide plenty of space to relax. To port is the helm station equipped with standard Raymarine G-Series instruments. Electronic controllers and a new-generation joystick by Motronica provide easy maneuvering. Three cabins for six, including the owners, are on the lower deck. Class A approved (the highest rating under Europe's CE classification), the Azimut 72S incorporates carbon glass throughout most of the structure.

AZIMUT 62S ITALIA

A sporty cruiser offering comfort and excitement, the 62S represents entry-level luxury to this collection. Designer Stefano Righini says that the square windows are meant to be a highly recognizable feature for the sportiest collection in the Azimut range. They emphasize the exterior lines' fluidity and, at the same, offer a very special view from inside. Large open spaces provide continuity between interior and exterior, where comfortable areas offer maximum relaxation at anchor or under way. Huge windows and a sliding hardtop let the sunshine in, further enlarging the roomy salon. Belowdecks, three cabins with ensuite bathrooms and the galley provide accommodations for the yacht's owner and guests, while two crewmembers have their own quarter astern the engine room. At the owner's request, a media room can replace the twin cabin.



From their base as a logistical supply center, **National Marine Suppliers** has opened an operation in Europe and expanded their state-of-the-art Fort Lauderdale facility.

YACHT SUPPLY COMPANY



Head Office NMS GmbH

Fort Lauderdale based National Marine Suppliers (NMS) has opened a facility in Europe and has also expanded their Fort Lauderdale facility drastically to better serve the Superyacht Industry!

In 2011, NMS announced the opening of their newest facility 'National Marine Suppliers GmbH' which is located in Vegesack, Germany just outside Bremen. The new facility is strategically located central to most of the European shipyards and is within a 5 minute drive of Lurssen and Abeking & Rasmussen.

This expansion into Europe is greatly attributed to their rise in the new build market share, however, with 70% of their regular business shipping outside the US and with many of the world cruising grounds located in European waters, the new facility assists in the logistics of worldwide supply and purchasing.

Striving to exceed customer expectations and stay at the top of the Yacht Supply industry, this is another exciting addition to the NMS network.

This facility has proven to be instrumental in the European market with benefits ranging from assisting with VAT, Customs clearances, local deliveries and order consolidations. Along with the logistical advantages offered, the European facility also offers crews the opportunity to come and view the goods they have ordered prior to delivery. Pre-packing options are available for every project, allowing crews to be involved in every stage of the supply process.

"As our New Build Division grows we strive to make the services we offer more seamless and turn-key. Opening a facility in Europe has been a goal of ours to assist the superyacht industry's needs. We felt it necessary to take on the responsibility of opening a facility in this location, not only to assist our vessels in a service aspect but to save them both time and money." states Dean du Toit, of National Marine Suppliers.

Expansions in the US include acquiring an additional 21,000 square foot facility that has been largely allocated to the Superyacht Toy Shop and Custom Rope Works.

NATIONAL MARINE SUPPLIERS

EXPANDS FACILITY, INCREASES SERVICES



Within the toy shop you will find some of the industry's most sought after water sports equipment such as: SEABOB, jet skis, wave runners, paddle boards, Jet Surfs, kite boards, dive gear, Jet-Lev, towables, Wave-Jet, wake boards, tenders, rescue boats, fishing gear and a myriad of accessories.

National Marine works hand-in-hand with some of the industry's most sought after tender manufacturers. NMS can consult, design, and monitor your tender projects from start to finish. National Marine's Superyacht Toyshop will also help with those last minute temporary needs including tender, wave runner and Seabob rentals, from Florida to the Caribbean, whether it is for a few days, weeks, or even months they have you covered.

NMS' in-house cordage division, Custom Rope Works, is also located in this new area. Being at the forefront of the superyacht cordage industry, they have developed the finest in splicing techniques, finishing each line with the care of an artisan and continually looking for new and innovative ways to improve on the art of Marlinspike. Custom Rope Works is capable of making custom lines & tow harnesses for any size yacht and has several standard dock lines in stock ready for pick up or immediate shipping worldwide. If you are in Fort Lauderdale simply inquire about either division to receive a tour of this new area of the company!

THE MAGELLANO COLLECTION

Designed for owners who enjoy longer periods at sea and give priority to environmental concerns and lower fuel consumption, the two models in the Magellano collection offer comfortable and versatile interiors combined with cutting-edge technology and innovative materials that earned the more recent Magellano 50 several awards, including the international powerboating organization UIM's 2011 environmental award.

MAGELLANO 74

In late 2009, Azimut Yachts broke with tradition when it unveiled the Magellano 74. It was the first model of a collection of cruisers with excellent seaworthiness, first-class comfort and a completely new hull and distinctive styling. It aims at a different type of boater. At around 11 knots, the yacht has a range of more than 1,100 nautical miles, much more than any of the previous Azimut models. The Magellano 74 is offered in two versions, with two or three lower-deck cabins. A very large salon, open from cockpit to helm station, offers comfortable areas for lounging and dining, with great views to the exterior. The Magellano 74 boasts the signature of renowned yacht designer Ken Freivokh. See *Yachts International*'s April 2010 issue for a full feature article on the first Magellano 74.



EXTERIOR PHOTO ON PAGE 63

MAGELLANO 50

The Magellano 50, which debuted at the Genoa Boat Show in 2010 and in the United States at the Fort Lauderdale International Boat Show a year later, has the same cruising ambitions as its bigger sistership. It features naval architect Bill Dixon's "Dual Mode" hull, a state-of-the-art semi-displacement hull allowing excellent performance in both displacement and planing modes, and styling by Cor D. Rover. The yacht is class A approved (under CE classification) and also has Italian classification society Rina's Green Plus notation. Azimut also offers a hybrid version fitted with the Easy Hybrid system, created its own research and development department. The hybrid version allows boaters to cruise at up to 8 knots using the electric motor in complete silence and with the greatest ease and control. The Magellano offers great livability inside and out, with an outdoor salon forward and flexible design options for the lower deck.

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The most exciting and influential global luxury event of the year comes to Connecticut in 2012. By invitation-only, Curator brings together high net worth guests—including yacht and private jet owners—with top luxury brands, for a gala evening showcasing world-class products and services. Learn more about this extraordinary celebration of luxury. *Please contact CURATOR@WORTH.COM.*



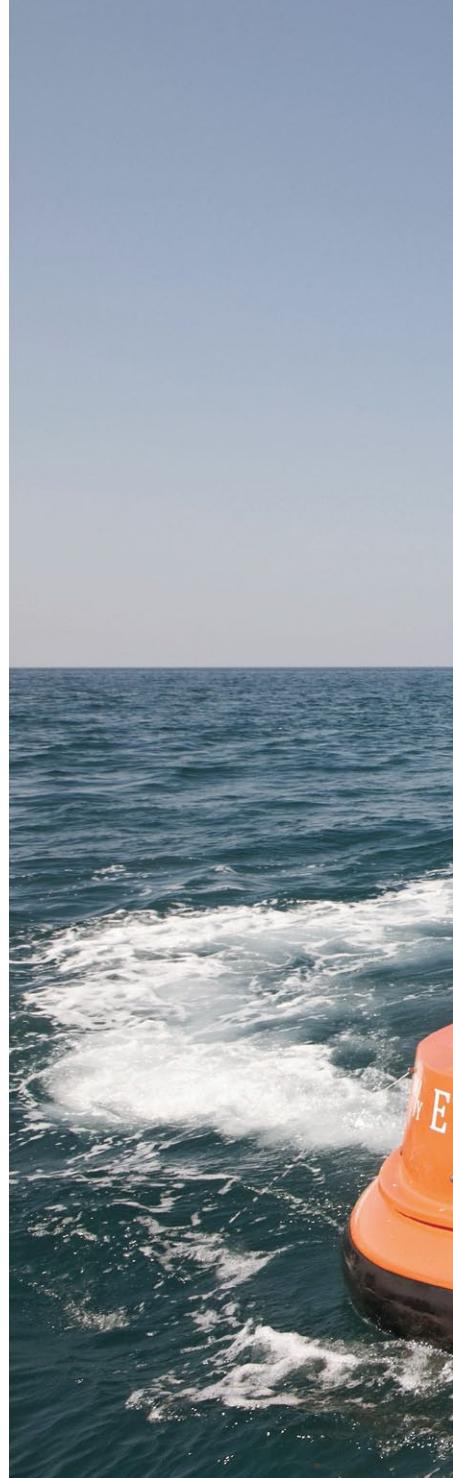
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December 6 - 7 DALLAS, TX / PRIVATE JET CENTER



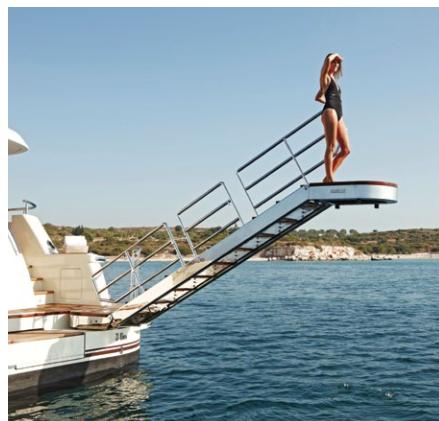
ABOVE: The roof of the upper deck aft slides open to create an open-air dining area for 12 guests. Another dining and lounging area is located aft of the main deck.

One of the noteworthy new yachts at the 2011 Monaco Yacht Show was *E & E*, a vessel that belongs to an experienced yachtsman who really knew what he wanted out of his new yacht. The starting point for the design and construction of *E & E* was the owner's previous boat, his beloved Vripak-designed 126-foot yacht *Jasmin*.



A *E & E* Successful Marriage

STORY Roberta Morso PICTURES Dick Holthuis



ABOVE: Bodrum-based Marine Group built the Waterbuggy, one of the onboard toys; a switch turns it on and a joystick allows easy operation **LEFT:** A hydraulic mechanism operates the multi-purpose passerelle, custom built by SomerYacht. Adjustable in height, it also can also be used as a diving board or a comfortable stairway into the sea



ABOVE: Smock by Moroso armchairs, designed by Patricia Urquiola, face a comfortable sofa; an inviting custom leather chaise lines the windows on starboard side; Art-Line of Holland designed the furniture, which, except for a few pieces, were finely crafted in Istanbul by Modus

E & E'S TURKISH OWNER WAS ABOARD DURING THE SHOW, providing insight into the project that occupied him and designers Vripack for a few months. “Having a yacht is something of a hobby, I know, but this does not imply that the approach to the project shouldn’t be 100-percent professional,” he says. “*E & E* was conceived when I decided to revisit *Jasmin*, a yacht my family and I enjoyed very much together. I wanted an even more comfortable yacht, able to safely navigate everywhere, taking special care of functionality and livability so that my family and guests—also charter guests—could spend wonderful holidays on board.”

Built to ABS class and compliant to MCA’s LY2 code, *E & E* has a sturdy, powerful exterior design that dresses up a contemporary interior by Art-Line. “We used *Jasmin* as a starting point and further developed her concept and huge volumes typical of the explorer yacht,” Bart Bouwhuis, Vripack’s director of design, says. “The hull is based on Vripack’s 50 years of experience, and we spent weeks in the basin testing, analyzing and optimizing the hull geometry until we got the result we aimed for.”

Turkish builder Cizgi Yacht, based in Tuzla, came up with the idea of adding a composite wheelhouse to the steel hull and aluminum superstructure, an innovation



LEFT: The full-beam master stateroom, with two bathrooms and walk-in closets, has an impressive backlit onyx ring and curved panels surrounding the bed; they create the feel of a room within the room
RIGHT: What could be better than a comfy armchair close to the large windows to relax, daydream or read?



LEFT: The upper deck's observation lounge with its warm paneling is also a game room adjacent to the guest cabins
RIGHT: The two VIP cabins have direct access to the outside; the décor palette differs in each, with the headrests finished in matching textured fabric and leather



LEFT: Adjacent to the lounge, the dining room with its onyx floor is the perfect setting for formal occasions; behind the curved wall is a large galley. A central staircase, with high-gloss Indian apple veneers, offers open views to the main and guest decks. Glass adds glamour to the corridor and the suspended bridge connecting the guest cabins to the observation lounge



ABOVE: *E & E's* captain's cabin, located behind the wheelhouse and facing the aft deck, has large windows with 180-degree views. A fun feature is the upward-spraying shower on the sun deck, close to the seawater Jacuzzi

that lowers the center of gravity and ensures stability both at sea and at anchor. The characteristic that best exemplify *E & E's* philosophy is the relationship between performance at sea and an optimized use of exterior and interior areas. An unusual and intelligent layout is the key to a great quality of life on board. Four decks, plus a small sun deck, serve different purposes. The main deck also is the owner's deck. Its imposing full-beam stateroom is adjacent to the lounge and dining areas, designed to offer various options to socialize or relax. The upper deck is the guests' deck with four panoramic suites, two of which open directly onto the exterior deck. Forward is a sweeping living room that doubles as a game room, while astern is a large terrace with open-air lounging and dining areas. The deck above is the captain's quarters with a cabin featuring incredible views just a few steps behind the wheelhouse. Forward of the wheelhouse is a cozy lounging area mostly dedicated to the crew. The tenders are housed on this deck behind faux funnels that conceal stairs ascending to a small, Jacuzzi-equipped sun deck offering a tranquil spot for sunbathing or for sipping a cocktail at sunset.

The concept of quality of life on board extends to the crew. Their quarters occupy the lower-deck section

usually dedicated to guest accommodations. *E & E* is an oceangoing yacht and there is plenty of storage, walk-in fridges and service areas to comfortably face the longest crossing. Particularly noteworthy is a huge storage area, forward of the crew quarters, which we have not seen on even much bigger yachts.

The interior decoration enhances the livability of all spaces. Art-Line's Frank Pieterse and Marylin Bos-de Vaal worked closely with the owners to develop an enjoyable atmosphere. Luxury and functionality go arm in arm in a timeless décor that marries glossy/cold materials with matte/soft ones, glass and carpets, steel and leather, and mixes curved and orthogonal shapes.

E & E's exterior is as functional as her interior. Large lounging areas on all decks, walkarounds on both upper and bridge decks, and large side corridors on the main deck help enjoy sea views and provide easy movement when the yacht is under way.

In only 138 feet (42 meters), Vripack, Cizgi Yacht, Art-Line and the owners packed in the type of amenities found on megayachts. ■

For more information, see cizgiyacht.com, vripack.com, or artline-design.com



FOR DECK PLANS
AND ADDITIONAL
INFORMATION SEE
OUR DIGITAL EDITION

Cizgi Yacht *E & E*

LOA: 138ft. (42.09m)

BEAM: 30ft. (9.15m)

DRAFT: 8ft. 10in. (2.72m)

CONSTRUCTION:
Steel hull/aluminum superstructure

HULL TYPE: Displacement

ENGINES: 2 x Caterpillar C32 Acerts

PROPELLSION POWER: 2 x 750 hp

PROPELLERS: 2 x nibril Teignbridge

SPEED (MAX): 14 knots

SPEED (CRUISING): 11 knots

RANGE @ CRUISING: about 4,500 nm

GENERATORS:

2 x Kohler 80EFOZD @ 80kW

+ 1 x Kohler 50EFOZD @ 50 kW

EXTERIOR STYLING: Vripack

INTERIOR DESIGN (GUESTS): Art-Line

NAVAL ARCHITECT:
Endaze Engineering

NUMBER OF GUEST CABINS: 5 to 6

NUMBER OF GUESTS: 12

CREW CABINS: 7

CLASSIFICATION: ABS, Maltese Cross, +AI, Maltese Cross AMS

STABILIZERS:

Quantum QC-1200 ZeroSpeed

BUILDER: Cizgi Yacht, Istanbul

YEAR: 2011

*Original dimensions are provided in the metric system

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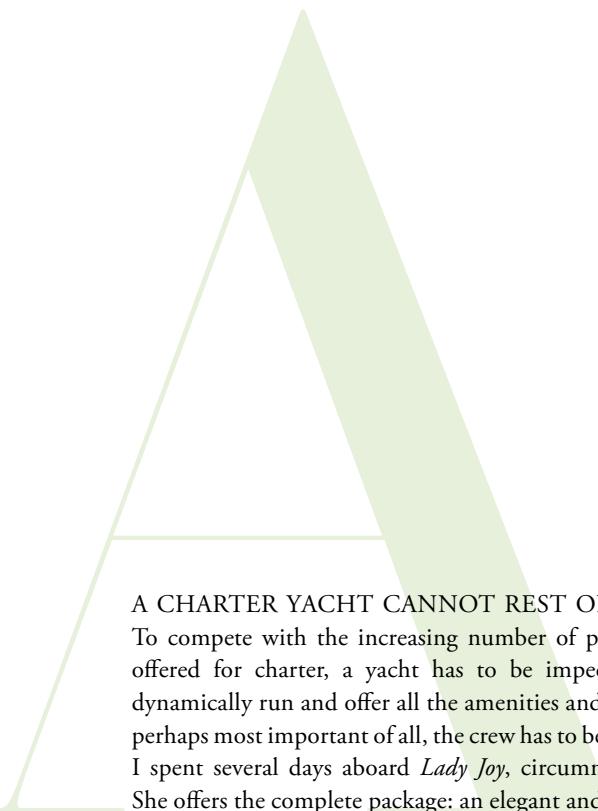
THE Onboard Experience

LADY JOY'S RECIPE FOR SUCCESS



What is the secret formula that makes one charter yacht more successful than another? The 157-foot Christensen *Lady Joy* seems to have all the right ingredients.

STORY Jill Bobrow **PHOTOS** John Anderson



A CHARTER YACHT CANNOT REST ON ITS LAURELS.

To compete with the increasing number of private yachts being offered for charter, a yacht has to be impeccably maintained, dynamically run and offer all the amenities and toys possible. And perhaps most important of all, the crew has to be on top of its game. I spent several days aboard *Lady Joy*, circumnavigating Antigua. She offers the complete package: an elegant and comfortable vessel plus a highly professional and energetic crew of 11. From the captain, to the boson, to sous-chef to third stewardess, this young group of individuals is masterful at making you feel special. On and off the yacht, it was a great experience.

Antigua, in the Leeward Islands, is the classic launch pad for charters. Its central location in the chain of Caribbean islands makes it easy for yachts to sail north or south to other ports of call. Antigua itself is steeped in maritime history from British colonial days. English Harbour, Lord Nelson's bastion, is full of Georgian buildings and relics from the mid-18th century. While we were touring Nelson's Dockyard, we caught a colorful demonstration of the Antigua police band's "Beat the Retreat."

Both the Dockyard and Falmouth Harbour were abuzz with activity as it was the tail end of the Antigua Charter Yacht Show. There was plethora of vessels on display. *Lady Joy* too had participated in the show and was docked in a visible location at the Antigua Yacht Club. We boarded her there bound for Barbuda, Five Islands and beyond.

First impression entering *Lady Joy*'s main salon is one of classic elegance. What makes the cabins and common areas pop is the ubiquitous contemporary art that adds a decided zing to the ultra-high-gloss mahogany-paneled walls. The artwork reflects the owner's personality and makes you feel like a guest in her home rather than a traveler in a hotel. Anje, one of the stewardesses, ushered me to my cabin and asked if I would like my bag unpacked. I felt a bit squeamish about someone wrestling with my rumpled unruly mess, but she made it seem completely second nature to unpack for me, so I left her to it. After a bit of brunch, which consisted of healthy homemade yogurt and granola with grated apple and walnuts and hot



ABOVE: The Portuguese bridge deck is the great spot for a frothy capuccino or cup of freshly brewed coffee and fresh tropical fruit to match the colorful place settings, or anything else your heart desires. A plunge off the bow is a fun end to a delightful few days aboard

passion-fruit muffins—hold the eggs any style, please—I returned to my cabin and lo and behold, linen blouses were ironed and my random unprepossessing tee shirts were folded in a pleasing palate of sorbet colors looking more purposeful than I had intended. My dresses, wraps and capris were organized as ensembles. For an abysmal folder and inefficient packer, this humbling gesture of order set the bar for additional guilty pleasures to come.

There is a distinct difference between obsequiousness and authentic service with a smile. The crew spirit aboard *Lady Joy* is genuine. The captain is eager to have you on the bridge to patiently explain what all the monitors mean and to show you the charted course for the next few days. While maintaining the authority

that comes with his position, he obviously enjoys a copacetic relationship with his crew. He is directive without being insistent. Our initial brief to him was that we wanted to go to Barbuda, but the wind was blowing in the wrong direction, the waves were slightly choppy and some of us were wrestling with a touch of *mal de mer*, so he gave us the option of changing course. He suggested we forgo Barbuda and head for an easy anchorage in Five Islands in order to have a suitably calm late lunch and an afternoon of watersports. It was the right decision. Being a good captain is figuring out what makes your group tick. Do they want to travel for several hours in misbehaving seas to “get there” or do they wish to simply “be there”?



The beauty of being on a luxury yacht is that, for the most part, you are always “there,” especially when you are in the Caribbean’s turquoise waters. *Lady Joy* is ready when you are. She carries every conceivable water toy—Seabobs, paddleboards, Sea-Doo watercraft, water skis and even the new jet surfboards. *Lady Joy*’s 42-foot Nautica is the mother of all RIBs (rigid inflatable boat); fast and comfortable, it feels like a second big boat. It followed us or preceded us, doing reconnaissance for good parking places in out-of-the-way anchorages. For more immediate fun on the water, it is necessary to get in the water, and first mate Joey is most helpful in coaxing you to do so. With an eternal smile and endless patience he demonstrates how to maneuver the Seabob so that you

don’t feel as if you will plunge to 20 leagues beneath the sea never to surface, or how to stand more vertically on the paddleboard.

After mastering all the toys, we all felt like we deserved our sundowners in the hot tub on the top deck where an array of decadent drinks accompanied delectable hors d’oeuvres. Mealtime on board is tantamount to an evening at the theater, with every table setting designed to delight an each of a dozen different place settings to tell a story. Today, a tableau of seashells, fishermen’s nets, starfish and driftwood set the stage for plates and napkin rings in cerulean blues.

Australian chef Sandra creates dishes to appeal to all palates. For the vegetarian in our group, she transforms

ABOVE: Waterskiing is not the only activity available; there is also jet skiing, paddle boarding, seabobbing, and jet surfing, plus, of course, a picnic on the beach



ABOVE: Kirsten creates a beautiful lunch table on the aft deck; Australian Chef Sandra, who loves fresh organic food, creates meals for all tastes; Anje, working in one of the guest cabins, elevates unpacking to a whole new level.



FOR DECK PLANS
AND ADDITIONAL
INFORMATION SEE OUR
DIGITAL EDITION

her lamb tenderloin stuffed with spinach and dates au jus de tamarind into a vegan delight with similar visuals. Chief stewardess Shelly, the consummate hostess is a perfectionist who (gently) insists on indulging or intuiting your every whim. You have a mojito in your hand before you even know you are craving one, or a welcome cup of ginger tea with a biscuit just to tide you over.

At anchor at Green Island, we knew the crew was planning a beach barbecue while we were exploring the far coastline on Sea-Doos, but we were unaware of the extent of the preparations. When the crew urged us back to shore, this deserted sandy spit, now set with a tent and chairs, had a Treasure Island flair. Written in seashells on the beach was an artistic "WELCOME," and "LADY JOY" was spelled out in a swoop of dark green kelp. I felt as if I were the "chosen one" on the TV show

The Bachelor as the stewardesses, decked out in South Sea shifts with tropical flowers in their hair, greeted us with true Polynesian hospitality. The crew's delight in surprising us was infectious. A highlight for me was seeing the boys arrive in the smaller tender holding pitchers of frozen piña coladas in outstretched arms.

It is the spirit of the *Lady Joy* charter that lingers in my memory. I can still savor the sheets, the chocolates on the pillow, the bottle of Fiji water in a sterling-silver holder on my bedside table, the fresh figs stuffed with Stilton, but I will long cherish the crew's unbridled enthusiasm.

Our last day, we all decided to jump in unison off the bow, our yelps and shouts of glee representing the apex of an exuberant charter experience.

A tablespoon of sun, a cup of saltwater, two measures of hospitality, a pinch of joy and, if desired, a soupçon of rum—it's a no-fail recipe for success. ■

CONTACT: Sapphire Seas at 954-760-4442 or sapphiresseas.com, or your preferred charter broker for rates and availability. More information can be found at myladyjoy.com

Christensen *Lady Joy*

LOA: 157ft. (47.85m)
BEAM: 29ft. 6in. (8.99m)
DRAFT: 8ft. 3in. (2.51m)
CONSTRUCTION: GRP
HULL: Displacement
INTERIOR DESIGN: Carol Williamson & Associates
NAVAL ARCHITECT: Christensen Shipyard
NUMBER OF CABINS: 6
TOTAL GUESTS: 12

CABIN CONFIGURATION: 4 double, 2 twin
CREW: 12
CLASSIFICATION: Commercial/MAC/ISM Status
FLAG: Marshall Islands
TENDERS: Nautica 42ft. chase boat, Nautica 15
TOYS: 2 Sea-Doo PWCs with brake system, 3 Seabobs, 2 paddleboards, 2 sea kayaks, 2 jet surfboards, 6 sets scuba gear, 1

wakeboard, 2 water skis, 4 sea biscuits, 1 banana, fishing gear
STABILIZERS: zero speed
AIR CONDITIONING: Whisper air-conditioning system/Nautica Easy Purification System
ENTERTAINMENT: Kaleidescape with Crestron and iPad controls, integrated Apple TV, state-of-the-art audiovisual technology throughout the vessel
BUILDER: Christensen, 2007

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RIGHT: An aerial view of Nantucket by Karen Ryan shows how the island residents remain faithful to its typical architecture style



Writer Herman Melville once called it “an elbow of sand” and the native Wampanoag Indians named it “the Faraway land” (or Nantucket). Both names fit this 14-mile-long and 3.5-mile-wide island 30 miles off the Massachusetts coast. A recent addition to the island’s genteel way of life is the family-friendly Westmoor Club and its flagship *Belle*.

FROM THE MID-1700S TO 1840, NANTUCKET WAS A thriving whaling seaport, a heritage that the islanders have proudly preserved in museums and exhibits. These days, Nantucket is equally well known as a prime sailing destination for regattas. During the summer season, more than 3,000 boats navigate this remote island’s shoals, known in some circles by the moniker “The Grey Lady” because it is regularly shrouded in fog. The rollicking Figawi Race in late May, which kicks off the sailing season in New England, was named after the frequently heard lament, “Where the....are we?” as racers often have to compete in dense fog. But, come August, Nantucket redeems herself for the popular Opera House Cup sailing race, often held under a brilliant blue sky, combined with strong winds and choppy seas—in short, a sailor’s delight. But it is the architecture, commitment to preservation, and its charm and authenticity that make Nantucket such a magnet for tourism, essential to maintaining the quality of life on this treasured island, a designated National Historic landmark. The few blocks that comprise the downtown and harbor remain much as they were in the 1700s. The oldest house, the Jethro Coffin House,

THE Far AwAy land

STORY Grace Trofa
PHOTOS Grace Trofa,
Karen Ryan and Jody Dole



ABOVE: The Westmoor Club now owns the historic *Belle*, seen here cruising by the popular Brand Point Lighthouse **BELLOW FROM LEFT:** The main house at the Westmoor Club was once part of the Vanderbilt estate; no one is really sure of the history behind the town's cobbled streets



RIGHT: Nantucket hosts a great number of regattas, including the Opera House Cup sailing race in August
BELOW: Nantucket artist Illya Kagan painted the Westmoor Club under a typical Nantucket summer sky

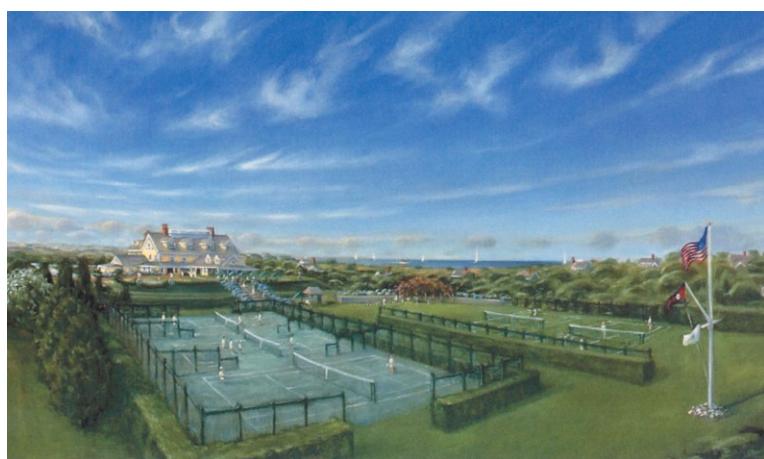


dates back to 1686, among more than 800 pre-Civil War buildings. The town is still made up of meandering cobblestone streets, pathways of broken shells, gas streetlights and gray-shingle wharf shacks, home now to boutiques and restaurants, alongside glorious houses built by wealthy former sea captains. Visitors often feel like they are stepping back in time, but don't be fooled by the farmland, cranberry bogs and craggy moors, Nantucket has always catered to the upscale tourist. The island is a combination of sophistication and luxury with an air of genteel and proper manners. It appeals to an intense, accomplished group of summer travelers. Despite the island's natural beauty, to live here the locals have to endure sacrifice, so they tend to be intense characters as well, which makes for a great mix. Though a land-conservation trust protects more than a third of the island from development, right outside of town, sprawling houses dot the landscape and locals take umbrage at the number of four-wheel-drive Range Rovers navigating their way through town's narrow streets. Still, civility prevails. Accommodations can be scarce and tend to be pricey. Lodgings such as The Wauwinet, a Relais & Châteaux, the White Elephant and the Cliffside Beach Club are all luxury properties, but their Nantucket style means that they are more intimate in scale. For fine dining, expect New York prices. Diners will savor every bite, though, as skillful chefs such as Todd English do honor to the local produce, meats, Nantucket Bay scallops and lobsters plucked moments before, fresh from the sea.

Don't even consider making this a day trip; it takes a few days to get into the island's rhythm. Unless you are traveling the waterways in your own pleasure craft, you can fly over on a puddle jumper. When arriving by air, in an hour or less in many cases, visitors can be twinkling heel toes on the sandy beaches along the 80 miles of coastline stretching from the calm waters of Nantucket Sound to the pounding surf of the Atlantic Ocean. Fishermen delight in the island. Cast for bluefish in the shallow water, tackle white water for striped bass or venture farther out to sea for tuna and shark. And local clubs offer

everything from boat outings to tennis courts and rounds of golf.

The Westmoor Club, which opened in 2005, is the newest addition to the Nantucket country-club scene. With the legacy programs completely full at the Nantucket Yacht Club and the Sankaty Head Golf Club, there was a need for a newcomer to offer a meeting place for family and friends. The aim is to offer members 19th-century grace and elegance and 21st-century comfort and convenience. The 15-acre property, just 300 yards from Nantucket Sound, was once part of the Vanderbilt estate, and the club's designers have retained the integrity of the 1917 Colonial Revival mansion. The interior boasts a spacious-but-elegant dining room and cozy wood-paneled bar where members and guests can relax after a round of sports on the 10 Har-Tru tennis courts, three grass tennis courts, croquet field, two squash courts, children and adults' swimming pools, and a newly constructed 18,000-square-foot spa and fitness center. With





raw-cut pine boards, exposed beams and a great room with fireplace, the building fits in well with the club's historic architecture. Children three to 12 can attend the sport camps, while parents can enjoy some quiet moments by the pool with a healthy lunch washed down with the specialty wheat-grass smoothie from the on-site vegetable and herb garden. A few rooms are available for overnight stays, invaluable in a town where accommodations are hard to get.

This would not be Nantucket without a nautical component. While children participate in the community sailing program, club members have access during Nantucket Race Week to one of the oldest remaining 12-Metre sailboats, *Onawa*, or a crewed sportfishing boat available for charters and club-sponsored excursions. For harbor tours, dinner trips, lunch outings and prime viewing for yacht races, many guests request the classic 77-foot *Belle*. The New York Yacht, Launch and Engine Company built the yacht in 1929 using Douglas

fir planking on steam-bent white-oak frames.

Scott Oliver enjoys his role as *Belle*'s captain. "The boat is all original. She has cable steering, a single rudder, no joystick here. She has a plumb bow and a really narrow beam, so she just cuts through the water. In any kind of head sea or falling sea, she's great, a pleasure to drive." The maintenance is constant, but he takes it in stride. "It really is a labor of love, keeping up all the varnish work. *Belle* has a teak deck, mahogany superstructure and white oak framing. She's like a living entity, and you have to keep her in the water to keep her alive," he says. "Classic wooden boats may not be for everyone. Many of the traditions of the golden age of yachting are falling by the wayside; people don't even raise the flag at 8 am and pull it down at sunset anymore, but for me it's important to keep the traditions alive. *Belle* is a real head-turner. I hate to be a boat snob, but it's nice to be on a pretty boat!"



ABOVE: *Belle*'s aft deck is where everyone likes to celebrate special occasions; the yacht is available for charters for a few hours, days or overnight stays

BETWEEN: The meticulously kept interior is typical of a gentleman's yacht



ABOVE: A few of Nantucket's traditional fishing shacks were transformed into private homes or rentals; the charming Brand Point Lighthouse is the newest incarnation of one of America's oldest lighthouses



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The popular aft deck has a large settee, and though the boat typically is used just for day sails or cocktails for up to 40 people, she can accommodate an overnight trip for eight. Oliver remembers a recent birthday party for an elderly family member. Lanterns decorated the boat and guests enjoyed a candlelit lobster dinner. Once the meal was complete, guests turned their chairs around and traded stories about the honored grandfather. A musician played the ukulele in the background as the harbor lights cast a glow on the water. "It's a good boat for families, to be able to just cast a line and slip away for a while." Now a permanent part of The Westmoor Club fleet, *Belle* is one of 35 or so classic yachts offered through the Vintage Yachting Club. VYC offers seasonal and annual yachting programs for members and will occasionally charter to non-members. Some of the yachts available include a 27-foot Herreshoff S-boat, perfect for sailing; the 75-foot Trumpy *America*, and the 80-foot schooner *Lelanta*. Aside from a one-time \$5,000 fee, annual membership fees range from \$1,500 (for the entry-level



membership) to more than \$100,000, the higher range ideal for corporations looking to provide the ultimate experience. "VYC offers a growing portfolio of lifestyle experiences and yacht-charter offerings including access to global excursion events and amenities from our network of luxury partners, such as Small Luxury Hotels of the World," says President Eric Dahler. Some of the upcoming events this season for members to partake in include a Newport excursion weekend for the America's Cup World Series in July, complete with hospitality yacht for members and guests, spectator boats to view the race, cocktail receptions and a resort-wear fashion show.

So think about experiencing Nantucket, at least once. Toss one of those Nantucket faded red caps on your head, rent a simple bicycle to tool around town, stop by for a Dark 'n' Stormy to meet some of the locals at The Club Car piano bar, a former train club car with a narrow interior that encourages friendly banter and, for dinner, walk over to the global bistro Lola 41, another local favorite. Find the time to visit Siasconset, better known as "Sconset," where rose bushes weave their way between white picket fences surrounding restored fishing shacks. If traveling by boat, just as you round the lighthouse at Brant Point, follow tradition and toss a penny overboard, in hopes that you'll return some day, joining the many "washashores" that now call Nantucket home. ■

For more information, see thewestmoorclub.com or vintageyachtingclub.com

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MANGUSTA 92

Mangusta 92 & Pershing 92 in focus

Open Dialogue

STORY Shaw McCutcheon

PHOTOS Mangusta and Pershing

It is not often that we have the opportunity to examine two nearly identical but competing motoryachts side by side. We jumped at the chance to test the newest Mangusta 92 to arrive in the United States and the recently launched Pershing 92, both open-style vessels built in Italy, similar in spirit but different in approach.



PERSHING 92

SIDE-BY-SIDE COMPARISONS OF YACHTS are usually difficult because of differences, subtle or not, as well as each builder's natural fear of coming out on the losing end of the assessment. But two 92-foot open express cruisers—one a Pershing, the other a Mangusta—offer a remarkable apples-to-apples comparison, and provide a fascinating look at how two boatbuilders approach the same niche market.

WIDE OPEN INTERPRETATION

There is a wide range of "open" motoryachts on the market, but they all have certain common characteristics: a planing hull, high-speed performance, a moderate range and an emphasis on an outdoor lifestyle featuring sleek, aggressively styled pilothouses with large open aft deck areas. Pershing's American Product Manager Justin Blue describes the "perfect" open-yacht buyer: usually male, in his early 50s, he typically owns his own business or is a CEO. He likes to fly

his own jets, drive race cars and generally enjoys the adrenaline-filled aspects of life. A family man with a busy schedule, he only has time to take his family on long weekends and short trips. "He needs to be able to get out there fast, and come back fast."

Both Pershing and Mangusta have fashioned most of their vessels around the open concept. Pershing has been building fast open motoryachts since 1985, and now builds eight models ranging from 50 to 115 feet, all creations of Italian designer Fulvio de Simoni. The 92 (an extension of a discontinued 88-foot hull design, which later became a 90-footer) is an updated version of a successful and sophisticated model. Compared to the Pershing 90, the new 92 comes with updated styling, different garage door at the transom, a slightly larger sun deck and an optional helm station topside.

Giuseppe Balducci started building Mangustas in 1985, in the family-owned Overmarine shipyard in Viareggio. MarineMax became



ABOVE: The main deck of the Mangusta 92 gets its open feel from a clean layout, big windows and windshield and large sliding roof

the company's exclusive US dealer in early 2011. There are now nine Mangusta models on the water, ranging from 72 to 165 feet (a 205-foot all-aluminum Mangusta is in the tank-testing stages), most of them created by noted yacht designer Stefano Righini (Overmarine does its own naval architecture).

The company's design philosophy reflects an emphasis on finding the right mix of high-performance, classic design criteria and the quality of various systems and components. "Overmarine has a consistent and enduring design/build philosophy. High technology and performance, no compromises on safety, the finest-quality vendors for all the components and helping clients build exactly what they want," explains Bob Fritsky, vice president of MarineMax. Overmarine "wants to build [its boat] like a Mercedes, so that it lasts longer....You're buying something that looks classic and retains its value for a long period of time both in aesthetics and in its build quality. That's an important part of the design philosophy." He notes that Overmarine builds the hull and power plant for the 92 and then waits for a buyer who can totally customize the interior.

The 92 shown at the 2011 Fort Lauderdale International Boat Show and the boat we tested is Hull No. 28 of this very successful custom series.

APPLES TO APPLES

The Mangusta and the Pershing have a long list of comparable features and dimensions. The Mangusta is slightly longer and more beamy, but has a smaller draft (please see the side-by-side comparison in the specifications box). Fuel capacity for the Pershing is 2,378 gallons. The Mangusta has 53 gallons less capacity. And both vessels have identical standard power plants: two MTU 16V 2000 M94 diesels. They do, however, have a number of different features that make the comparison truly interesting. For instance, they have different propulsion. The Pershing 92, like all Pershings (except the 115) has surface drives. For models 92 foot and up, Overmarine equips its Mangustas with Kamewa waterjets.

Full-load displacement for the Pershing is 81.6 metric tons; the Mangusta tops out at 90.2 tons, a difference that is partly due to construction methods. The Pershing's hull is cored with lightweight balsa, while the Mangusta has a solid fiberglass hull, plus added equipment necessary to meet European requirements for yachts larger than 24 meters, subject to stringent rules that mandate extra equipment. Each builder follows rules of different classification societies. Mangustas also are certified by the French classification agency Bureau Veritas (BV) and built to MCA specifications, which



ABOVE Sun worshippers love the Mangusta 92's big sun pad; the full-beam master suite and the salon are plenty bright

stipulate rigid fire safety and construction requirements. Pershing meets Italian classification society RINA's specifications.

The day we tested the Mangusta the seas were virtually calm, while several days later when we boarded the Pershing there were two- to four-foot waves. Both boats were running on 3/4 fuel loads, with a half tank of water. It should be noted that this was only an informal test using onboard computers, and the numbers we got are approximations that could vary depending on loads and environmental conditions. Pershing advertises the top speed of the 92 to be about 41 knots, while Mangusta states a more conservative 37-knot top speed. On the day we ran the boats, however, the Mangusta managed to get up to almost 40 knots, while the Pershing hit 41.8 knots. Each boat found the minimum planing speed at about 17 knots, but the Pershing's surface drives required an initial spurt of up to 22 knots to get on plane before settling down at the slower speed. We also conducted an acceleration test and found that both boats went from zero to full speed in about 80 to 90 seconds. And while we didn't actually test it, we've seen elsewhere that jet-driven boats such as the Mangusta can careen from full-out to a dead stop in nearly a single boat length in a spectacular display of boat-soaking sea spray.

In terms of range and fuel use at different speeds, the boats were very similar, although at the mid-range it seemed that the Pershing with its surface drives was a bit more efficient than the jet-driven boat. At idle speed (8 to 9 knots) with both boats, the range was about 850 to 875 nautical miles. The Mangusta's 17-knot planing speed was achieved at 1,675 rpm, which consumed 104 gallons per hour. The Pershing achieved planing speed at 1,500 rpm, giving it a 96-gallon-per-hour rate. Each company stipulates cruising speeds that provide the most optimum performance and range. For Mangusta, the sweet spot is 32 knots, and Pershing's is 38. At top speed, the Pershing's fuel use was 270 gallons per hour; the Mangusta's was 266. The official range of the Pershing is 385 nautical miles; Mangusta comes in at 300 miles. In our test, the ranges of both came out somewhat differently: At full speed, the Pershing came out with a 368-nautical-mile range; the Mangusta had a 350-mile range.

SPEED DEMONS

Yachts of this size normally have a crew: The Mangusta has berths for four crew just forward of the engine room; the Pershing has three crew berths in the same area. This said, part of these boats' sex appeal is that they're fun to drive. The waterjet controls are rotating throttles that turn each jet in all directions, with sometimes dramatic results astern, while the surface drives require fine-tuning of the trim (with equally explosive rooster tails) to find the optimum performance. For the novice or lazy pilot, the surface drives can be set midway into the water and simply left there, but it's more interesting to tweak the drive angle to fine-tune the boat. And with both boats, the sense of

speed is like an optical illusion: At 40 knots the sea gracefully glides past in slow motion; only when you step outside and feel the wind do you sense how fast you're going.

LIFE ON BOARD: LET THERE BE LIGHT

Beyond the performance, each boat has a slightly different approach to the overall design and interior arrangements. The open concept that defines both—the comfort of a bright, naturally lit interior—is interpreted in slightly different ways. For example, the Mangusta we saw features a large retractable overhead that brings in sunlight through much of the main-deck salon. The Pershing, on the other hand, has opted to combine the aft deck and main salon into one space by allowing the aft doors normally separating the two areas to drop into the floor. Both boats feature large windows lining each side of the salon and the helm station forward to bring even more bright daylight into the interior.

If living in sunlight is one measure of the “open” motoryacht, then Pershing goes a bit further in this direction than Mangusta. Both boats have large sun pad areas forward. Mangusta customers can prop themselves up on tilttable sun pad sections (a la chaise longue), while Pershing devotes a space between the sun pad and the pilothouse to a U-shaped settee and coffee table. Moreover, Pershing has put a flybridge with another sun pad and a second helm station atop the house. Mangusta has a radar arch over the aft part of the house, while Pershing installed its radars and antennae on an extension of the pilothouse aft. The design lowers the Pershing's overall profile but puts the forward part of the cockpit area in the shade. A bench seat in the cockpit converts to a sun pad, but the overhead extension tends to keep it in the shade.

DINNER PLANS

Dining arrangements are also somewhat different in each boat. The galleys for both boats are aft belowdecks, accessed through portside stairs. In the Pershing, the owner's party would normally eat on a table set athwartships in the forward part of the cockpit under the overhead extension. Bench seats on both sides (the forward seat is convertible to the aforementioned sun pad) can seat up to eight. On the Mangusta, the settee coffee tables convert to a dining table, and chairs normally stowed away are brought out to complete the seating for eight. (As noted earlier, a Mangusta buyer can completely customize the interior, and the boat we saw had an additional dining table in the salon.)

TENDER STORAGE

Both yachts have garages in the transom that house tenders. The Mangusta's garage can hold a 13-foot jet-powered tender, but if a personal watercraft is purchased, it's stowed on the swim platform. A centerline passerelle doubles as a crane to lift both vessels on and off



ABOVE: The whole door on the Pershing 92 lowers into the floor, opening up the aft deck to the salon; the full-beam master cabin features an attractive chaise lounge by the porthole



ABOVE: The Pershing 92 offers a different concept on the interior of the open yacht; exterior light flows in through large windows

the boat. Pershing, on the other hand, can house both an inflatable tender and one personal watercraft in the garage itself. The swim platform can be submerged so they can be lifted on and off the boat with rollers and a simple electric pulley system.

THE LAYOUT

Generally speaking, the interior arrangements and layouts of each boat are similar: three or four (owner's choice) staterooms belowdecks forward, while the galley astern belowdecks also doubles as a crew mess. If a family is part of the equation, each builder offers a three-stateroom version that converts the fourth stateroom to a media

lounge. The kids can hang out there while the adults play topside. Both companies offer Pullman berth options that can allow up to 10 guests in the four-stateroom versions.

THE VERDICT

In the end, we found each boat had advantages that reflected the builder's philosophical preferences. The Mangusta is more heavily built and contains some ship systems more common to larger yachts, but the Pershing is faster and a bit more nimble. The Pershing has more options for hanging out outside, but the Mangusta feels a bit larger inside. The performance of each vessel was similarly predictable: The heavier Mangusta had a bit less speed and range than the lighter Pershing. Both vessels appealed to the Alpha male, and both have family-oriented options. With a range of between 300 and 400 miles, neither is meant for long-range cruising, but both are good for weekend jaunts to favorite retreats. It may be that a buyer looking to choose may be forced to revert to that familiar, time-honored approach to decision-making: eenie, meenie, minee, mo.... ■

	PERSHING 92	MANGUSTA 92
LOA	91ft. 9in. (27.97m)	92ft. 9in. (28.27m)
LWL	78ft. 8in. (23.98m)	75ft. 11in. (23.14m)
BEAM	20ft. 5in. (6.22m)	21ft. 8in. (6.60m)
DRAFT	5ft. 5in. (1.65m)	5ft. 3in. (1.60m)
DISPLACEMENT (FULL LOAD)	89.73 tons	about 90 tons
FUEL CAPACITY	2,378 gal. (9,000L)	2,325 gal. (8,800L)
WATER CAPACITY	317 gal. (1,200L)	370 gal. (1,400L)
TOP SPEED	41 knots	37 knots
RANGE	385nm	300nm
POWER	MTU 16V 2000 M94 diesels	MTU 16V 2000 M94 diesels
PROPELLSION	Surface drives	Kamewa waterjets
GENERATORS	2 x Kohler 23kW	2 x Kohler 27kW
CLASSIFICATION	RINA	Bureau Veritas

For more information on the Pershing, contact the Ferretti Group Flagship Showroom, 954-760-6530, or alliedmarine.com, or internationally, visit pershing-yacht.com

For more information on the Mangusta, contact MarineMax, at 954-347-6769, or marinemax.com, or internationally, visit overmarine.com



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ADDITIONAL INFORMATION
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Yachts International first met Miami-based architect and yacht owner Hakkı Koroglu at Vicem's Antalya shipyard as he and his wife, Randie, awaited delivery of their latest Vicem: Hull No. 1 of the new Bahama Bay 61 series. It was the third time they ignored the advice that you should never buy the first hull. We caught up with these experienced boaters again after they had a chance to cruise in Turkey, and they showed no signs of regret.

STORY Liz Pasch

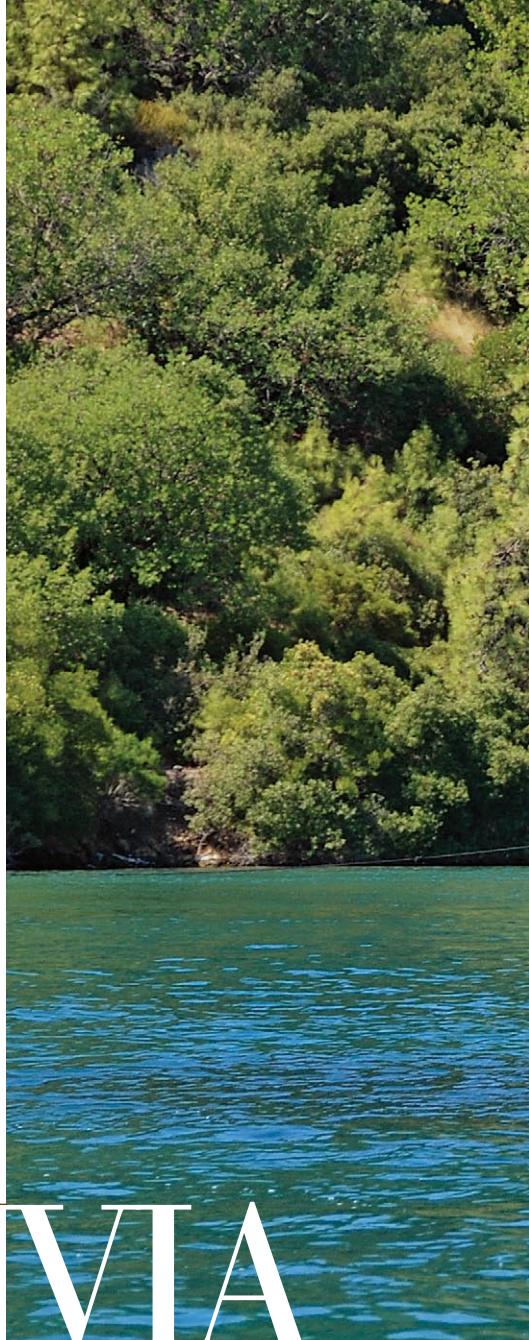
PHOTOS COURTESY Hakkı and Randie Koroglu

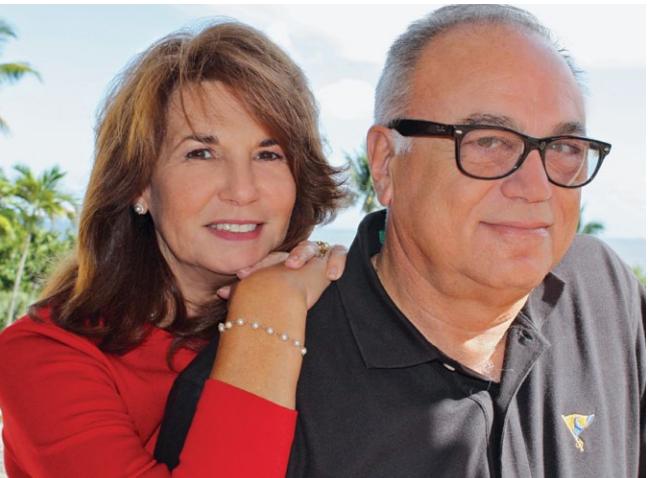
Bahama Bay via Antalya

HAKKI KOROGLU GREW UP IN ISTANBUL, Turkey. The boarding school he attended was located close to the sea. As young boys do, he watched the small fishing boats go about their business while he walked to and from school, and more than likely also watched them from the classroom windows. That was the extent of his exposure to boats until later in life.

At 15, he went to live with relatives in Springfield, Ill., where he attended high school. After a brief time in Turkey, he returned to the United States to study architecture at the University of Miami. A college friend persuaded him to also take an art class so they could meet girls, advice which proved invaluable when Koroglu met Randie, a student in graphic design, who is now his wife and boating partner.

"My direct relationship with the water didn't really happen until we had kids. That's when we started going out and enjoying the day and weekends," Koroglu says. The couple bought their first boat, a 25-foot Mako, when their youngest daughter, now 29, was six months old. Over the years, three more center consoles followed until, at the 2001 Fort Lauderdale International Boat Show, a boat he had never heard about caught his attention—a Vicem 49. He had an animated conversation with the salesman who, like him, was from Turkey and turned out to be the founder of Vicem Yachts. "He had built the boat and brought it over; he didn't speak one word of English, and we became good friends in half an hour," says Koroglu who recognized immediately the boat's





ABOVE: *VIVERE*, at anchor off the Turkish coast, normally carries a tender in the purpose-designed cradle atop the deckhouse **LEFT:** Randie and Hakkı Koroglu started boating when they had children and will continue with their grandchildren



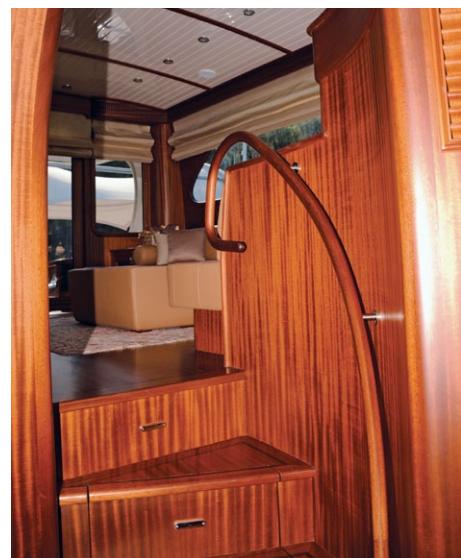
ABOVE: Vivere points her bow toward the Turkish coast during a summer trip **RIGHT:** In the salon and VIP cabin, among other spots, Hakkı Koroglu tweaked the design of his previous Vicem, now known as Vicem's BB58, for added functionality and comfort



quality and was impressed with its value. "The fact that it was built in Turkey was just the icing on the cake," he adds. He did, however, see possible changes to be made to suit his own sense of style and design. He and Sebahattin Hafizoglu, now president of Vicem Yachts, connected instantly. "The more I said, the more he agreed," Koroglu says. Two hours after discovering the Vicem 49, Koroglu ordered his own 49-foot Vicem Classic. He named it *Turkish Delight*. Another Vicem followed, customized to suit the Koroglu family's needs.

While most buyers don't get involved in boat design unless they are building a much larger yacht, Koroglu knows a thing or two about design, structure and planning. One of his major projects landside was Jungle Island, a zoological park built on Miami's Watson Island. The multi-component theme park with amphitheater, ballroom and boat-like structures, took six years to design. With each new Vicem, Koroglu became more deeply involved with design options and architectural features, including exterior lines. For his second Vicem, a 58-foot boat

with IPS drives, he decided on an all-white lower-maintenance finish instead of the more traditional varnished mahogany and painted hull. He tweaked the lines, and Vicem, delighted with the result, asked him to showcase the boat at the 2010 Yacht & Brokerage Show in Miami with the understanding he would get the boat back. But a buyer came forth at the show and put down a hefty deposit, so Vicem promised to build him another boat just like it. Instead, Koroglu decided to order a similar but slightly larger boat. Again, he chose Volvo Penta engines and IPS drives, so that Randie would feel more comfortable handling the boat, and that distinctive all-white finish, which is the trademark of what Vicem now calls its Bahama Bay series. He brought improvements to the design of his previous boat (Hull No. 49) from the mast to hull windows. The interior is classic Vicem with lots of exotic wood on the floor, bulkheads and cabinets, book-matched and finished to perfection. Vicem again asked to showcase Koroglu's new boat, which debuted at the Istanbul Boat Show as Hull No. 1 of the new Bahama Bay 61 series.

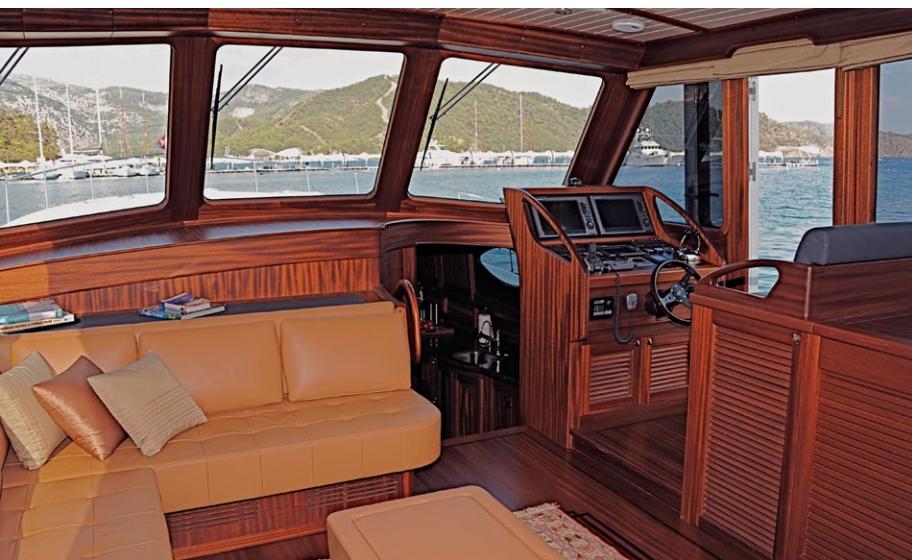


ABOVE: The practical banister has a new attractive curvaceous design

BELOW: The owner's stateroom is one of three comfortable cabins; it features a large porthole above the bed and floor-to-ceiling closet space



ABOVE: The lower-deck galley extended work space, a different layout for appliances and a new aspiration system **BELLOW:** The compact helm station features a joystick as well as a wheel and great visibility



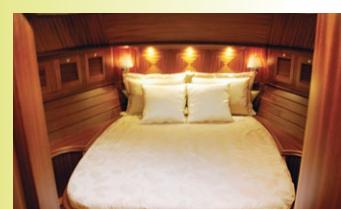
Vicem BB58 (hull 49)

To better accommodate his friends and family, Hakki Koroglu made a few changes to the design of his first Bahama Bay series boat (the BB58 pictured below right). While he loved the boat, experience on board pointed to possible areas of improvements on his next and slightly larger boat. Before and after photos show how the changes he incorporated made *Vivere* (the first BB61) even more appealing and functional.

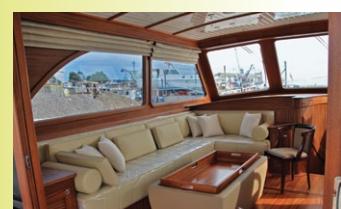
■ In the master stateroom, Koroglu stipulated larger windows for better views and floor-to-ceiling closets for additional storage (left).



■ The base of the bed in the VIP cabin was lowered to provide more headroom. Leather-covered panels were added to soften the interior design (pg. 98)



■ A leather-covered insert extended the salon's settee and a roll-down TV door was added. All windows were enlarged for better views (pg. 98)



■ The functional handrail along the steps was made sexier with a single piece of mahogany shaped into a beautiful curve (pg. 98).



■ The galley was extended and the appliances reorganized to be more functional. An aspiration system was added (left).



■ The helm seat and helm station were slightly redesigned for better ergonomics and visibility.





ABOVE: Randie and Hakkı Koroglu took several trips with friends and family in Hakkı's native Turkey after taking delivery of their new boat, which was shown at the Istanbul Boat Show in March 2012



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Vicem Bahama Bay 61

LOA: 60ft. 8in. (18.5m)
HULL LENGTH: 58ft. (17.67m)
BEAM: 16ft. 8in. (5.10m)
DRAFT: 4ft. 3in. (1.3m)
DISPLACEMENT: 31.2 tons
MATERIAL: Cold-molded mahogany/epoxy

HULL TYPE: Planing/hard chine V
FUEL CAPACITY: 713 gal. (2,700L)
FRESHWATER CAPACITY: 265 gal. (1,000L)
ENGINES: 2 x Volvo IPS 900
SPEED (MAX.): 29 knots
SPEED (CRUISING): 22 knots

RANGE @ CRUISING SPEED:
about 300nm
RANGE @ 10 KNOTS: about 500nm
CERTIFICATION: CE/RINA
STATEROOMS: 3
BUILDER: Vicem

*Original dimensions are provided in the metric system

Koroglu freely admits building a first of anything can be frustrating at times. "You know what they say: Never buy the first hull, but we ended up doing this three times, and it's not that bad. It's a matter of how much time and effort you want to put in," Koroglu says. "The satisfaction of seeing plans come together outweighs the occasional frustration," he adds. There is much the Koroglus like about their boat, and Hakkı singles out, as an example of the work that Vicem does, a custom door handle the craftsmen designed for them. "There was nothing in stainless steel that we wanted. Then this guy made a recessed, hand-carved mahogany handle and put it on to see if we'd like it. Who wouldn't?" he says. "That's what they do; they take pride in their craft."

The shipyard put the finishing touches on the new boat in the spring of 2011 in Antalya. Hakkı and Randie were there to oversee the final steps, a scramble to the finish that included loading all their belongings onto the new boat. Randie remembers the moment fondly: "All our things

were in storage, and I was nowhere near ready. But then every single person who worked to build the boat came walking down, with boxes full of our belongings in hand. They helped us move onto the new boat. It was incredible. They were so happy for us to take delivery," she says.

Hakkı and Randie lifted anchor and cruised the Turkish coast for 10 memorable days, entertaining family and friends, including Vicem's Hafizoglu. Their daughter was on hand to take plenty of photos. Asked when he'll start designing another Vicem project, Koroglu laughs: "I'm sure no one in the yard wants to put up with me again! This is my last boat, so I need to live up to that for at least another few years," he says. And from the name he gave his boat, *Vivere*, it appears he will do just that. That is, if an enthralled customer at the Istanbul Boat Show doesn't buy it out from under him...again. ■

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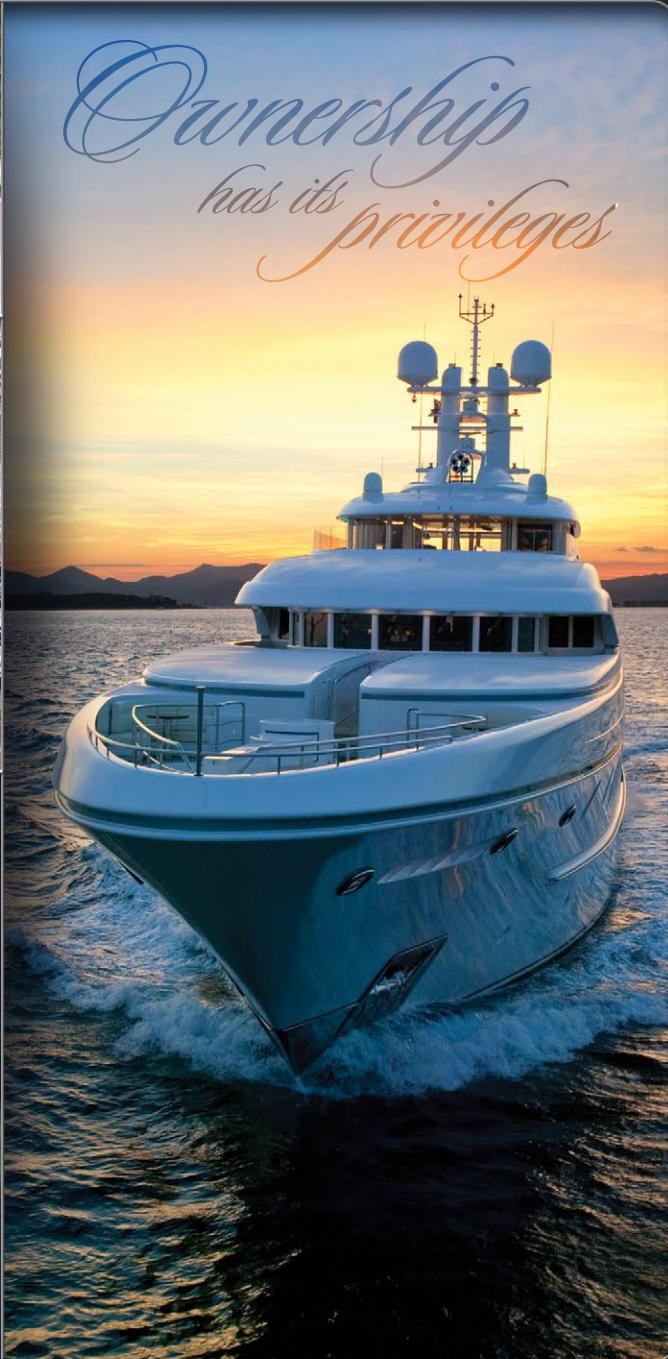
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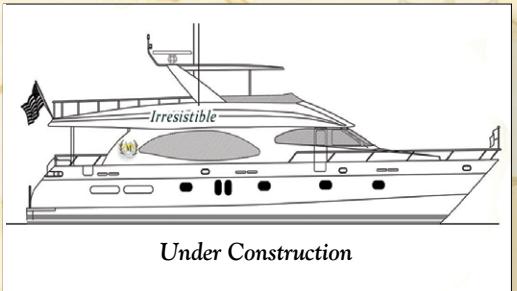
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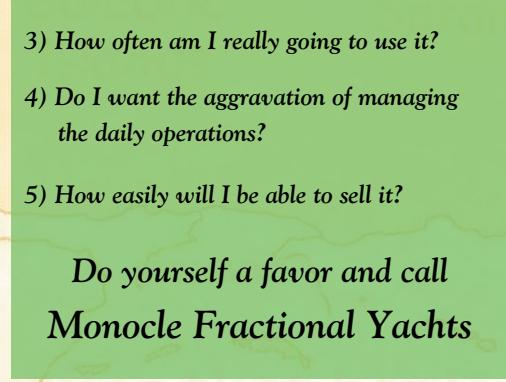


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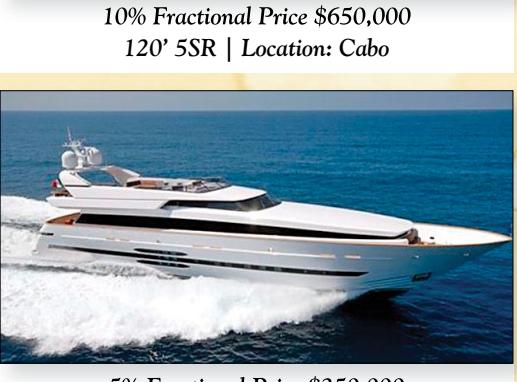
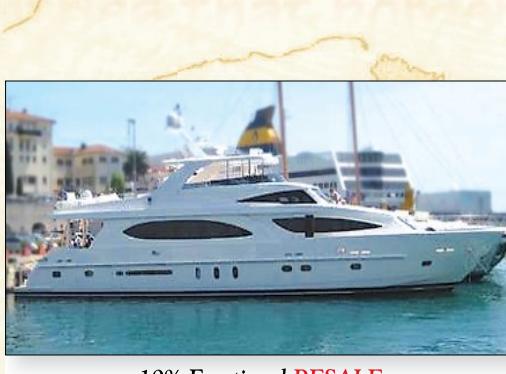
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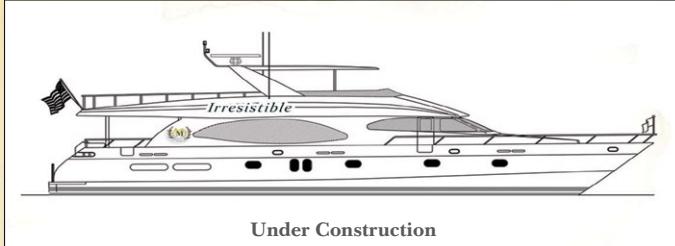


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Resale Ability	Poor	Excellent
Aggravation	All	None



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Actual Annual Use	2-3 Weeks	4 Weeks
Personal Enjoyment	Some	Total Pleasure
Resale Ability	Poor	Excellent
Aggravation	All	None

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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/Rs, 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



PG'S JESTER, 104' 1990 Broward Cockpit MY Best Broward value on market! N. Miami Beach, FL CA



ORCHARD, 80' 2001 Mangusta - 3 S/R's, 16V-2000's. New paint 2011, bow & stern thrusters. Ft. Laud. CA



BLONDIES DORY, 74' 1999 Hatteras CMY - 3412 Cats w/2000 hrs, many custom upgrades, pristine! Palm Beach, CA



BY GRACE, 70' 1995 Hatteras Sportdeck - 4 S/R, 12V92's, low hrs. New hull & bottom paint, new bow thruster. Ft. Laud. CA

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During the past season we have been fortunate to have sold the following yachts, the majority of which were our own central listings. To replace our sold inventory, we are currently seeking larger, late model yachts to represent as Central Agents. We cover all the costs associated with the marketing of your vessel to include advertising, professional photography and boat show participation. Contact our office or visit our website at; rjcyachts.com

MAJOR WAGER 160' Headship TDMY
COCOA BEAN 143' Broward TDMY
CLAIRE 115' Broward CMY
LADY LILY 112' Westport MY
TRUE NORTH 112' Westport MY

SOLUTIONS 110' Broward CMY
JUST RIGHT 100' Broward MY
HERITAGE 86' Burger MY
AQUARIUS 80' Cheoy Lee MY
EQUINOX II 78' Cheoy Lee MY

JEANNE GIRL 76' Horizon MY
WENDY 1 74' Hatteras CMY
LOAFERS PARADISE 67' Hatteras CMY
LIBERTY 65' Marquis MY
GODSPEED 54' Hatteras MY



LADY M, 147' 2002/11 Intermarine TDMY - Refit '11, new ext paint, new interior, new teak decks, A/V, etc. Palm Bch, FL. CA



AQUASITION, 124' 2008 Broward MY - Lloyds class, 16V-2000s, zero speeds stbs, cherry int, 5 S/R. Ft. Laud. CA,



PHAE德拉, 122' 1997/08 Delta TDMY - 4 S/R, maple interior, 16V-2000's. Flawless condition! Ft. Lauderdale, FL



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, 114' 1994 Hatteras MY - Offered by original owner. Cat 3412's, all large options. 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



THINK BIG, 98' 1989 Burger CMY - Major refit in 2010 w/new interior joinery, soft goods. 12V92TA majored,



FAIR SKIES, 90' 1990 Burger Raised Pilothouse CMY \$300k Price Reduction! Ft. Lauderdale, FL. CA



LUKOUSAURUS, 87' 1996/2011 Broward MY - New paint, overhauled DDEC 12V92. Price reduction! Boca Raton, FL. CA.

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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' Mangusta	\$18.5k/wk

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1996 115' Greenbay Marine
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2006 105' Leopard
6000 HP MTU's | 4 SR's + Crew
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\$175,000 PRICE REDUCTION
Major Refit Fall 2009
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Motivated Seller | Long Range Cruiser
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2004 96' Hargrave Skylounge
Major Interior Refit 2010 | CAT C-30's
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1987 94' Broward
Bimini Top | Fly Bridge | 3 SR's + Crew
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1997 84' Hatteras Elite Series
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1998 84' Monte Fino
2700 HP CAT's | 3 SR's + Crew
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CAT 3412's | Mint Condition
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2010 74' Sunseeker Predator
Loaded Every Option | \$3,765,000
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3 SR's + Crew | Mahogany Interior
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1080HP Detroit's | Full Beam Flybridge
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4 SR's + Crew | Full Hard Top
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1996 70' Hatteras
One Owner | Low Engine Hours
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3412 CAT's | 4 SR's
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Four Stateroom | International Electric
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12V71's | Galley Up | Mint Condition
2 Boat Owner | Make Offer
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2003 65' Ocean Odyssey
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2005 65' Carver Marquis
MTU 12V 2000's 564 Hrs | 3SR's + Crew
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NEW LISTING
2009 65' Uniesse
310 Hours on MAN CR-1550's
4 SR's + Crew | Like New
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1999 61' Queenship
Clean | CAT's | Cruise Ready
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1998 60' Offshore PHMY
3 SR's | Galley Up | \$699,000
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2000 58' Viking Enclosed Bridge
3 SR's | Captain Maintained
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2007 58' Sea Ray Sedan Bridge
1800HP MAN's | 3 SR's
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Bring an Offer Trades Considered
2003 57' Bertram 570
Huge Cockpit | Low Hours | Spacious
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2004 57' Navigator
3 stateroom | 480 Volvo's
Extra clean, well equipped
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2003 57' Grand Harbour
Twin CAT 3406 | International Power
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2004 56 Neptunus Express
New Imron Paint Job (2011)
One Owner Boat
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2006 55' Neptunus Cabrio Express
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NEW LISTING
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2001 55' Viking Sportfish
Impeccably Maintained | 3 SR's
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Sistership
1999 54' Neptunus
Excellent Condition | Low Hours
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Photos by Stephen Cridland





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AGHASSI

44.2 M (145') CHRISTENSEN 2002

Jeffery Ferguson 954-501-8000

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Photos by Stephen Cridland

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38 Knot uber luxury open, MCA, three cabins plus media room, MYU 16v2000 m94 (2600hp), Kamewa 56 s3 jets, draft 4' 1", fully equipped, finest quality throughout, hull #28. On display in South Florida at the MarineMax Yacht Group, the exclusive North American dealer for Mangusta. Available summer Med delivery 72', 80' and 130'.



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The luxury, features and atmosphere of a super yacht in a compact easy to run package for 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. Outstanding hull is fast and comfortable, the sound levels "pin drop" quiet. 36 knots maximum and 32 knots cruising.



AZIMUT 116

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.

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MANGUSTA 130 2009 HULL #16

Twin 3640-hp MTU16v 4000 in this 38 knot maxi open with four spacious cabins, master with gym, 310 hours, one year warranty from the shipyard, tasteful and thoughtful layout, surfaces and materials. A perfect example of the legendary 130.



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An update of the classic Benetti, larger windows and fresh design make the class 121' a most refined super yacht. 18 month delivery for the next hull with modern, practical layouts. Huge and comfortable outdoor decks and spacious, elegant interiors. Build her your way.



AZIMUT 120 SL

The pride of owning, the pride of creation! 3 X MTU 16v 2000 m93 2400mhp NR 2 Rolls-Royce Kamewa Waterjets + 1 Rolls-Royce Kamewa booster. 38 kt max, 32 kt cruise. 4 cabins + crew. Owner cabin amidship. A great opportunity for customization that will reflect the owners taste and requirements.



BENETTI 105

Completely updated w/new interior layouts that provide high levels of functionality & comfort. The high seakeeping performance & maneuverability are achieved above all by addition of a bulbous bow, which makes the new Tradition a real navetta w/navigation standards found only in super-yachts.



AZIMUT GRANDE 100

One yacht, many possibilities! 2 X MTU 16v 2000m84 2200 hp. 26 kts. max., 22.5 kts cruise, 4 cabins + crew. Owner cabin amidship. Immerse yourself in the creative process of interior design and specify interiors reflecting your character and style.



MANGUSTA 80

45 kts without compromise - solid not cored hull, MCA, all vinylester fiberglass, painted hull and superstructure. 3 cabins plus media room or 4 cabins. MTU 16V2000 M93 (2400HP), Arneson ASD 15, draft 4' 2". Available in North America exclusively from MarineMax Yacht and Brokerage Group.



MANGUSTA 72 HULL #49

Available for summer delivery in the Med. Twin MYU 10v2000 m94 1600hp engines propel this yacht up to 40 knots. Shallow draft and easy to maneuver, with its Arneson propulsion system, three cabins and media room.

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007 | 2000/2012 94' Ferretti Custom Line
\$4,999,000 | Bill Begley, 561.313.9088



Frailech | 2008 90' Pershing
\$6,295,000 | Eric Frank, 954.600.0369
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Incognito | 2002 88' Pershing
\$2,150,000 | Bill Shewbridge, 954.303.4033
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Inspiration | 2010 Ferretti 881RPH
\$6,150,000 | Eric Frank, 954.600.0369



Unforgettable | 2006 83' Ferretti
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Pastabilities | 2004 82' Sunseeker
\$2,790,000 | Loran Stavrou, 954.701.1282

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WOLO | 1986 63' Hatteras
\$648,000 | John Dial, 561.445.0078



B Cos | 2010 56' Riva
\$2,495,000 | Eric Frank, 954.600.0369

Tommy Time | 2011 52' Riva
\$1,795,000 | Chris Coughlin, 239.776.4449

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PREDATOR 80 – NEW MODEL



Set to launch in Autumn 2012, the appeal of the Predator 80 is that you can make exactly what you want of her. The options are wide: with Arneson drives, she's a 46 knot flyer, or with more modest shafts and a choice of engines, a nifty 30-40 knot distance cruiser. Within a performance hull the interior layout will accommodate a guest party of eight in a four cabin arrangement, with crew quarters or fifth guest suite in the stern, with a fabulous, wide opening, single level saloon and aft cockpit for serious comfort and pleasure.

MANHATTAN 53 – NEW MODEL



Versatility in all departments is what best characterises the Manhattan 53. Spacious entertaining and socialising areas to suit all moods, powerful twin diesels for thrilling drives or extended cruising, accommodation options for crew or owner driver, as well as the customary Sunseeker range of exquisite furnishing and finish options. This craft offers luxury motoryacht qualities and performance normally associated with larger vessels.

PORTOFINO 40 – NEW MODEL



Marking the return to this entry level length, the new Portofino 40 is the result of a long hard study of a highly competitive market sector, and the end product is an absolute class leading all-rounder. In plan she's a two cabin, four+one berth, family or friends boat with central saloon, galley and twin access head and shower room. Beyond the exquisite owner stateroom forward, the real surprise is the headroom and huge hullside windows in the amidships cabin with its twin beds and third, child's berth. But at heart, like every Sunseeker, the Portofino 40 is a true sports cruiser, with a top speed of up to 34 knots.



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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 1,300hp diesel engines, 4 en suite cabins, cherry gloss wood, cream soft furnishings. New exterior teak throughout, antifoul and fully polished 2011!

2009 PREDATOR 74 – US\$ 2,925,000



Huge specification, custom exterior paint and interior furnishings, 2 x MAN 1,550hp engines, sport fly bridge, tender garage, stunning on the water!

1995 MANHATTAN 62 – US\$ 599,992



Twin MAN 1,100's diesels matched to Arneson surface drives, this is truly one of a kind, 38+ knots performance! Many updates and custom features.

2007 MANHATTAN 60 – 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!



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**280' (85 m) CUSTOM SUPER YACHT, 2016
ARJUNA**



**188' (57.3 m) CUSTOM SPORT SUPER YACHT, 2016
ROHAN**



**151' (46 m) NORTHERN MARINE, 2011
MONARCH**



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87' JOHNSON FBMY 2005

Customized 4 stateroom layout loaded with options; C-32 CATS with warranties until 2014, tender garage with 13' RIB tender leaves the flybridge open for high style entertaining. Great Lakes capable with hydraulic hard top. Very attractive price. South Florida location. Call Jeff Stanley, Central Agent.



80' CUSTOM CHEOY LEE COCKPIT ENCLOSED BRIDGE 2006

Great (5) stateroom layout, country kitchen style galley, traditional sapele mahogany interior, day head, open air aft deck, twin CATs provide 20 knot cruise, bow & stern thrusters. Without a doubt one of the nicest Cheoy Lee's you will see. Owner wants offers. Contact Wayne Cannava, Central Agent.



76' LAZZARA GSSL 1999

Refit top to bottom this yacht has new generators, appliances, soft goods, hull and mask paint, 4' reak swim platform, teak aft decks, etc. etc. Without a doubt the most striking 76 Lazzara afloat. Serious seller, will entertain trades. Contact Jeff Stanley, Central Agent.



74' STEPHENS CUSTOM MOTORYACHT 1982

Maintained to perfection. Often referred to as a west coast Burger. Truly a gentleman's yacht in the finest tradition. T/dependable 12V71T's provide comfortable 17 knot cruise. Updated electronics, bow thruster, stabilizers. A must see. Contact Wayne Cannava, 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.



63' AMERICAN CUSTOM YACHT 1995

An opportunity to acquire a legendary American Custom sportfish for reasonable \$. Complete overhauls of mains approximately 160 engine hrs ago. A fantastic sea boat which has efficient hull design and a tournament cockpit. Now asking \$995,000. Contact Joe Majcherek, Central Agent.



62' NEPTUNUS 2006

Customized at the time of build, this 62 has the nicest galley of any Neptunus built! Custom bar seating on FB, aft door into Lazzarette. Hydraulic platform, RIB tender, C-18 CATS 750 hours extended warranties. Contact Jeff Stanley, Central Agent.



58' AZIMUT 2000

Clean and maintained, low original hour boat has a great 3 SR/3 head layout with neutral color interior. The motors have been serviced, A/C updated, and gelcoat expertly polished. In far better condition than her age might suggest. Asking \$515,000. Contact Joe Majcherek, central agent.



58' SEA RAY SEDAN-BRIDGE 2006

Best priced 58' SB available, 900hp MAN common-rail motors with bow & stern thrusters. Beautiful cherry wood interior. Great A/C bridge & 2010 custom enclosure, hydraulic lift with Yachtline tender included, and freshly polished & bottom painted. Asking \$619,000, contact Joe Majcherek.



NEPTUNUS 55' AND 54' EXPRESS 1999

55 Model (pictured) has cherry 3 stateroom interior. Original 600 hour engines and a TNT lift aft. 54 Model (hard top express) has 800 hp CATs, new generator, SAT TV and many updates.



56' CARVER 2000 - EXTENSIVELY CUSTOMIZED

Unique best describes this vastly improved Carver. Extended aft including hull, platform and sun deck. Unbelievably high-tech sport bridge above the enclosed wheelhouse. Custom paint and stainless steel upgrades throughout. Call Jeff Stanley, Central Agent.



45' CRUISERS MOTORYACHT 2006

This 455 model is loaded with upgrades including the 500hp Volvo D-9's, TNT tender lift, SAT TV, bow and stern thrusters, bridge A/C, Jacuzzi in master. Mostly fresh water use. Easy to see in south Florida. Contact Jeff Stanley, Central Agent.



51' CAROLINA CUSTOM HERITAGE 2008

Excellent mid-size sportfish that runs great with economical Cummins QSM11s. Large cockpit with bridge overhang, custom hardtop and beautiful curves & tumblehome. Great condition overall. Asking \$699,000. Contact Eddie Wimbrow for complete details.



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130' (40m) Westport
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107' (33m) Burger RPH
M/Y 1998

Large volume yacht with tremendous fuel capacity (10,000 gal). Proven design as coastal cruiser or offshore passage-maker. Complete refit includes replacement of all electronics, décor, and machinery updates. Full exterior paint job—2012. 4 double staterooms, separate crew quarters for 6. Central Agent.



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. 20 knot plus performance. Aluminum construction. Walk-around side decks. Gorgeous natural wood interior with three staterooms plus separate crew. Showroom condition. Central Agent.



80' (24m) Burger
Cockpit M/Y 1974

Classic Sparkman & Stephens design in 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 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. *Price reduced!*



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!*





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82' BURGER COCKPIT MOTORYACHT 1966/2002
Contact Pam Barlow



85' INACE EXPEDITION YACHT 2004
Contact Dana Cambon



112' BROWARD MOTOR YACHT 1999
Contact Jason Dunbar



54' SAVANNAH EXPRESS CRUISER 2007/2008
Contact Ron McTigue



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72' TA CHIAO CT 65 KETCH 1985/2001
Contact Joe Collins



58' TIARA SEDAN CRUISER MOTORYACHT 2009
Contact Ron McTigue



88' STEPHENS CRUISING SAILBOAT 1986
Contact Pam Barlow



82' LITTLE HARBOR 1982
Contact Steve Deane



58' WEST BAY SONSHIP 1999
Contact Phil Annunziato



52' SHANNON/HINCKLEY 2007
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**OHANA | 32m (103') | Cheoy Lee | 1992/2002 | 2,690,000 USD**

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

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Horizon CC105

The Horizon CC105 Explorer tri-deck yacht is built to DNV class and available for new delivery. With a 25'9" beam, the CC105 Explorer 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 CC105 Explorer will be on display at the 2012 Palm Beach boat show.



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 on display at Palm Beach 2012.



Horizon E88

With a streamlined exterior and luxurious interior, this new Horizon E88 enclosed bridge is pure elegance, offering a spacious four stateroom/two crew cabin layout on a 21' beam. Dayheads in both the pilothouse and main salon, along with formal dining and a country kitchen ensure you will cruise in comfort. Built with CAT C32 1700HP engines, bow/stern thrusters, zero-speed stabilizers, this E88 will debut 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 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 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.

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BELLA BRI 151 ft (46m)
Northern Marine | 2008 | Ft. Lauderdale, FL | USD 21,500,000



NORTHCOAST 125 125.6 ft (38.30m)
Northcoast Yachts | 2011 | Ft. Lauderdale, FL | USD 15,499,000



MELIMAR 100 ft (30.50m)
Azimut | 1999 | Ft. Lauderdale, FL | USD 2,550,000



HOPE 90 ft (27.40m)
Palmer Johnson | 1992 | Delray Beach, FL | USD 3,895,000



MARLOW 78-E 78 ft (23.80m)
Marlow | 2011 | Dominican Republic | USD 4,295,000

PRICE REDUCTION



MUSTANG SALLY 130 ft (40.00m)
Westport | 2009 | Ft. Lauderdale, FL | USD 17,600,000



ASPEN ALTERNATIVE 120 ft (36.60m)
Sovereign | 2002 | Ft. Lauderdale, FL | USD 5,500,000



NATALITA III 100 ft (30.50m)
Azimut Jumbo | 1996 | Cayman Islands | USD 1,995,000



ZAKOUSKA 86.9 ft (26.50m)
Warren Yachts | 2006 | West Palm Beach, FL | USD 3,900,000



ELIZABETH 78 ft (23.77 m)
Feadship | 1988 | Miami, FL | USD 3,900,000



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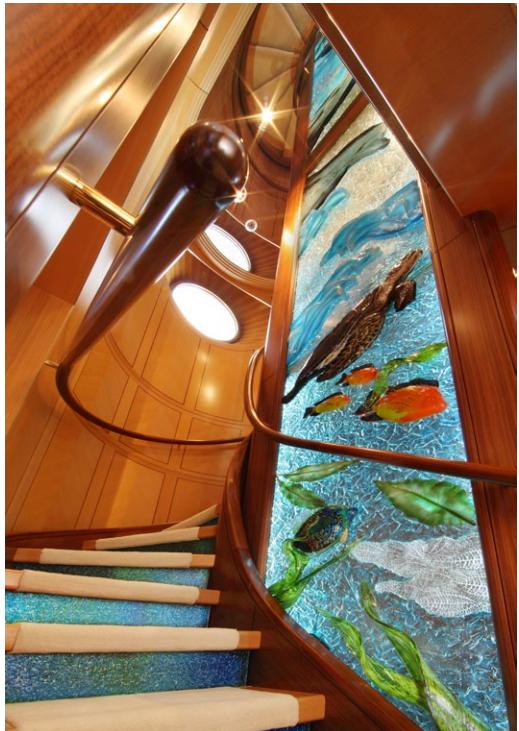
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Delta Laurel FROM



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CONCEPT TO CIRCUMNAVIGATION

A FEW PROJECTS STAND OUT IN MEMORY EVEN YEARS AFTER THEIR COMPLETION. FOR THE RENOWNED CUSTOM SHIPYARD DELTA MARINE, LAUREL IS ONE OF THOSE BUILDS.

JAY MINER, an engineer and naval architect who has headed the Delta Design Group since 1987, met *Laurel*'s owners when they brought their Donald Starkey-designed Feadship for a refit. Conversations with the Delta team eventually led to the topic of a new build, an innovative yacht with extensive range and fuel efficiency, built in steel and composite.

Laurel's captain David Clarke, who knew the owners from their previous vessel, calls the choice of composite-over-steel a "no-brainer". It offers design flexibility, results in a lighter weight and requires less maintenance since, unlike metal, composite does not corrode. Yet, this combination is rare when it comes to private yachts, especially yachts of this size. The 74.5-meter Blohm & Voss Eco (now *Enigma*) was built in steel with a composite superstructure, and a few other yachts since have married a composite superstructure to a metal hull, including

the innovative McMullen & Wing *Ermis2*, a fast aluminum yacht with a composite superstructure. Seattle, where Delta is located, is a hotbed for technology and innovation, including in carbon fiber and plastics composites and Delta, a family-owned shipyard that has specialized in innovative custom yachts since the 1990s, has a proven track record.

Laurel's owners liked what they saw and according to Captain Clarke, Delta was the only American shipyard the owners spoke to that was willing to build a steel hull with composite superstructure. They entrusted the Delta team to build their vision of the perfect expedition yacht and the yacht's construction began in 2003 in two locations. Dakota Creek Industries, a shipyard located less than 100 miles north of Delta, in Anacortes, specializes in the construction and repair of large steel and aluminum vessels. It started on the steel hull, while Delta began building the huge composite superstructure. Once Dakota completed the hull, they transported it to Delta's shipyard where the two big components were assembled and Delta's craftsmen finished the yacht to the highest standards. The proud new owners took delivery in 2006.

Six years later, *Laurel* is still Delta's largest delivery and at 240 feet still ranks in the Top 100. It is also one of the most innovative yachts to be built in the United States, in part (but not only) because





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Delta Laurel



of the rare combination of composite and steel. "This project simply had no preconceptions; the design utilized the best materials with a fresh eye for efficiency," Miner says. Delta used its advanced engineering and design knowledge to built the lightweight and low-profile composite superstructure (comprising everything from the deck up) that meshes with a perfectly faired steel hull. Delta's team designed the hull and kept an attentive eye on its weight. "We believe it is better to spend the weight budget on structure rather than fairing compound, so we carefully engineered the robust shell plating and framing system to produce a remarkably fair surface with an absolute minimum of weld distortion," Miner says.

Inevitably, with innovations and new technology come new challenges, especially when the clients have their eye on some particular design features. One of those was to achieve the yacht's graceful low profile, which the owners asked Donald Starkey to design. The use of carbon composites was one of the ways to achieve the desired effect. Miner explains, "The owners were intent on the yacht having a low silhouette, which required significant efforts to lower the dimensions of the structural deck-to-deck spaces, preserving the needed headroom while simultaneously compressing the vertical space allocation for systems and structure. This necessitated an innovative approach to structural design, made possible by the use of composites and a strong reliance on carbon fiber.

"With the compression of the strata of decks, attention to sound abatement techniques was critical. Sound abatement is more easily met with the use of void spaces between accommodations. To accomplish the very high standards achieved is a tribute to the careful design and execution of the acoustic treatments."

Using dissimilar materials is always a challenge. There is difference in strength, elasticity and expansion rates, Miner explains, mandating special attention to proper weight bearing and adhesion. The flexibility of composites, while it has its plusses, also presents an additional challenge. "A typical steel hull uses a material whose strength and stiffness can only be changed by thickness and geometry. A composite structure can vary its structural nature infinitely with the variation of fiber types and orientations as well as core thicknesses."

We asked Miner about the overall concept of *Laurel* and what makes her special. "Classic in profile, the subtly curved shape of the hull was created for very fuel-efficient operation, which is evident in her form. Many yachts today are created with more priority given to floor plan than fuel economy, which results in the straighter and fuller hull forms so prevalent in the marketplace," Miner says. "Although a large vessel (still holding a place on the world's 100 largest list) the spaces on *Laurel* were not intended to overwhelm, but rather be inviting and intimate. Intended as a family yacht, there was a need to maintain a scale appropriate to a lifestyle that did not seek to impress, intimidate or diminish the feeling of social interaction by a disproportionate interior architecture."

If the near constant use the yacht has seen in the past six years, the owners are more than happy with how the pieces have fallen into place. It is obvious that the time and attention the owners and the Delta Design Group put into the design and construction of *Laurel* has paid off.

For more information, visit deltamarine.com

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SUN DECK



UPPER DECK



MAIN DECK



LOWER DECK



TANK DECK





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