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Images of the new PJ 150 -
Palmer Johnson 150' (45m) M/Y HOKULANI
designed by Nuvolari & Lenard

Photography courtesy of: Marc Paris Photography -
Special Thanks to the Captain and Crew







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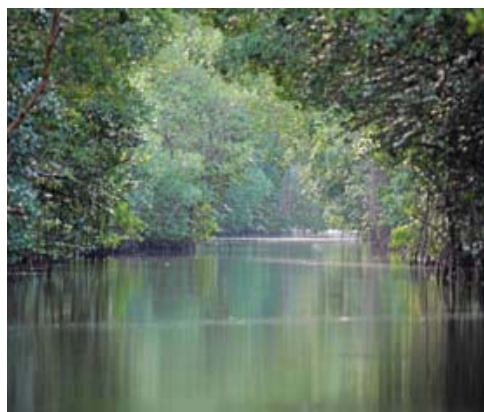
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Cover: Images of the new PJ 150 - Palmer Johnson 150' (45m) *M/Y HOKULANI* designed by Nuvolari & Lenard
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YACHT NEWS

DOVASTON & NAUTILUS JOIN FORCES

With yacht size on the increase, and more vessels having to comply with IMO and ILO regulations, the concept of crew joining a union is becoming more common. Dovaston has formed a strategic partnership with Nautilus to endorse them as a professional body within the yachting sector; a source of advice, help and assistance to vessels and crew alike.

“As crew agents” explains Phil Edwards, MD of Dovaston “We are recruiting more personnel from the commercial sector who are already Nautilus members. We wanted Captains and managers to see that far from be-



ing disruptive this trend is a positive step, employing crew that are professionally indemnified makes a safer working environment.”

YCO GROUP ANNOUNCE NEW CEO

Neil Millar has stepped down at YCO Group to make way for Charlie Birkett to take up the reigns as CEO of the group of companies. Charlie is one of the founding partners of YCO in Monaco. YCO Group companies include YCO Yacht, YCO Crew, Yacht Help Group, BA Yachts and Yacht Fuel Services.

< YCO UNITE WALLY YACHTS AND AEROSPACE

The YCO Sales team is in the news for signing up Wally Yachts to build the eagerly awaited high performance luxury catamaran by Aeroyacht. With Wally’s reputation for their innovative approach and pioneering builds, it seems only natural that they have been selected. The team is completed by famous multihull designers Morelli & Melvin, who will be directing the naval architecture. The first vessels are expected to launch late 2011. www.ycogroup.com

BROOKS MARINE, THUNDERBOLT LINK FOR APPRENTICESHIP PROGRAM

Thunderbolt Marine, a yacht repair and refit facility located near Savannah, Georgia, is launching a marine apprenticeship program, in partnership with Brooks Marine Group, a widely recognized marine industry management recruiting firm, to provide strategies to address the shrinking trades workforce.

The Thunderbolt Apprentice Program, or TAP, has been designed to collaborate with two Savannah area schools, Woodville Tompkins Technical Career Institute and Savannah Technical College, in identifying and recruiting the first batch of apprentices.

Brooks Marine Group and Thunderbolt are also in dialogue with European shipyards, notably Pendennis, the UK-based yacht facility, as their apprenticeship program has met with continuing success over the past 10 years.

“Thunderbolt, like many boatyards and service yards nationwide, has recognized the strategic importance of developing their workforce while promoting marine employment as a strategic tool for current employee retention and the cultivation of new personnel,” says Neal Harrell, principal at Brooks Marine Group.

The first group of select apprentices will report to Thunderbolt Marine in early January and will be assigned to the machining, welding, paint, electrical, rigging and mill shops.

BERMUDA GOVERNMENT APPROVES PARTNERSHIP FOR A NEW MARINA

The Bermudian government has approved formation of its first megayacht marina development, Cross Island

YACHT NEWS

Marina; located on 250 acres at the west end of Bermuda, redeveloping an area known as Dockyard. The area has already seen major infrastructure upgrades, including a water treatment plant, a new cruise terminal expansion, homes, restaurants and shopping facilities.

Cross Island Marina will include a mix of slip sizes to accommodate megayachts, much needed new dockage for local Bermudians and a select number of "Founders" megayacht slips at the heart of the marina and all of its amenities. Slips of 100' to 250' are available. At this early stage of design, conceptually, the marina has the ability to accommodate yachts in excess of 300'.



© BRENT HAYWOOD

△ SAN DIEGO ATTRACTS WORLD CLASS YACHTS

Marine Group Boat Works recently serviced three Perini Navi sailing yachts: 183-foot S/Y Roseheartly, 173-foot S/Y Tamsen and 158-foot S/Y Morning Glory.

The arrival of S/Y Roseheartly, S/Y Tamsen and S/Y Morning Glory marked Marine Group Boat Works' fourth Perini Navi project. The first Perini Navi yacht that the boatyard serviced was S/Y Andromeda La Dea, a 154-foot yacht famed for being the first Perini to circumnavigate the globe.

"While we invested a lot of time and money into creating a superyacht repair facility that rivals those in Europe and other places around the world, we wouldn't be on the map if it wasn't for San Diego's blend of resources, attractions and superyacht accommodations," said Todd Roberts, vice president of Marine Group Boat Works. "Aside from our great weather, captains and crew love this city for the mere fact that they can pull in a days' work at our boatyard, then go home to change for a quick surf, dinner at one of the many restaurants and/or night on the town."

SYDNEY WELCOMES LARGEST LIFT ON EAST COAST

Sydney City Marine recently welcomed the largest lift on the east coast; an 800 tonne lift that has been especially designed to carry superyachts and massive charter vessels.

Stuart Dodds, Facility and Marketing Manager at Sydney City Marine, said that the introduction of the lift would attract more business to the facility. "We hope to get charter vessels in for their yearly survey and regular maintenance, as well as the superyachts for major refits. We are now able to pull them out and put them undercover in a safe environment while work is undertaken."

The cost of the lift was "more than \$2m" according to Dodds, and involved complicated preparation prior to installation. "Dredging had to be carried out. 1800 tonnes of silt were removed to ensure there was sufficient depth, then a concrete liner (like a swimming pool) was constructed beneath it."

Since opening in April 2009, Sydney City Marine has proven popular with commercial and leisure craft, as well as extending its usage beyond the marine realm. "Our paintsheds are the largest in Australia. We are able to spray trucks and cranes without having to dismantle them."

CREW SHOW DOES THE CROSSING!

As a result of successful Crew Show events in Antibes and Palma in 2009, Crew Show has expanded to reach the other side of the Atlantic. The first Caribbean show will take place January 9th at Island Global Yachting (IGY) marina: Yacht Club at Isle de Sol. The event is day long, with exhibitors from various facets of the marine industry available for crew to talk to. From provisioning companies and crew agencies to uniforms and spare parts, the show aims to create an interactive experience for all involved. info@crewshow.com, www.crewshow.com

CREW SALARY MYSTERY UNRAVELLED!

Mallorca based crew agency JF Recruiting recently launched a new website; www.crewsalary.com which allows the user to calculate what their salary should be. Rather than previously published tables showing minimum and maximum wage brackets depending on size of vessel for each position, crew salary takes into account various factors to give a more accurate representation. Crew are



*George Whitehouse, Captain and
Manager of Rybovich Shipyard*

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invited to register on the site and give as much information as possible, confidentially. The more crew who provide information, the more precise the site will become.

IGY FORGES STRATEGIC RELATIONSHIP IN MIDDLE EAST AND NORTH AFRICA

Island Global Yachting (IGY) has announced a new strategic relationship with G-Marin of Malta. G-Marin has formed a new company to oversee all marina development and operations in the Middle East and North Africa at a level consistent with the market-leading service and brand standards established by IGY.

The newly created entity, Mourjan Marinas-IGY, will be based in Dubai and is actively seeking new marina development, investment and management opportunities in the region. This new relationship will not have an impact on any of IGY's operations in the Americas, Caribbean, or Europe.

"We are pleased to announce this next evolution of the marina industry in the Middle East," said Andrew Farkas, chairman and founder of IGY. "This relationship further establishes the legacy that was set in place by IGY for the emerging marina market of the Arabian Gulf, and will continue to deliver the area's finest nautical lifestyle destinations with signature service and style."

The new alliance will encompass IGY's interests in Dubai including current and future projects in the Middle East and North Africa, as well as all current Dubai-based IGY employees.

△ GROUND BREAKING CEREMONY AT ÇEŞME MARINA

The ground breaking ceremony took place on October 24, 2009 for the Çeşme Marina, a joint investment between Camper & Nicholson's Marinas and IC Ibrahim Çeçen Holding, one of Turkey's major investment companies. The marina, located on the beautiful Izmir Peninsula in the Aegean, is expected to open in May 2010.

Nick Maris, chairman of Camper & Nicholson's Marinas, said: "Turkey, with its incomparable coastline and long history of seafaring, is one of the most important yachting areas in the Mediterranean. Camper & Nicholson's and IC see Çeşme as a first step in investing in the marina sector of Turkey, and we look forward to being involved in further projects."

The investment value of the Çeşme Marina Project is 12,000,000 Euro. The total project area is 34,500 sq m. Buildings for marina services and commercial use amount to 7,500 sq m. Çeşme Marina's architectural plans have been prepared by Atelier Xavier Bohl and Ayyapı Architects with attention being paid to the historical and cultural inheritance of the Çeşme area.

Çeşme Marina offers access to one of the world's most beautiful cruising grounds. The marina is set in a natural harbour and, when complete will provide 400 berths up to 60m in length. All marine technical facilities will be provided and services will include fuel as well as fresh water and electricity. An 80 ton travel hoist will also be available for haul-out, along with technical support for yacht maintenance, engine repairs and electronics.



ARRIVE

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YACHT NEWS

The marina is a 45 minute drive from an international airport in Izmir and is located right at the western end of the Izmir peninsula with easy access 24 hours a day in all weather conditions.

GRENADA - PRICKLY BAY NOW PORT OF ENTRY

Since November 3, 2009, a Medical Officer has been stationed at Prickly Bay Marina Customs & Immigration Office, so yachts can clear in to Grenada at Prickly Bay.

Thanks were extended to the Ministry of Health and the Chief Medical Officer who worked with The Marine & Yachting Association of Grenada to enable the clearing in facilities at Prickly Bay to be restored, whilst ensuring Swine Flu precautions remain in place.

Yachts can still clear in at Hillsborough in Carriacou and At The Grenada Yacht Club in St George's.



△ STAR STUDDED FLEET FOR RORC CARIBBEAN 600

The 605-mile RORC Caribbean 600, starting from Antigua, is due to start on Monday February 22 and has amassed a fleet of star-studded boats and the best sailors from around the world.

The race record holder, the 100' super maxi ICAP Leopard, owned by Mike Slade, was shipped from Sydney in January after her attempt to win the Rolex Sydney Hobart Race. Taking the same ship was Leopard - the 2009 Rolex Fastnet Race winner, and Niklas Zennstrom's JV72, Rán. Also joining Rán and Leopard was the 80 foot Beau Geste whose owner Karl Kwok hails from Hong Kong and has a star studded line up of professional sailors with lots of America's Cup experience.

From America, the STP 65 Rosebud owned by Roger Sturgeon, who won the 2007 Rolex Sydney Hobart, will revel in these perfect conditions and Tom Hill's brand new Reichel Pugh 75 Titan will also be looking to stretch her legs in the wonderful conditions around the Caribbean.

Last year's overall winner Adrian Lee's Cookson 50, Lee Overlay Partners will also be back to defend her title, but she will have stiff opposition from her sister ship, another Cookson 50 called Privateer, which is based on the East Coast of America.

John Burnie, one of the founders of the race and a member of both RORC and Antigua Yacht Club who support the race, says that the race will become a showcase for the Caribbean. "This race is destined to become one of the classic ocean races ranked alongside the world famous Rolex Fastnet and Rolex Sydney Hobart races," commented John. "The quality of the competitors means that the world's media will be focused on Antigua and the Caribbean in February."

GLOBAL EVOLUTION SAILS GROUP LAUNCHED

Four renowned sailmaking lofts in Australia and New Zealand have joined forces to form the global Evolution Sails group, now covering Singapore, Canada, the US, New Zealand and Australia.

According to Cameron Percival at Evolution's Sydney operations – based at Mona Vale on the northern beaches – "the move will reinforce their position at the pinnacle of sailmaking within the region." The four new additions to Evolution Sails are headed locally by Cameron Percival and Geoff Couell (Sydney), Paul Eldrid (Perth), Rob White and Graham Sherring (Queensland) along with Rodney Keenan and Graeme Robbins (New Zealand).

"Our in-house membrane facility means we can now offer clients a full custom sail solution. We can control and manage the whole process, choose the different fibres, individual string paths, film weights, thread mixes. Every job is a custom job for us," says Percival.

Able to design and fabricate to suit the needs of all boats, "from Grand Prix to Club", Evolution Sails have already been adopted by some of the region's leading Racing yachts including Limit, Lahana and the just launched Scarlet Runner.



WHAT'S HAPPENING?

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RETURN OF THE CLASSICS

SPOTLIGHT
BY BRAD KOVACH

There's a popular saying that goes like this: "The classics never die, they just get remade." Look no further than the automotive industry for tantalizing proof of the trend in action. Fashionable rehabs of the Ford Thunderbird, Mini Cooper and Rolls-Royce Phantom come to mind. But the phenomenon doesn't end there. Rather, it extends right down into the waters of our boatyards and marinas. Retro-themed designs from a handful of production and semi-production builders – Sabre Yachts, The Hinckley Company, Chris-Craft and Riva, among others – have been reinterpreting past dreams for years. More recently, the movement has expanded to modernized versions of historically inspired custom yachts. These authentically unique vessels, conceived by some of the world's finest naval minds, stand poised to restore the romance of yachting's golden age with their time-honored craftsmanship and iconic beauty. And we couldn't be more captivated.



CORSAIR'S MODERN CLASSIC

Launched little more than a year ago, the 296' (90-meter) motor yacht *Nero* is swiftly becoming one of the world's best-known pleasure craft. "The classic styling seems to appeal to a wide variety of age groups," said Neil Taylor, owner of Corsair Yachts Limited and designer of *Nero*. "Last August, in Italy, we had an elderly fisherman give us two boxes of fish for which he refused payment purely because he was entranced by the yacht's beauty and so happy to see her in his local bay. [It was] very touching."

Touching and also gratifying, as Taylor created *Nero* to stand out from all the yachts around her. Inspiration for the modern masterpiece came from the steam yachts of the late 1800s and early 1900s, particularly the Corsair series of vessels owned by American financier J.P. Morgan. "The thing we tried to replicate was the beauty, elegance of line and sense of awe they inspired," said Taylor, who collaborated with Yantai Raffles Shipyard in China to build *Nero*.

From clipper bow to counter stern, yellow stack to black hull, teak exterior to ash interior, *Nero* truly captures the magic of a bygone age. Indeed, Taylor's two favorite places aboard the yacht suggest a vintage style: the top



deck "snug" – a great place for intimate lunches and dinners – and the aft boat deck sitting area, which acts as the main living space. Classic touches aside, *Nero* is a modern motor yacht featuring a Naiad stabilization system, deluxe audio and visual delights, a Jacuzzi and swimming pool, fleet of tenders and water toys, and all the other accoutrements you would expect on a yacht of this caliber.

"We set out to create a modern motor yacht that would have the same effect on people as the originals from the early part of the last century," said Taylor. "When life is tough and we dream of giving it all up and sailing around the world, the vessel in our imagination is normally a beautiful, classically styled yacht." Anyone who has ever laid eyes on *Nero* would have to agree.



The 2007 296' (90-meter) *M/Y Nero* built by Corsair Yachts in collaboration with Yantai Raffles Shipyard in China.



COMING UP TRUMPY

Back in the days before fiberglass, John Trumpy & Sons was perhaps the most famous boat builder in the world. The Annapolis-based yard designed and built mahogany yachts, more than 400 in all, for such notable clients as the DuPonts, the Guggenheims, and even the White House, with the U.S.S. Sequoia. But times change, and the company was forced to close its doors in 1974.

Now, 35 years later, Trumpy is back with two lovely ladies under construction for Classic Yacht Partners, a fractional ownership company in Atlanta, Georgia. The revitalized and renamed Trumpy Yachts is under contract to deliver a 125' (38-meter) motor yacht and 138' (42-meter) sailboat inspired by the timeless designs of the 1920s and '30s. "When we decided to re-launch our brand and our business, we believed very strongly that

thoughtful yachtsmen would respond to our products," said Johan Trumpy, who was the last of the sons to work in the original boatyard. "I think there will always be an interest in classic boats, because the defining characteristics that made them classics still hold the same standards now."

In the company's new motor yacht and sailboat, those defining characteristics include a purity of design and functionality. "Both boats have a classic sheer line, deckhouse and aft overhang that fit very well into the purpose of these vessels as appealing cruising yachts with supremely comfortable accommodations," said Trumpy.

Interiors will evoke a high-end hotel feel, with wood-paneled bulkheads, lots of windows and freestanding furniture. Both yachts will also be replete with contemporary amenities: the motor yacht has a smoke stack that opens into a Jacuzzi and sun deck, while the sailboat has tender compartments that can be flooded to create saltwater swimming pools.

The yachts are expected to take a minimum of 18 more months to complete, but the excitement is already building. "My favorite part of the whole project is the return of the Trumpy name to the boating industry," said Trumpy. "The amount of interest has been quite remarkable and very gratifying."



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SPOTLIGHT: RETURN OF THE CLASSICS

IMAGES COURTESY OF BURGER BOAT COMPANY



BURGER GOES BIG

There have been four motor yachts with the name *Sycara* in the past decade, but of them all, Burger Boat Company's newly launched 151' (46-meter) *Sycara IV* is the biggest and most beautiful. A custom design from her schooner bow to her fantail stern, she was created for a boating couple who has dreamed for 20 years of cruising the waters surrounding North America aboard a modern-day classic.

"*Sycara IV* is not based on any one particular vessel. Instead, the owners have enjoyed the look and style of several classic yachts," said Ron Cleveringa, vice president of sales and marketing for Burger, who mentioned the U.S.S. Sequoia and Honey Fitz, which belonged to President John F. Kennedy's father-in-law, as muses for the new motor yacht. "I believe [the attraction of classic yachts] is purely emotional. People feel they are representative of an easier time."

Founded in 1863, Burger has seen its share of trends and movements, and it drew from this experience when crafting *Sycara IV*'s lavish Art Deco interior. Designer Ken Freivokh worked with the Burger team to fine-tune the yacht's tri-deck layout, which captures the grace of the 1920s in its distinct lines, glowing wood accents, jewelry quality hardware, and rich ac-



commodations. A choice spot on *Sycara IV* is the sun-deck, an inviting place with several lounging areas, a hot tub and cocktail bar. "I love the tender, too, as it is a wooden boat that really pulls the whole design together," Cleveringa said.



Burger Boat Company's newly launched 151' (46-meter) Sycara IV.



Under the spellbinding surface, the yacht is outfitted with the latest engineering, materials, systems and amenities available today. "The challenge is to be true to the style while making certain that today's classics have a hull capable of supporting the additional weights of modern mechanical systems and insulation packages," said Cleveringa. If the vessel's 12-knot cruising speed is any indication, Burger was clearly up to the challenge.

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SPOTLIGHT: RETURN OF THE CLASSICS



Above: Images of the Original 1934, William Starling Burgess Design J-Class *Rainbow*

Right: Dykstra's plans for the new J-Class *Rainbow*



OVER THE RAINBOW

It's been 75 years since *Rainbow* won the America's Cup, and 69 years since she was sold for scrap. Thankfully, building has started on a replica of the 131' (40-meter) racing yacht at Bloemsma Aluminiumbouw at Makkum in Holland. Part of the J-Class Association's mission to protect the interests of the class, the project will follow the original plans created by William Starling Burgess and the J-Class rules for the construction of rebuilds.

"The J-Class yachts are unique as they are both classic in design and also very, very fast. They can still win against the best of the new yachts," said David Pitman, secretary of the international J-Class Association. "Benefits of these yachts are their wonderful design and handling, usually with a long keel that makes them safe since they do not broach. Drawbacks are that you have to do a lot of varnishing!"

The new *Rainbow* will be constructed of aluminum, combining light weight with high overall stiffness to

improve performance. Her clear flush decks and rig and sail handling systems will be similar to other Js, with high modulus carbon spars, carbon rigging, 3DL sails and hydraulic winches. Below deck, the interior will reference 1930's styling, but with modern comforts for eight guests and eight crew.

Of the 10 legendary J-Class yachts launched between 1930 and 1937, three survive, two have been rebuilt and four are under construction. "The classics don't go out of fashion," said Pitman. "*Rainbow* is expected in the water in September 2011. She will be very fast, and the crew team are experienced in big-boat sailing, so I expect her to be competitive after a few months."

This story has a great postscript, too. The J-Class yacht the original *Rainbow* bested to win the 1934 America's Cup, *Endeavor*, is still racing today. "It will be amazing to see these two go against each other again," said Pitman.



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BOB SAXON: A NATURAL TEACHER

PROFILE

BY JAN ROBINSON

Even at 8 a.m. on a Sunday at the Ft. Lauderdale Boat Show, the lobby of the Bahia Mar Marriot Hotel is a busy place. One recent morning, when yachting-industry icon Bob Saxon met me there, it seemed most everyone who passed by knew Bob and wanted to say hello. Their enthusiasm underscored Bob's extreme popularity and his role as The Paradigm for the yachting industry.

Throughout his career, Bob has gotten to know literally thousands of people while serving as a coach and guide for yacht owners whose yachts he managed, and a very adept facilitator between those owners and their captains. Ever loyal, he has kept in touch and remained friends with many of them.

I first met Bob years ago at the St. James' Club in Antigua when he was emceeing a yacht chefs' cooking contest for BSA. His motivating words, coupled with an infectious smile, told me immediately that he was a man from whom much could be learned.

Bob's innate ability as a teacher and coach has propelled him to ever-greater success throughout the years. He has become an international titan in every aspect of yacht management, including professional crew management, new-build and refit management, and charter management.

Back in 1978, Bob met yacht-management pioneer Bill Whittemore, who asked him to go into business with him at Whittemore & Williams. At that stage, Bob had no knowledge of boats, but he knew people. Bill, on the other hand, had a team of yacht captains who kept leaving to go to sea and family guys who wanted to be with their families. Bill was delighted to have a bright "new



canvas" – someone who wanted to work hard and learn as much as he could – and Bob learned swiftly.

In 1983, Bob moved on to join Ed Sacks in The Sacks Group. Over the next five years, they took yacht management to the next level. While working with The Sacks Group, Bob got to know dozens of yacht owners, brokers, yacht crews, and other management firms, and eventually determined that it was time to spread his wings. BSA (Bob Saxon Associates) took flight in 1987, quickly becoming the world's largest yacht-management group of crew personnel and full service to other yacht brokers, both domestic and international.

When asking about Bob, a leading yacht-charter agent recently recalled the time she had a problem with a charter over a Memorial Day Weekend. She remembers thinking, "I'll never reach anyone at BSA, but I'll call and leave a message anyway." To her delighted surprise, Bob himself called her back within an hour and immediately solved her dilemma. This was typical of BSA service.

In 2002, Bob sold BSA to Camper & Nicholson, staying on as president until mid-2009. Last September, he established Bob Saxon Consultancy, once again offering clients his knowledge and vast experience as a teacher and coach. Among his first projects was guiding International Maritime Associates, LLC through a re-branding of their company to IMA Yachts.

"Expressing their corporate culture as well as the unique 'Owner Advocacy' mantra were the driving forces in the branding of IMA Yachts," says Bob, who worked closely with the firm's principals to develop the new strategy. "The

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PROFILE: BOB SAXON

company's entire marketing energies were directed toward contrasting what one might define in the marketplace as the 'standard approach' to yacht management with the more elevated programs that IMA Yachts provides to owners. It was a pleasure to work with a group of professionals who are driven toward client service par excellence," notes Bob. He is now consulting with The Sacks Group Yachting Professionals to help them move up to the next plateau.

When asked how he sees the future of the yacht industry and what advice he would give owners, Bob says, "I advise owners not to panic. The order book is active but orders for yachts over 80 feet have fallen. A misconception is that there are good deals out there. They [owners and builders] need to make their yacht more efficient, with good potential for charters.

"Wealth used to be revered, and many people wanted to be seen," he says, acknowledging that conspicuous consumption is currently out of style. "What the public does not understand is that every mega yacht that is built is giving people work. It can easily take four- or five-hundred individuals to build a yacht, and then there are all the people who service, crew, provision, and maintain



"I feel I'm destined to run another great maritime-related challenge within the super-yacht industry," he predicts.

it, and so forth. American owners usually use their vessels only six to eight weeks a year."

Bob has been working to convince Caribbean tourism offices that they need to put more of their marketing dollars towards expanding the number of yachts that frequent their islands. He believes the Caribbean's yachting infrastructure will boom if the area can more effectively market itself to the international yachting world and build even greater enthusiasm for chartering there. He urges owners and charter agents to become instrumental in dispelling local perception that conspicuous consumption is a negative by contacting the tourism offices to encourage them to focus more resources on attracting charter yachts.



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When asked about U.S. and Mediterranean charters, Bob advises that 60 percent of the charters of the world take place in the Mediterranean. The eastern and western Med are popular because of the weather, shore-side services, and amenities.

The next charter vista, he predicts, will be on this side of the Atlantic: Cuba will be a hot destination as soon as it opens up. He points out that the topography is terrific, crime is low, and there are wonderful shorelines. While the island does not currently offer the necessary shore-side service and amenities, he is convinced that that old movie line, "Build it and they will come," can be true here. In addition, he points out that until Cuba offers the necessary services, it is only a short run from there to either the Bahamas or Florida for services.

Now that Bob has opened his consultancy, has he achieved his ultimate career goal? Pointing out that he always has his finger on the pulse of the yachting industry and is considered an icon, I asked him what's next. Bob replied that he loves the variety offered by the yachting business. "I feel I'm destined to run another great maritime-related challenge within the super-yacht industry," he predicts.

As it turns out, he has already begun. Bob Saxon was the founding president of the International Superyacht Society and at the Superyacht Society dinner in Ft. Lauderdale, November 2009, Bob was nominated to be president of the International Superyacht Society for 2010, their 20th Anniversary Year.

Even before yachting, Bob was a teacher (high school English) and coach (high school baseball). A self-described "eligible bachelor," he has two children: a son, Scott, and a daughter, Casey. Tragically, he lost his third child as a six-year-old in an accident several years ago. He has four grandchildren aged 12, 10, 8, and 6. True to form, he relishes time spent coaching their Junior League baseball team. Bob graduated with a BA degree from Florida Atlantic University and has lived in Fort Lauderdale most of his life.

Bob's passion for teaching and coaching continues to make a huge impression on the people fortunate enough to spend time with him, whether in the Little League or the big league of international yacht management. It's no wonder everyone wants to stop to say hello – and perhaps glean a little more wisdom from this yachting industry legend. 



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VOYAGE ON THE *CHRISTINA O*

BY LOUAY HABIB





Christina O is more than just a yacht, she is an icon of the 1960's society life and is famous for that the world over. Modern day super yachts are efficient, fast and purposely built to exact requirements. They are designed to tend to the needs of the owner and his guests, but none of them can claim the history of *Christina O*. Stepping aboard the yacht moored in Nice on the Cote d'Azur, for an excursion to Monaco and then onwards to Cannes, I felt I like was stepping back in time.

Christina O is a converted World War II frigate and the 325' motor yacht was originally launched in 1943. After the end of the Second World War she was one of many surplus naval vessels and Greek ship-owner, Aristotle Onassis, purchased her for just \$34,000. He spent \$4 million to convert her into a luxurious yacht and renamed her Christina, after his daughter.

VOYAGE ON THE *CHRISTINA O*



CHRISTINA O SPECS:

Naval Architect:	Costas Carabelas
Interior Architect:	Apostolos Molindris
Overall Length:	352 feet 3 inches
Beam:	36 feet 3 inches
Draft:	14 feet
Cruising Speed:	19 knots



Apart from Onassis's mistress Maria Callas and his wife Jackie Onassis, other celebrities such as Marilyn Monroe, Frank Sinatra, and Eva Peron have sailed on her. John F Kennedy first met Winston Churchill on board in 1957. Today she is as magnificent as ever, having undergone a multi-million dollar refit in Croatia which carefully restored or retained many of the yacht's features. The two beautiful handmade Hackercraft tenders are mirror varnished wooden reproduction sport boats with tan leather cockpits; fitting for *Christina O* as they are beautifully finished with a timeless elegance of years past.

Upon my arrival, the entire crew and the owners of the yacht were there to greet us and the owners, Ivor and Susan, also welcomed us aboard. At the top of the gangway, we were



handed a glass of champagne and marveled at the white marble spiral staircase encircled by brass, silver and onyx hand rails. I was shown to my cabin and later proceeded to the Promenade Deck where lunch was served, next to a beautiful mosaic dance floor. The meal was informal but the service was very attentive and conversation centered on how guests were entertained in the 60s; for example the mosaic dance floor in front of us could be lowered to create a swimming pool which was often filled with lobsters, so the guests could catch their supper for the evening.

The crew took time to answer questions about the yacht and we made a tour of the boat with the First Mate. Our guide was extremely knowledgeable on the specification of the yacht but went at great lengths to inform us about the history; the piano where Sinatra played to Monroe, Ari's bar where Churchill and Kennedy met, the secret passage way between the Onassis suite and the bridge and the Mariah Callas lounge, where the world's greatest opera singer would perform when she was on board.

Dinner was served in the main dining room; a sunken marble floor, Venetian lace tablecloths, Waterford glassware and Ercuis silverware finished off a very impressive chamber, containing some impressive oil paintings. Managing the galley on board was Alfonso Laccarino. His restaurant, Don Alfonso 1890, was awarded its third Michelin Star in 1997 and he was awarded Italian chef of the year in 1999. Each course was announced by the headwaiter and presented was a blend of truly mouth-watering ingredients.

As dinner drew to a close, we were invited into the Mariah Callas lounge for a rare and moving performance of operatic arias performed by Majella Cullagh whom has performed at such prestigious locations as the Amsterdam Concertgebouw and the Royal Albert Hall in London. This rare opportunity was an intimate experience which included commentary on Callas, especially with respect to her relationship with Onassis and the atmosphere aboard *Christina O* in her heyday.

Christina O is an experience rather than a yacht. Stepping on board, you can feel the spirit of a golden age of modern society. The yacht's compliment are highly dedicated professionals but what makes the atmosphere even more enchanting and enjoyable is that like the guests, the owners and the crew are also caught in Christina's spell. The crew are passionate about the *Christina O* which means that they are not just going about their jobs with professionalism but with real desire as well. ☺

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THE ECONOMY & YACHTING

INDUSTRY PULSE

BY CAROL BAREUTHER

Anyone looking for a rainbow on the economic horizon of the yachting industry would have seen a glimmer of hope in November when the five yachts owned by Wall Street cheat, Bernard Madoff, netted a cool two million dollars at auction. However, this doesn't mean potential owners will now find dirt-cheap deals and current owners a deep pocket buyer. The superyacht industry isn't out of the economic woods – yet – but there are some things yacht owners can do to survive and thrive the storm.

ECONOMIC OUTLOOK

Overall, says Rupert Conner, president of the Luxury Yacht Group, LLC, with offices in Ft. Lauderdale, Florida and Antibes, France, says, "The economy is still severely depressed."

Bob Saxon, of Bob Saxon Consulting Services, in Ft. Lauderdale, Florida and founding president of the International Superyacht Society, agrees and adds, "I don't believe as of yet that we have seen much in the way of improvement for the industry-at-large and that it may be another year or so before our clientele begin to dabble in the large yacht market again. On the other hand, I can't say that it's weakened any more than we first took note about 18 months ago. Interestingly, according to Camper & Nicholsons SuperYacht Index, the number of units sold in excess of 80-feet actually increased from 2007 through 2008 and onward into 2009. However, the overall revenue generated has decreased by as much as 20 percent in spite of the increase in the sale of brokerage inventory."

The idea that the superyacht industry is recession proof is not accurate, says William 'Billy' Smith, III, vice president of sales and marketing for Trinity Yachts, LLC, in Gulfport, Mississippi, and vice chair of the U.S. Superyacht Association. "What makes this downturn different is that it's global."

"Based on very informal survey data that I have taken in speaking with scores of companies," says Saxon, "it's as if everyone's business is off as much as 30 percent or more, regardless of the market sector in which one resides."

The stock market is one economic barometer of the yachting industry, says Trinity's Smith. "When the market is down and there's uncertainty, potential buyers just wait. After all, yachts are a luxury item."

Yacht sales are indeed off dramatically and one reason is that the wealth of potential buyers has diminished as much as 30 to 40 percent.

Yet, says Smith, "People aren't going to change their lifestyles. They may cut back on use or downsize in terms of what they look to buy, but they're not going to fundamentally change."

A GOOD TIME TO BUY A YACHT

Yacht sales at the 2009 Ft. Lauderdale International Boat Show, says Frank Herhold, executive director of the Marine Industries Association of South Florida (MIASF), Fort Lauderdale, Florida, "were good across the board – new and brokerage, small and large. The benefit of this regarding the economy is that yacht sales trigger a number of other marine profit centers such as provisioning, outfitting and equipment installation, for example."

Brokerage sales are happening, says Conner. "The industry is now driven by used yacht sales."

"In spite of what might be the perception," says Saxon, "the bottom has not fallen out of yacht pricing and what we are experiencing is owners offering brokerage yachts who are relatively speaking holding their prices. We also have buyers who are expecting greater discounts in anticipation of what they believe is an angst on the part of owners to get rid of inventory. In other words there are two pricing plateaus, and those two planes have yet to meet, and I am not sure they ever will based on their relative perspectives. I think rather, prices will soften and buyers will step up over the long term. No doubt, there are deals to be made and there are some fire sales, but one would not find them advertised nor discussed in open forums. Rather, they have to be sought out and discovered. For sure it is a misperception to think that there is an abundance of yacht owners desperately wanting to get out of their yachting situations."

"The industry is now driven by used yacht sales," says Rupert Connor.

PHOTOGRAPH BY CHRIS KENNAN

It was a full house at the Antigua Charter Yacht Show as 90 plus yachts met the onslaught of charter brokers and industry elite.

New yachts, says Conner, "are essential for the industry to thrive."

Presently, says Saxon, "there are over 1,000 yachts over 80-foot being built around the globe and destined for delivery over the next 3 to 4 years, according to reliable industry sources. The order book for new builds falls off dramatically after that. Therefore the recession hangover is not being felt just yet in terms of the assembly lines, but unless there is a renewal of interest in terms of what a revived economy can provide, the yards may be expressing concern at what lies ahead in the not too distant future."

There has been interest in new builds, says Trinity's Smith, and it comes on the heels of a three-month rebound in the stock market. "While labor and materials cost the same, the 10 to 20 percent premiums come off as yards look to keep workers employed. This has sparked inquiries for new builds from Russia, the Middle East and even Europe. Of course, the weak dollar is an advantage for U.S. boat builders in making the pricing more attractive for overseas buyers."

Smith adds, "An additional benefit is that someone who commissions a yacht now will likely be able to get top dollar for it when they take delivery in 2 to 2 ½ years because theirs will be one of the few new yachts on the market."

THE CHARTER OPTION

Yacht charter activity is on the increase, says Saxon. "More yacht owners – those owners who would not have previously considered having their yachts available for charter – are now delivering those yachts to the charter market as their interest in generating income now has become a prevailing consideration. I speculate that chartering is up simply because orders for new builds are off dramatically and brokerage sales as well, yet there are consumers who do not want to do without the yachting experience and therefore for the short term are chartering as an option."

Advice to owners regarding chartering, says Saxon, is "don't make the classic mistakes of cutting back on crew or laying up the yacht (mothballs) as a manner in which to cut back on expenses or enhance the sale of the yacht. Yachts better maintain their value when they are being used and not holed up unattended for the most part under a shed in some obscure yard. Rather, gain some efficiencies by looking at your yacht operations by way of a well-versed manager, a business consultant or proven captain who demonstrates savvy as a businessman. Furthermore, look toward chartering as a way to offset expenses and also to enhance the marketability of the yacht for sale. More and more these days buyers are looking at yachts as businesses. The more a seller can demonstrate a solid charter history, the better the opportunity to sell."



YOUR YACHT 100% CUSTOM

BY NICK MARSHALL

In his book "How to Get Rich," British Media magnate Felix Dennis gives some excellent advice for would-be millionaires: never buy a vessel that flies or floats – that's what chartering is for.

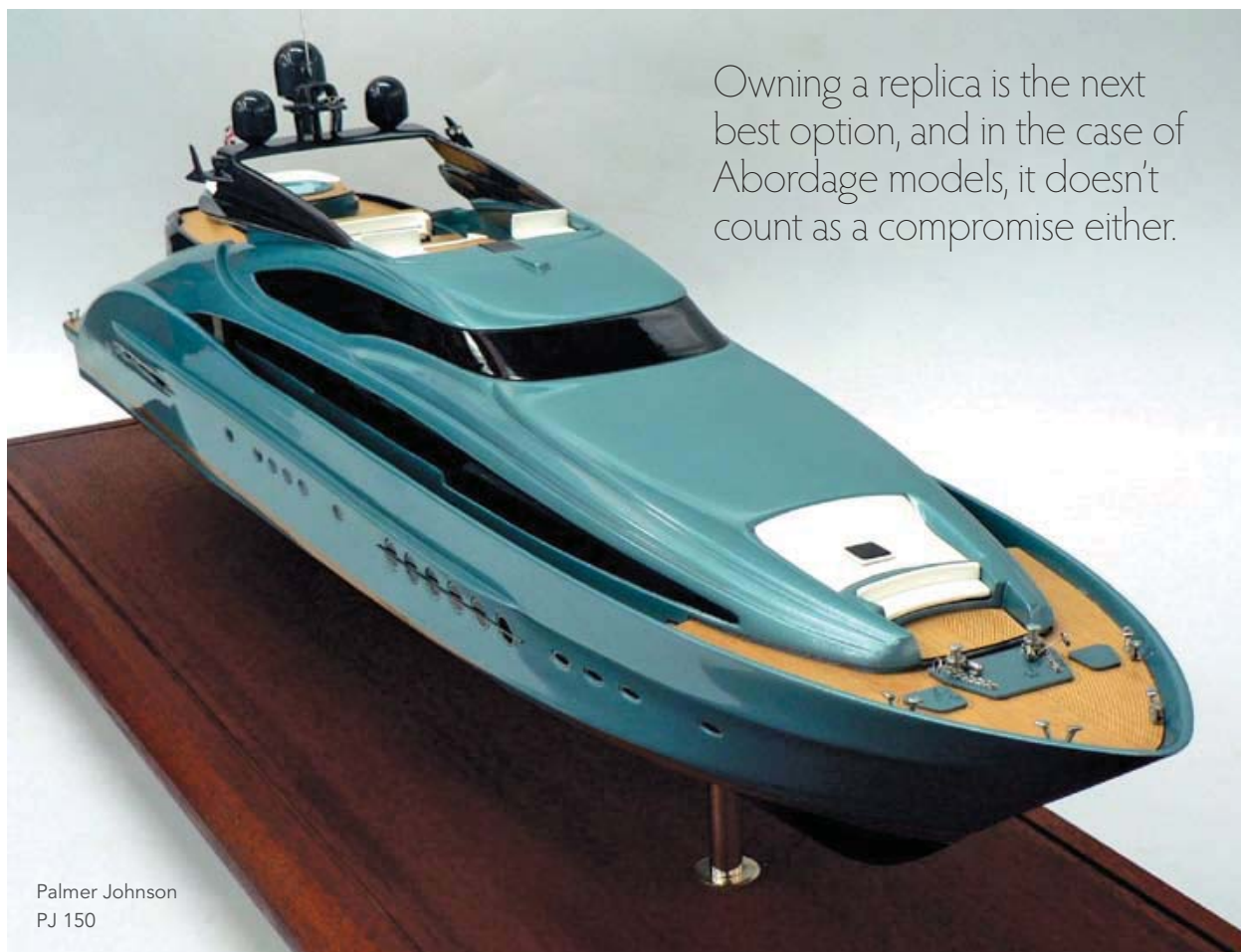
Owning a replica is the next best option, and in the case of Abordage models, it doesn't count as a compromise either. This Dominican Republic based company celebrated its 20th anniversary in 2009, during which time its team of skilled craftsmen has produced 3,000 miniature yachts from

motorboats to J Class. Each one is museum quality, as close as is possible in material and construction to the original.

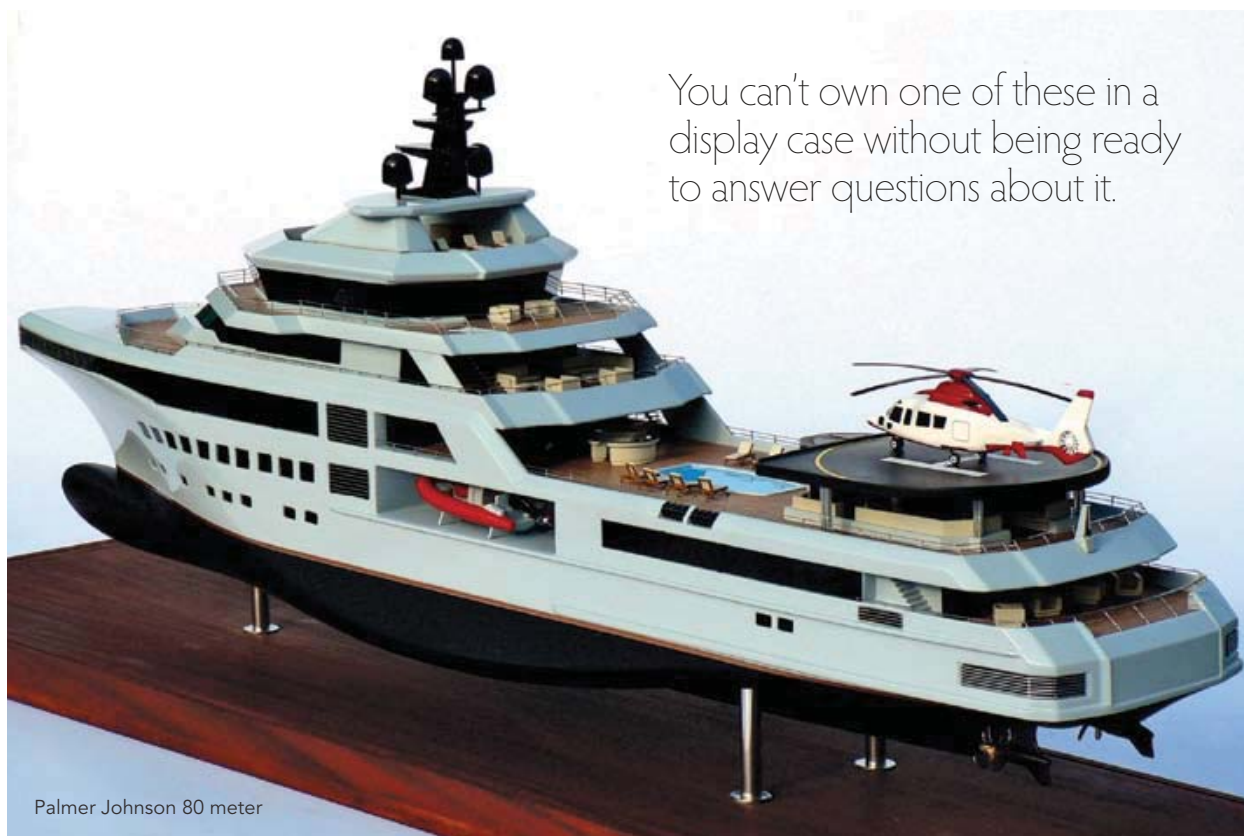
A large number of replicas are given as corporate gifts; for example, the half hulls prepared for the Volvo Ocean Race that depicts the racing boats in all their detail. Other models are presented as trophies for high profile regattas such as the Antigua Classic Yacht Regatta and the BVI Spring Regatta which are two regional events that have opted for the far more innovative, and frankly more memorable alternative to the traditional cup. The rest are bought as gifts by boat lovers the world over. George Bush Sr. and Archbishop Desmond Tutu are both proud owners of Abordage models.

Abordage is the brainchild of Denis Cartier, a Frenchman who settled in the Dominican Republic after visiting on vacation in 1988. Cartier grew up sailing with his dad in Brittany before later crossing the Atlantic from Washington to the Azores. He now owns a J80 (a floating one) in the DR and still loves to sail. Cartier explains that the in-

Owning a replica is the next best option, and in the case of Abordage models, it doesn't count as a compromise either.



Palmer Johnson
PJ 150



spiration for Abordage came in the lead up to the 500th anniversary celebrations of Columbus' voyage in 1992. He remembers saying, "Why not build models to commemorate the anniversary?" In the first three years of the company "we built only *Santa Maria*, *Pinta*, and *Nina*."

Nowadays, Abordage produces a wide range of vessels but all come with a certificate of authenticity and summary of the boat's history, where applicable. This last bit is an essential touch – you can't own one of these in a display

case without being ready to answer questions about it. The attention to detail is what has made Abordage's reputation. Craftsmen lay individual planks by hand and apply real marine varnishes. On the models of the *Bounty* or classic ships like *Ticonderoga*, everything from the bright-work to the tackle is as it should be. Yachts use real cloth from North Sails and the *Riva* motorboats are adorned with genuine leather cushions provided by *Riva*.

The cost? Around \$1,500, which is a modest tag for an America's Cup yacht or a J Class. Not bad either for a 130' Trident mega yacht or another superyacht complete with model helicopter on the aft deck.



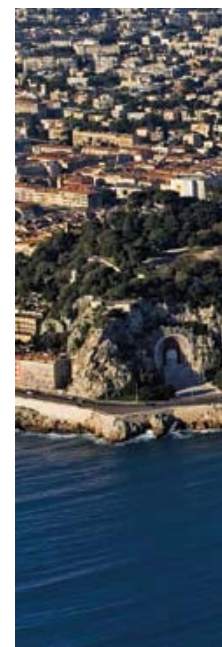
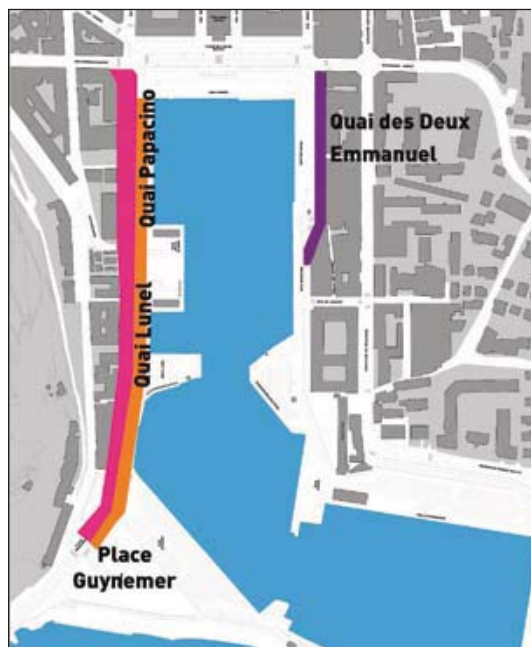
Abordage is a living museum of yachting, from the thoroughbreds at the turn of the 19th century to the boom in megayacht construction that has coincided with the company's own lifetime. The secret irony these models tap into is that a 100' + megayacht or canting keel Formula One racing boat is all the more awe-inspiring when you can loom above it, eyeball the transom, peer in through their portholes, hold the million dollar hull in your hand, and squint down the length of the mast to the teak deck below.



NICE PORT RENOVATIONS

BY SUZANNA CHAMBERS

OFTEN overlooked in favour of its more glamorous neighbors, the Port of Nice is rarely first on the itinerary for Mediterranean charters. Indeed, the majority of passengers making their way to Lympia Port, nestled in a bay to the east of the city do so to catch one of the cumbersome ferries to Corsica or climb back onto the luxury liner they are calling home for a fortnight. But for the city of Nice, this is all about to change after embarking on an ambitious renova-



tion project aimed at changing the face of its port. The first part of the €120 million (\$178 million) initiative began last October, with work continuing well into 2011.

The port itself is stunning and few can fail to be mesmerized by the arresting sight of boats – of all shapes and sizes - sitting on the water, framed by beautiful buildings painted in a multitude of rich Mediterranean colors. The majority of buildings date from the 19th century and were built in the traditional Niçoise style of unadorned façades painted in shades of ochre from deep yellow to rusty red.

However, the port, situated to the east of the city a good 20 minute walk from the Old Town and around five kilometers from the airport, remains less popular than other marinas along the coast. In 2008, 288 owners moored their boats there all year round, while just over 86,000 spent nights in transit. There are berths for around 20 superyachts, and while facilities are excellent it is still not as popular as ports such as Antibes and Cannes.

The main objective is to make the port more accessible to the rest of Nice and more attractive to passing yachts. Visitors to the port currently say they feel somewhat



Current and Future images of the Port of Nice

isolated from more central parts of the city separated from the hustle and bustle of France's fifth biggest city by a rocky outcrop called La Colline du Château which is crowned unsurprisingly by Le Château de Nice. Crew also complained of feeling cut off from the thick of things when their boats moor there, one reputable chief stewardess told *Yacht Essentials*.

They also say they feel less safe than they do in other coastal areas of the Côte d'Azur, with increased security being high on the agenda for project planners, who include personnel from the local government body Le Conseil Général, la Ville de Nice and La Chambre de Commerce. "As ports go, Nice is one of the cheapest but the city does have a reputation as being quite rough," the chief stewardess said. "It also has more of a reputation of being a ferry port, and not really one for pleasure boats. Although you and I know there are lots of fantastic things to see and do in Nice, it's not top of the list for tourist destinations, and it's certainly not glitzy like Saint Tropez or Cannes. And from a crew point of view, they do feel a bit cut off when they are on a boat based there as its not nearly as busy as ports like Antibes, which is coincidentally the most expensive," she added.

The project plans to end all this. Phase one of the redevelopment, costing €7.8 million (\$11.6 million), is to concentrate on turning the port into an area for pedestrians. All parking will be relocated underground, with 1,000 secure spaces under the port, which currently

welcomes 1.3 million passengers every year. Once this phase is completed, pedestrians, cyclists and roller bladders will have an uninterrupted run around the Bay des Anges from the airport to the port via the Promenade des Anglais, the Quai des Etats-Unis, and round the Rauba Capeu point. Pavements will be created on the basin side, and traffic will be a one-way system. The final stage will be a lighting plan of the entire port area to highlight building façades and improve security. Add to this an extra 30 floating berths in the hugely attractive port and an additional 24 linear metres of floating pontoons by March 2010 and Nice will once again be the belle of the French Riviera, planners hope.

The Port of Nice has a rich and colorful history, which dates back to 1749, when King Charles Emmanuel III agreed construction of a new harbor in Turin. Nice then belonged to the Duchy of Savoy, along with Piedmont, Savoy and the island of Sardinia with its capital in Turin. It wasn't until Nice joined France in 1860, when work really got started on the port. The large basin with its majestic steps was completed in 1897. Facilities were then built to store oil and coal on the boundaries of the port and it soon became the economic hub of the city based around its three activities: industry, pleasure boats, and the liaison with Corsica.

Around 830,000 passengers currently travel between Nice and Corsica, with a further 520,000 using the port as a stopping off point on their Mediterranean cruises. ©



MOB DRILL...SAGA OF A SUCCESSFUL FAILURE

FROM THE BRIDGE
BY CAPTAIN TED SPUTH

"Man Overboard" constitutes one of the more chilling phrases in yachting. Falls overboard account for over half of all boating fatalities. United States Coast Guard statistics show that approximately 70 percent of all fatal boating accidental deaths are caused by drowning. Of those who drowned, approximately 90 percent of the victims were not wearing their life jackets. Let these figures be a warning to practice man overboard drills regardless of the size or class of your vessel and to wear a personal flotation device when appropriate. Whether or not the law makes it mandatory, you, as a responsible person, should make man overboard training on all vessels a priority.

In the yachting industry, MOB drills are usually run by the two people who should be the most prepared to handle this emergency; the Captain or the First Officer. But, what if, the Captain and the First Mate, by some diabolical quirk of fate, both fell in the water! Who runs the drill or even more frightening, the real life man overboard situation?

I tried the following scenario with thirteen capable well trained crew. The Captain and the First Mate were missing and presumed overboard. After the drama was set, the Captain and the First Mate were no longer in the equation to give assistance or offer advice. The drill was during daylight hours in 2 foot seas with a life jacket being the target

DID YOU KNOW?

THURSDAY, JANUARY 1, 2009

Off the coast of Vero Beach, Florida

An entertainer on the cruise ship, *Carnival Sensation*, was standing at the railing, posing for a photo, when he fell overboard. He was thrown a life ring but the crew was unable to rescue him.

SATURDAY, APRIL 19, 2009

Miami, Florida

The United States Coast Guard suspended its search at 8PM for a missing cruise ship passenger who reportedly went overboard about 60 miles north of Nassau, Bahamas. The Coast Guard searched an area of nearly 590 square miles for the 39 year old man.

for rescue. The helmsman at the time the drill was initiated was a certified OOW (Officer of the Watch) with auto pilot experience but with minimal manual driving practice.

I have found that it is better to use a substitute for the MOB pole during drills and save the pole for an actual emergency. Mark the item that is to be rescued with large letters as

in "This Life Jacket is used in MOB Drills" just in case you fail to retrieve the article. Early in my yachting career, I tried jumping overboard, for the sake of education, becoming the MOB. But, I later found that the crew had ceremoniously taken a vote on whether or not to rescue me! Now, in the effort to survive, I opt for an inanimate object.

When the alarm was called, the Watch Captain immediately pressed the MOB button. All of the crew took their positions as designated on the station bill and two sets of binoculars and eyes were trained on the victims. The bow thrusters were made ready. The medical kit was brought out and ultimately the Captain and the First Mate, who were actually 2 personal floatation devices, were retrieved and saved from sea. That's the good news.

The bad news is that after the MOB button was pushed, the throttles were not pulled back for 4 minutes. This function should have happened instantaneously with punching the MOB. The auto pilot was used too long for maneuvering before the manual steering was engaged. No general alarm was sounded, no head count was taken, no life rings or any smoke was simulated overboard. No rescue diver was in place. No one set up the wing



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FROM THE BRIDGE

stations and the crew member with the highest license and hours behind the wheel did not immediately take over the helmsman position when the Watch Captain was clearly struggling. Due to the 4 minute throttle pull back delay, the vessel had traveled one and one half miles before starting the Williamson Turn, a maneuver used to bring a vessel under power back to a point that it had previously passed through. (The United States Navy Reserve claims that John Williamson developed and documented this turn in 1943 when he was rescuing a MOB.) The Williamson Turn was appropriate for this staged MOB. However, there are other appropriate turns depending on wind and sea conditions.

I believe that this worst case scenario, with the most experienced crew overboard, was a successful failure. It was a failure because it took over 14 minutes to retrieve the Captain and the First Mate. It was enormously successful because I learned, the First Mate learned and all of the crew learned the importance of cross training in preparation for the unexpected. Following the drill, a lively valuable discussion ensued.

It is important for a Captain to remember that he may be that MOB. Every Officer of the Watch should be thoroughly trained in driving the vessel in a man overboard situation. There should be ample chances to practice rescue turns without duress.

If you are the man or the woman that goes overboard, hopefully you will have a life jacket on and you will have notified other crew members that you are on deck. As you are going over, try to yell help into your communicator. Research has shown that it is the person that continues to have good thoughts and the will to live that has the best chance of survival. It is important to conserve your energy. Let go of all of your wild imaginations of "Denizens of the Deep" because they are by definition only animals that happen to live in the sea. There are also "Denizens of the Forest" and even "Denizens of Ft. Lauderdale". Think about how best to survive until you are rescued whether it is by making your clothing buoyant or through conserving body heat by holding your arms close to your chest. If you are the MOB, stay calm, stay cool, and stay collected.

In 1849, Francis Liardent, the author of *The Professional Recollections on Points of Seamanship and Discipline* wrote, "There are few things during the life of an officer that require more coolness and seaman-like promptitude than when the alarm is given of a man overboard." These words hold true today not only for the rescuer but also for the person that needs to be rescued. Remember, the life you save might be your own.

May all of your MOBs be...drills!

Fair Winds and Calm Seas,

Captain Ted ☺

DID YOU KNOW?

A Man Overboard drill should consist of each of the following happening in quick succession, if not simultaneously:

- **PUNCHING THE MOB BUTTON.** (Every crew member should be able to find this button quickly in the dark and commit it to their long term memory. PIW or "person in water" is the politically-correct version of "man overboard." However, the buttons on the GPS still say "MOB" so that term will probably be around for a long time.)
- **PULL BACK THE THROTTLES**
- **SWITCH TO MANUAL STEERING.** (The command of the vessel should immediately be handed over to the crew member with the most experience behind the wheel.)
- **MAKE READY THE BOW THRUSTERS**
- **MAKE YOUR WILLIAMSON TURN** to approach your rescue victim from dead downwind holding the bow directly into the wind and stop a throwing distance from

the MOB. Bow thrusters make a huge difference in this scenario. (There are several websites that explain the Williamson Turn which have some misinformation. Please refer to Chapman *Piloting Seamanship and Boat Handling* for the most definitive explanation.)

- **SOUND THE GENERAL ALARM**
- **GET A HEAD COUNT**
- **RUN TO THE MUSTER STATIONS**
- **KEEP EYES ON THE VICTIM OR VICTIMS**
- **THROW OUT LIFE RINGS AND SMOKE SIGNALS**
- **GET A RESCUE DIVER IN PLACE**
- **SET UP THE WING STATIONS**
- **LAUNCH THE FAST RESCUE BOAT** if appropriate
- **POSITION THE MEDICAL KIT**
- **MAKE YOUR RESCUE**
- **ASSESS YOUR VICTIMS MEDICAL STATUS** and take the proper action

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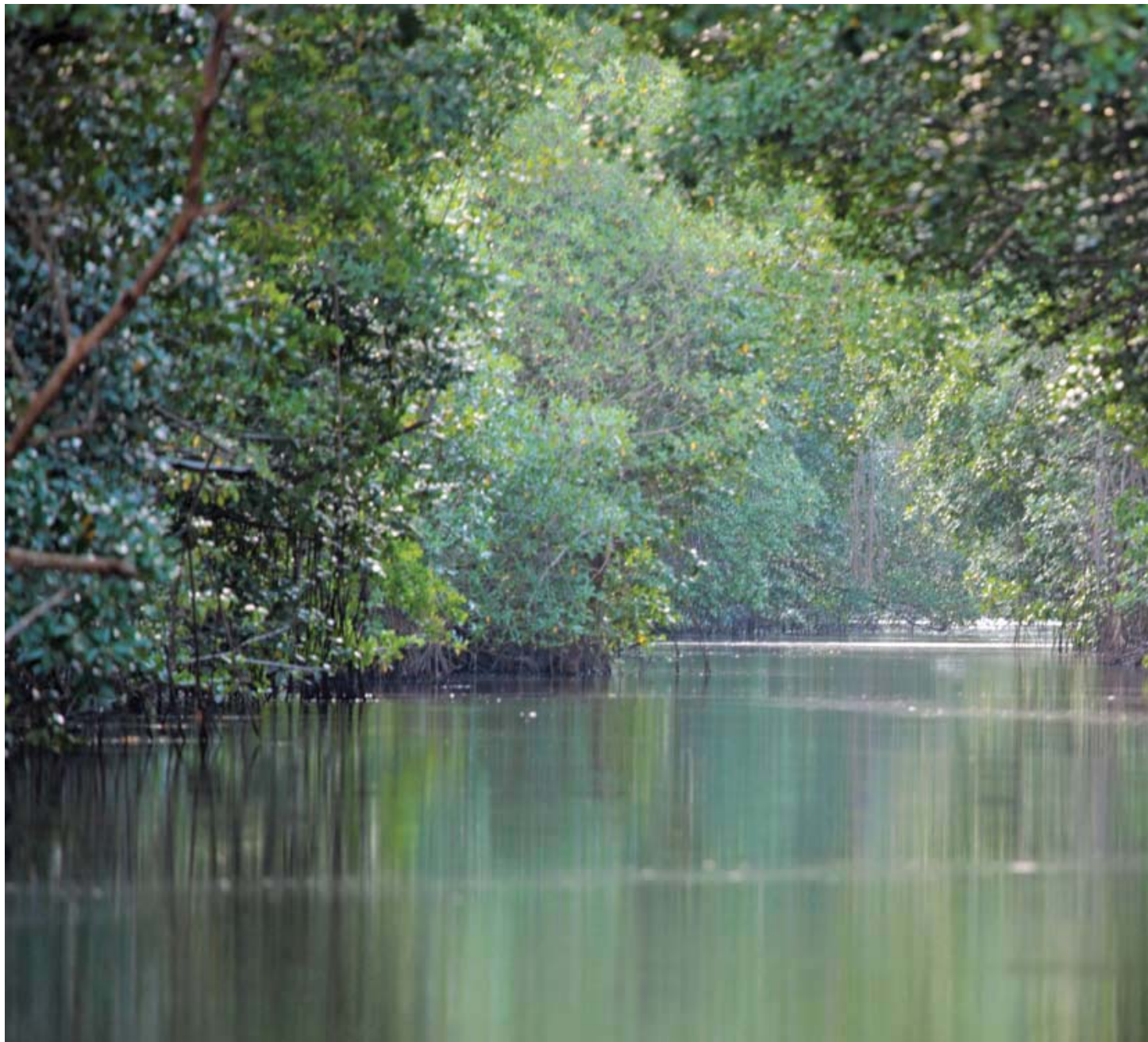
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TRINIDAD FOR THE HURRICANE SEASON

ARTICLE AND PHOTOGRAPHY BY WARREN EAST





Imagine 19 species of hummingbirds, all buzzing around within 30ft, 3ft long tiger lizards, toucans, eagles, hawks, and parrots.



Trinidad is the place. Besides being below the 10 degree safe line for full insurance coverage during the hurricane season, there are more facilities for yachts than any other country in the Caribbean. It's a wondrous country which offers everything you need to get you through the three month hole in the year when cruising the Windward and the Leeward Islands is out of the question.

During our three month stay we were berthed at the Crews Inn Marina in Chaguaramas. The facility has a pool, a shopping village, a supermarket, and a gym so daily life was very tolerable. There is also a 24 hour security service and full CCTV monitoring of the whole marina. I was also grateful for the high speed WiFi and free water. Upon check in, our first impression of the locals were the cus-

TRINIDAD FOR THE HURRICANE SEASON

toms and immigration officers; perhaps two of the friendliest I have come across.

There is no shortage at all of activities, and as photographers the crew and I looked forward to getting into the mountains and forests to get some shots of the very unique selection of indigenous animals and birds. The stunning waterfalls, many of which are a bike ride away from Chaguaramas, (which is tucked away inside a national park and reserve) are another great destination.

One waterfall is a short hike up the river bed running through a stunning golf course only 5 miles from the marina. It's the perfect place to hang out on those extra hot cloudless days while enjoying the local monkeys and their crazy games.

Along the Northern coast, which incidentally, can make a great cruise while en-route to Tobago, you will find the most exotic beaches including small tucked away beaches and some very long beaches with public amenities, bars, and restaurants. These beaches are all found under an at-

mospheric mist from the sea crashing on the rocks. The North Coast road offers photographers a huge amount of subject matter including high elevation coastline views and staggeringly beautiful sunsets.

The Asa Wright Nature Centre was the climax of the trip. This gem of a spot is tucked away in the Northern mountain range. It was initially set up to protect and enhance the development of indigenous birds, animals, and plant life. We found the very best of everything there including the amazing abundance of animal life. Imagine 19 species of hummingbirds, all buzzing around within 30ft, 3ft long tiger lizards, toucans, eagles, hawks, and parrots. You just cannot find this kind of thing in a zoo.

Don't miss Manzanilla Beach. It's truly one of the best that I have been to in 15 years of sailing. It's an hour drive from the marina and is situated on the windward or Atlantic coast. Driving down onto the beach road we were taken aback by the sheer beauty of the 11 mile long white sand beach with a forest of over a million 100ft tall palm trees that spread inland about a quarter of a mile lining



It's only 250 miles away from the mouth of the Essequibo River which is the gateway to a 60 mile stretch of navigable water taking you deep inside the jungle.

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TRINIDAD FOR THE HURRICANE SEASON



We were taken aback by the sheer beauty of the 11 mile long white sand beach with a forest of over a million 100ft tall palm trees that spread inland about a quarter of a mile lining the road.

the road. There are no hotels, houses, bars, or restaurants but there are dozens of little sandy parking areas where locals cook up on grills. The beach is inspiring and from the center (about 6 miles down) you can look either way and see the colors go from deep blue to white and then to green and orange and back to blue. The sand is dusted with giant trunks of trees that have been washed up from countries afar and then partially buried to create a nature inspired architectural effect in the shadows of the palms. Early in the morning the fisherman can be found hauling nets onto the sand. They will happily donate whatever you fancy if you're planning to have a BBQ.

As we drove down to the bottom of the bay we saw eagles, vultures, falcons, and even scarlet ibis soar the skies. There is a protected marshland adjacent to the beach called the Nariva Swamp where you can safely see pythons, boas, caymans (member of the crocodile family) and even manatees that are all protected from hunting and gamers. It's a fascinating place and you can get up close and personal to everything.

Apart from that, Trinidad has a rapidly growing economy, Americanization seems to have followed suit marked by the arrival of fancy malls and restaurants all over the island. It's very much like St Martin for nightlife but with an entirely different flavor. The population of 1.3 million is created by a mixture of cultural influences from all over the world and call themselves "Trini's" and "man, can they dance!"

We met many locals along the way and hundreds of villagers who seemed very happy to see us waved and smiled as we passed by. We did not experience any crime nor did we feel threatened at any time. We met some great peo-

ple and followed their guidance as to where and what to do and what not to do. We had fun and got a lot of work done and most importantly, we stayed safe during the hurricane season which cannot be emphasized enough.

We're looking forward to going back there next year as we plan to use Trinidad as a base for our Guyana Expeditions on *S/Y Wonderful*. It's only 250 miles away from the mouth of the Essequibo River which is the gateway to a 60 mile stretch of navigable water taking you deep inside the jungle.



A personal "thank you" to everyone that helped us out while we were there; especially Mel from majestic paints, Simba, and Newton and his band of merry men who woke me up at 6am every morning. Thanks to the Customs officers who made the receiving of shipped parts a breeze and finally to all the staff at the Crews Inn Marina who really made us feel at home.





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COMBATING PIRACY

BY LOUISE LAY

Piracy. Everybody is talking about it, more so now in the yachting industry than ever before. Has there been a dramatic increase in the levels of piracy recently? The answer is no. Cargo, merchant and fishing vessels have been under threat for centuries.

With each passing year, yachts increase in size and have become capable of travelling significantly further. Yachts are perceived to be a sign of wealth; toys of the rich and famous, full of expensive equipment, jewellery, cash, and millionaires to hold to ransom. The prime example is the

recent kidnap ransom for a retired British couple; the initial demand was \$7million. The pirates assumed anyone who owned a yacht must be rich even a 38ft Rival.

ICC Commercial Crime Services' website demonstrates cold fact; their live report shows daily attacks on cargo/bulk vessels and their live map shows actual and threatened attacks; a numbers of are shocking. At time of this writing, pirates are holding: a Spanish fishing vessel and crew hostage, the British couple mentioned above, a UAE cargo vessel allegedly carrying weapons, a Greek cargo vessel, and a Yemeni fishing boat. In addition, there were eleven reported attempts on vessels this week.

As yacht crew, how can we prevent attacks? The obvious response is to not venture into these hotspots, however with the trend for visiting the Far East and islands like the Seychelles in the winter, yacht crew are finding themselves traversing increasingly dangerous areas. In an attempt to provide protection to vessels transiting via the Gulf of Aden, the Maritime Security Centre in the Horn of Africa established the Internationally Recognised Tran-



LIVE PIRACY MAP COURTESY OF ICC – NOV 09

sit Corridor, where military vessels and aircraft are positioned. However, this does not negate the need for crew to be ready and vigilant as attacks still occur there.

Yachts are encouraged to travel in convoys providing "safety in numbers" whilst allowing military vessels to provide protection more easily.

Although some areas have managed to gain a better control over piracy, all vessels should remain alert at all times.

As pirates become braver, launching attacks further from land, nobody can take this situation lightly. Various companies exist to assist with anti-piracy methods, from crew training courses to supply of close protection teams. One such company is Risk-Incorporated in the USA. Orlando Wilson, their Specialist Security & Tactical Consultant, encourages his clients to have their crews take part in realistic defense techniques. Although companies like Risk-Inc provide trained personnel, the reality is most yacht owners will not pay for them to be on board for long journeys when the high risk window is only a few days out of several weeks so training the crew to deal with a situation is essential.

Orlando explains: "We see the need for Captains to have access to professional and experienced security consultants that can assist them in drawing up contingency plans/emergency procedures, for vessels to deal with active threats with what means they have available. Since the media interest in the issues in the Gulf of Aden we have seen several companies appear offering services, gizmos and gadgets to prevent pirate attacks, all of which cost money, but none of which could not be disabled with small firearms, or could stop an RPG."

Captain Benjamin Marshall has sailed the 52m yacht, Red Dragon, through the Gulf of Aden three times in the past eighteen months adding six elite Special Boat Service ex Royal Marines from Ironside Associates to his crew, who, being mariners, integrate seamlessly. No female crew participate in the crossing; they fly to the final destination. The remaining crew are trained in emergency procedures including the use of onboard automatic weapons. Ben believes in being prepared; to travel in these areas without armed protection is extremely naïve and using new sonic/light emitting devices is pointless.

Other vessels heading to the Seychelles will collect security personnel before reaching the Gulf. Many owners have abandoned this winter destination as a result of the threat and because they simply don't want security on board all the time, regardless of cost. A stewardess jokingly explained, "They're just not part of the crew, they're tough guys who like to work out and talk about girls!"

Drum Cussac recently carried out an in-depth training course for a yacht crew in Palma, as Edward Stewart, Maritime Operations Manager says: "As the global awareness of piracy and maritime security issues has increased, so forth for those working within the industry." Drum Cussac has a close relationship with many within the superyacht community and as part of our offering, a Security Awareness training package has been designed with yacht crew in mind; especially appropriate to those yachts transiting the Gulf of Aden.

"This training was for this very purpose, and feedback was that it was well received. As well as covering security procedures for the crew, it also included intelligence updates with news and footage of recent piracy incidents to give the crew a better understanding of what to expect and prepare for. The pictures are all taken by our security teams operating in the region, highlighting current piracy trends and techniques."

Piracy is not going away; although some areas have managed to gain a better control over the issues all vessels should remain alert at all times in these hotspots, which judging by the map on ICC's website, seems to be everywhere bar the Mediterranean.

For how long the Mediterranean will be a safe haven for yachts is debatable. John Preston, Captain and Maritime security consultant for Phalanx GPS believes it is only a matter of time before a pirate attack occurs in the Med.

Although the world's governments claim to be tackling the piracy problem there is clearly no quick fix solution. Somalia's prime minister recently said his people have turned to piracy because other nations have overfished their waters, leaving fishermen and their families with nothing; if the world gave money to this country to generate new industry would pirates return to a normal life? Compare it to Columbia; would the cocaine farmers return to growing potatoes for little money when they can take the risk and earn a fortune? As long as piracy remains profitable, it will remain a problem for the whole maritime industry.



\$20K RAISED FOR SAVE OUR SEAS

PHOTOGRAPHY BY CHRIS KENNAN

Yacht Chandelers throws "The Party of the Year" at FLIBS and Raises over \$20,000 for Save Our Seas (www.saveourseas.com). Co-hosts Yacht Chandelers (www.yachtchandelers.com) and Penumbra Marine (www.penumbra-marine.com) wanted to have a "Party with a purpose" for their customers and ~ 2,250 of their nearest and dearest yacht industry friends. Special thanks to additional sponsors: Dupont, Megafend, The Triton, Johnson Electronics, Lu Marine, Brownies Dive, International Yacht Training, Liquid Yacht Wear, Quantum and a few others with raffle prizes.



This page, clockwise from top right: Debby, Kerry (Destination Fox Harb'r Two), and Kim (*MY Aquasition*); Stew Hannah and Rene; Jenn, Chris (Halimeda Yacht Brokers), and Nicole; Allie (*MY Le Grand Bleu*) and Monica (Penumbra Marine Logistics); Bill and Jessica (*MY Mia Elise*).



This page, clockwise from left: Stew Anne-Marie and Ch Stew Paige; Macka (MY Java), Jacinta (MY Java) and Todd (MY Java); Deanna (Dania Cut Shipyard), Lisa and Mate Sean; Kicki (MY Big Eagle), FO Jason and Suzanne Porta; Cindy (SY Miniskirt), John (tri) and Hazel (SY Miniskirt); Tim (Global Marine Travel) and Paul (MY Antares).



MEET MAX EADE

CAPTAIN OF THE MONTH

BY ANDREA BAILEY



This month we introduce you to Max Eade, our 29 year-old Captain of the Month. Max grew up in England where his father was a yacht broker so he has been around boats his entire life. Impressively, by the age of 11, he had already received his RYA VHF license. Max has now been a captain for five years, the last three of which he has spent aboard *Viaggio*, a 92 ft. Cheoylee.

These last few months have been especially busy for Max. In September he married Natalie Hugo, a fellow crew member who he's been working with for eight years; they got married in Mauritius on 9/9/09 stating that the date "Makes the anniversary easy to remember." They then headed back to Florida to work on the boat for haul out. Over the next month they rebuilt the port engine and ran through Sea Trials finishing in time for the Ft. Lauderdale International

Boat Show. Despite his hectic schedule Max was able to answer a few questions for us about his life as a Captain.

HOW DID YOU GET STARTED IN THE YACHT INDUSTRY?

After finishing College I started working for a Ship Chandler in England. One day a yacht chandler called me and asked if I would work for him in the South of France. I went to the South of France and started meeting lots of Captains and crew I soon realised I would also like to try crewing. Here I am 11 years later having a great time.

IS THERE SUCH A THING AS A TYPICAL DAY ON THE BOAT?

The only thing I could say is that our morning "cup of tea" is typical - You just never know what she (*Viaggio*) has in store for you!!



Clockwise from far left: Natalie and I fishing in Cabo Mexico, for Giant Squid; Mahi Mahi Fishing in Cabo Mexico; Resume picture; and Natalie and I in our tender in the Exumas, Bahamas.



WHAT IS YOUR FAVORITE PORT OF CALL?

I would have to say there is nothing quite like cruising in to New York City. The skyline is pretty impressive.

WHAT MAKES EVERYTHING ROSY IN YOUR WORLD?

When the boss arrives stressed, then one week later leaves with a smile on his face. It makes us feel that we have done our job.

WHAT MAKES YOUR LIFE A LIVING HELL?

When the stew approaches me and says, "The head is blocked!!"

ANY ADVICE FOR THOSE WORKING TOWARDS BECOMING CAPTAINS?

I seem to remember the most difficult thing for me

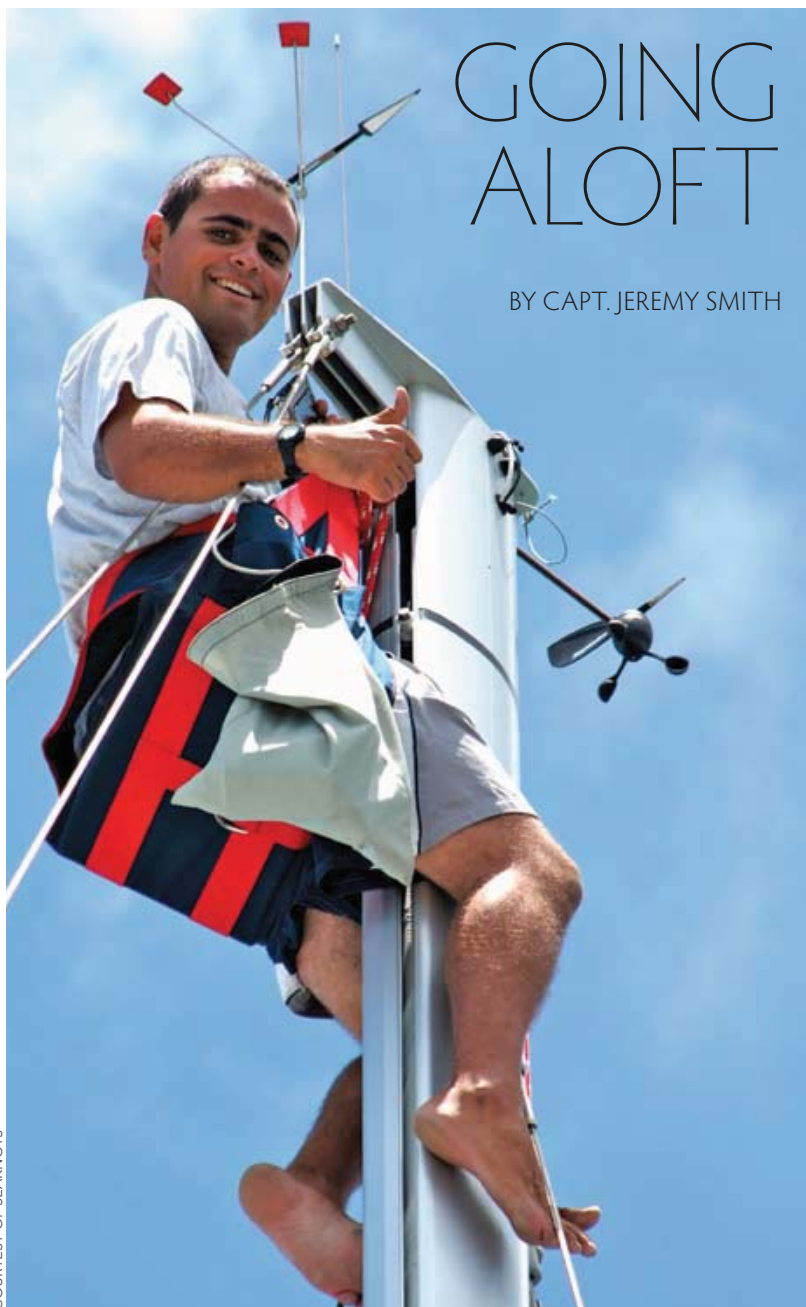
when I made the transition from crew to Captain was the engineering, so I made friends with several top engineers who really helped me. Every time I had trouble with something it was like "dial an engineer."

Over time, as things break—which we all know they do—I have tried to spend time with the sub contractors or specialists in different fields, really picking their brains to understand more about the boat and how to fix things when they go wrong.

ANY PARTING WORDS OF WISDOM?

A lot of people don't realize how dangerous yachting can be. We all know that it can be a lot of fun, but when things go wrong they go wrong quickly. Be safe and be ready for the worst.





GOING ALOFT

BY CAPT. JEREMY SMITH

like the models with thicker straps and other mechanisms to make you, the climber, safer. Of course, these models may slightly impair your movement but I would rather take a bit longer to complete a job while enjoying enhanced security.

Before beginning any preparations, inspect the bosun's chair for any excessive wear or fading, which can indicate reduced strength. Use your best judgment and remember that is better to be safe than sorry. When in doubt, replace the chair.

Make a list of the jobs you will complete while aloft and compile the tools that you believe are necessary to complete the tasks at hand. Once up the mast, digging through the chair's pockets for a specific wrench or screwdriver will be difficult. For this reason, try to minimize the number of tools you bring. As you bring more items you will significantly increase your chances of dropping something. Whenever possible secure heavy tools with short tethers so they won't fall to the deck if dropped.

As you gain knowledge of the sizes of hardware mounted on the mast record the information for future reference. This way you will know next time, for example, that the radar bracket uses 5/16" bolts and you will only need to bring that particular wrench instead of the entire set. After several years of working aboard

Any crew working aboard sailing yachts know that the rigging is one of the most important systems on board. Unfortunately, it also happens to be one of the least accessible for performing repairs or even just routine maintenance. Don't fret, as going aloft is simple, safe, and can even be fun as long as the appropriate precautions are taken.

Although there are many devices available for mast climbing, the most common is the bosun's chair. There are many chairs on the market and most are sufficient but I personally

my last boat I had compiled a list of the sizes of almost every nut, bolt, and screw on the mast.

In addition to the tools I like to bring a small digital camera to photograph any complicated defects about which you may need to consult an expert. The camera can also record anything else necessary such as a part number. Remember to get a picture of the great view from the top too!

Now it is time to set-up the chair's rigging. Look up the mast and identify which halyards can potentially be used.

For example, some halyards may not run to the very top of the mast. Also, some may run up the back of the mast, while others will run up the front. Most importantly, always use two halyards: a primary and secondary. I once saw a man climb a mast using only one halyard, and later found out that he had been going up to retrieve the remaining part of another halyard that had recently snapped! Remember to use some common sense and rig the extra halyard.

When connecting the halyards to the chair, tie the primary to the chair's D-ring using a bowline and then shackle the bitter end to the ring. When possible, tie the secondary halyard to another strong point on the chair such as the webbing leading up to the D-ring and then shackle its bitter end as well. The idea here is to create as much redundancy as possible. Also bring a short length of line or tether to tie yourself in place while you are working aloft.

From the base of the mast run both halyards to the cockpit winches if possible. This way the deck crew will not be directly below you while hoisting and will not be injured in the event of a dropped item. On the way to the cockpit each halyard should run through a clutch, which lets the halyard move only in one direction. Each halyard should be run to a separate winch and given at least three wraps around the drum before going through the self-tailer, if equipped.

Sit in the chair, and ask your crew to hoist you just high enough that your feet leave the deck. Before going any higher, double-check all connections and adjust the straps for comfort. It is important to do this while suspended, as your body will shift in the chair as it begins to hang.



During hoisting, the primary halyard should be carrying the load while the slack is taken up on the secondary halyard. Constant communication should exist between you and the deck crew. Depending upon the size of the vessel and ambient noise radios may be necessary. The deck crew should watch you at all times to ensure your safety.

While being hoisted, hold on to the mast or rigging at all times. This is the only way to guarantee constant control. If you begin swinging due to wind or the vessel's motion you could become a human pendulum, obviously, a dangerous situation. In addition, look up and watch the halyards to ensure they do not tangle or become snagged on any hardware.

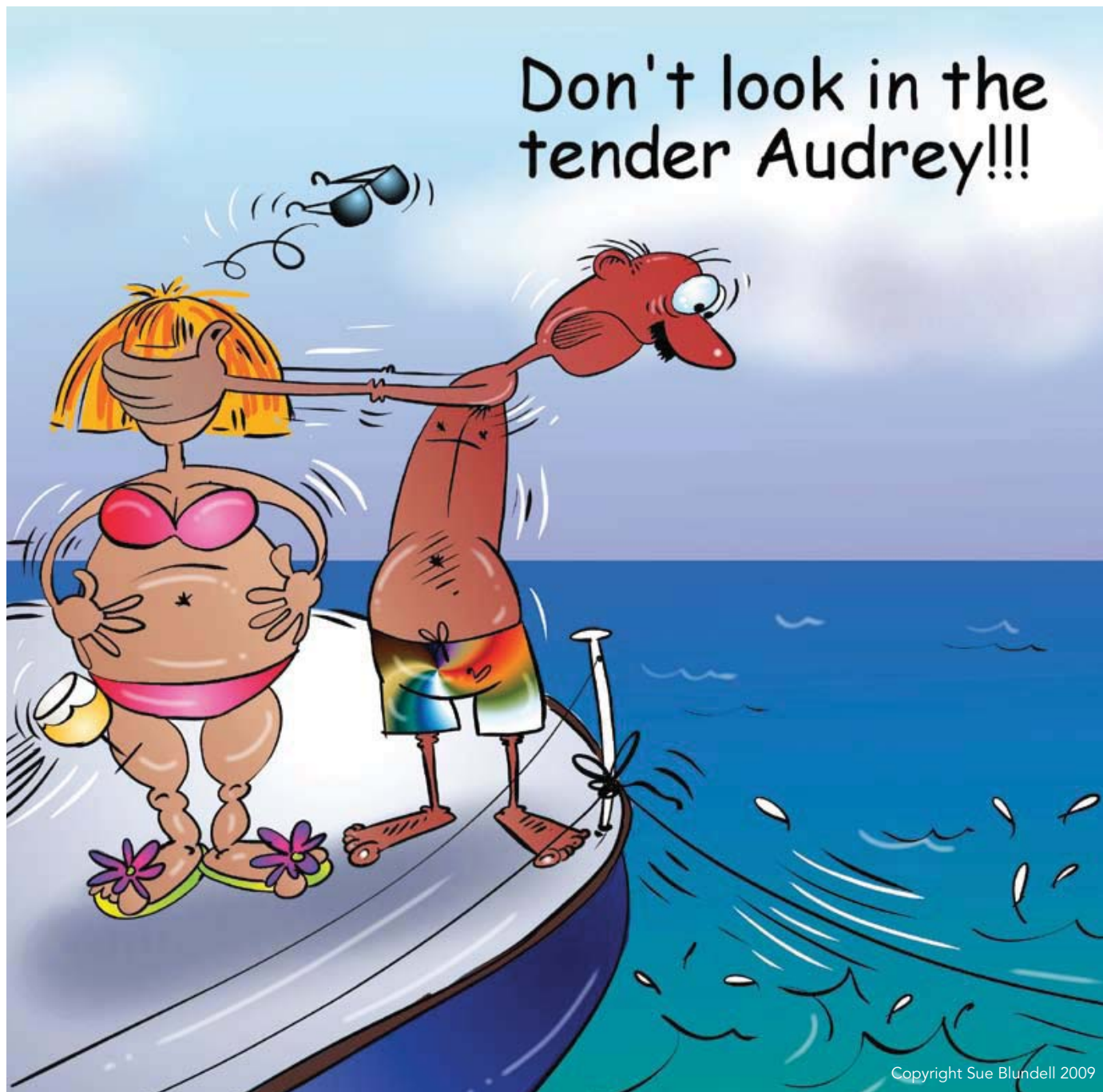
Once you have reached the desired height, the deck crew should secure both halyards either by tying them around the winches or to a cleat. You should tie your tether around the mast or any other strong point within reach to secure yourself. This way, if the vessel rocks you need not worry about swinging as you work.

When your job is complete and it is time to descend extreme care must be taken by the deck crew, as this is the most precarious part of the process. Any clutches must be open at this time and the halyards will not be secured to the winches with the self-tailers. The crew should maintain at least three wraps on the winch drums and gradually lower you as smoothly as possible.

Whenever possible, pick a calm day to go aloft with the vessel moored or docked. When there is strong wind or the vessel is rocking significantly, it will make your job significantly more difficult and hazardous. If it is absolutely necessary to go aloft in rough conditions, I recommend wearing sneakers and sailing gloves to help you maintain better grip and traction. It is also prudent to wear a Type 1 PFD (the bulky, orange type) for extra padding in case you were to impact the mast as the vessel rocks. If you have a helmet available, that certainly wouldn't hurt either.

Next time it is necessary to go aloft, try using these techniques to make your job easier and safer. Don't forget to enjoy the view while you're up there!





THE REAL OBJECTIVE

WORKING LIFE
BY SANDRA CHANCE

Time and time again crew agents would inform me that I needed to change the objective on my resume, that it had to be powerful and eye catching, and that the objective had to explain exactly what type of job I was looking for and most importantly, what I could offer. I was told that if worded correctly the objective would land me that much-coveted job. It was no wonder I wasn't finding work, I'd think, my objective was all wrong! The

importance over this “objective” became a matter of obsession for me. Crew agents were also telling other crew members this very valuable piece of information and so Trixie and I would stay up late at night tweaking prepositions and thumbing through the thesaurus changing certain words to sound more colorful. “Hard working” became “passionate” and we knew we were stretching it; lying actually. We knew of the yachties that had mastered their objective because while we sat in front of our computers in our Spanish apartment late into the evening we could hear those fortunate crew members at the Corner Bar laughing belligerently. Eventually, the objective fixation faded because I realized the true objective of this industry; it’s all about sex. That’s right, sex. And your objective should be stated in such a way that it will land you a job on a yacht with a hot looking crew.

It may sound shallow but let’s be honest; how many times have you stepped foot on a new boat and sized up the crew? How many times have you thought, when meeting a new crew member “He/she is hot, he/she is not”? And how many times have you weighed your options for the possibility that you might get laid? Let’s face it, crew members of this industry are the horniest bunch around and the reality is that we are all having sex with one another. It is, quite honestly, the return of the orgy.

I myself am no longer a horny yachtie. I shackled up with the first mate Dean immediately and four years later we are still together. It wasn’t easy in the beginning; we had our hurdles to get over and loops to jump through. But because I have been on the opposite side of the coin, I’d like to offer my advice to those of you whom are having to deal with the same obstacles. Here are four pieces of advice that I’d like to pass down.

1. DENY, DENY, DENY.

When Dean and I finally did get together it was clearly obvious to the crew that something was going on. For whatever reasons, you might have to bend the truth that you’re not involved with someone. In our case, an octogenarian running the boat was hot on my tail for me and neither Dean nor I wanted to lose our jobs over animosity. (But really, what was this captain thinking? It would have been a cold day in hell and more than a couple of bottles of vodka to get me to go down that road). Sometimes, there is a rule on the boat that you’re not supposed to get involved with

another crew member, but this I say, is a violation to my human rights. And like it or not higher powers that may be, when it comes to a rule like this, it will be broken. But until you’re ready open Pandora’s Box on the boat or lose your job, I highly recommend lying about it when your flirtation with the other crew member is as obvious as an elephant in the room.

Let’s face it, crew members of this industry are the horniest bunch around...

2. GET CRAFTY.

When you’re out at sea or at anchor or just can’t make it to a hotel room, you have to improvise. Often times, you’re not sharing a cabin with the cabin boy/girl of your choice or sometimes you’re sharing a cabin with numerous crew members (yes, on a certain number of sailboats it can be quite literally, tight quarters). You do what any other sex crazed couple in this world does and find inconspicuous places to get down to business. It may seem impossible on a boat but when Dean and I would sneak off to the games locker to satiate our hunger the only thing that could have possibly have given us away was my skewed walk, and that’s because I’d typically have a wake board or a water ski jammed into my lower back during our shenanigans.

3. CREATE ALLIES.

Your friends are not idiots. Some crew members may catch on to your sexually sophomoric behavior and others may not, so use it to your advantage. Our friends knew not to enter Dean’s engine room when the ear muffs were hanging on the door; that was our “Do Not Disturb” sign on one of the Love Boats that we worked on because our supportive friends were dialed into the loop. And when we would mysteriously disappear on the tender another ally would pipe in and say we had run to shore. They weren’t lying, as indeed we had made a trip to land, but we would typically take just a little longer getting back.

4. AND FINALLY, BE WISE AND CONDOMIZE.

There are some seriously dirty sailors out there. Let’s keep it real. We are young and in our prime and we are having sex because it’s normal, natural, and healthy. I wish you all the best in this endeavor and remember, your objective on your resume should get you laid.



SAN DIEGO STYLE PUMPKIN CHUNKIN'

San Diego based Driscoll Boat Works and the Rocket Research crew celebrated with their fifth annual Halloween Pumpkin Toss. This year's theme was "Pumpkins, Pies and Pigs" as the highlight of the event was the chance to smash mustard, tapio-ca, nacho cheese, peas pies into the faces of Driscoll Boat Works owners Tom and Chuck Driscoll's faces. Save the date for Halloween next year! www.driscollinc.com / www.rocketresearch.com



Clockwise from top right: Chuck Driscoll (VP - DBW), inspiration for "Chuck-a-Pie;" some silly jokester; Karen Driscoll (wife); Jim Collins, Jesus Ayala (hull painter) and President Tom Driscoll (after); Karen Driscoll (wife, throwing pie) and Tom Driscoll (husband and President of DBW).

Continued on page 58




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SAN DIEGO STYLE PUMPKIN CHUNKIN'



Clockwise from top left: Ruben Garcia (equipment operator/Goofy); Cyndie Segel (office manager), 40ft. in the air overlooking America's Cup Harbor; father and son pig roasting team, Chuck and Stephen Driscoll (electrician); cowgirl Cyndie Segel and Pee Wee Herman impersonator Jaime Kensinger (concierge); Jonathan and Felipe Nunez (stock-room employees and brothers) after the pie eating contest.



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MEET MERRILIE INSCH

PROFILE OF A CHARTER CHEF

BY CAPTAIN JAN ROBINSON

Imagine a pretty chef standing in her very modern galley, her shoulder length ginger hair moves slightly in the breeze, her gray-green eyes sparkle with Scottish merriment and the excitement in her voice. This is what I was imagining as Merrilie Insch was chatting to me, on our phone interview, as the *M/Y Essence* was cruising into Florida.

While Merrilie was born in Scotland, she grew up on a farm on the South East Coast of New South Wales, Australia where her nickname is Mezza; very Australian. Her family grew orchids, vegetables, and tendered to a beautiful herb garden. Both her "Mum and her Dad" had a terrific influence on her life. They farmed together,



PHOTOGRAPH BY DALE REAGAN

cooked together, and even made their own bread and yogurt. The family used a Rayburn wood stove for cooking, heating water, and warming the mud brick home. Merrilie says "wood ovens somehow make food taste great: slow cooked and wholesome." Both her parents are heroes in their own way to Merrilie.

After completing high school, Merrilie took a year off to travel, after which she attended the Australian National University completing a BA degree majoring in Political Science and Anthropology. She had intended to become a career academic but between undergraduate and graduate semesters she took a seasonal job in a private ski lodge in the Australian Alps where she met and fell in love with Glenn Brain. Whilst at the lodge, Merrilie had the chance to train under the lodge managers Carla and her husband Stig Grey, where she learnt how to present and prepare food in a commercial environment. It was at that time she realized she would never return to the academic corridors. Merrilie and Glenn skied and traveled and were fortunate to be employed by Hayman Island Resort located in the far north Queensland. She stayed with them for five years and was promoted into the sales and marketing department. During this time, Glenn completed all required sea time and was well on his way to becoming a captain by the time they left the island and moved to Sydney.

After three years in Sydney they returned to their little coastal town of Merimbula where Merrilie took a job managing a government funded adult education training organization and Glenn drove the local whale watching boat during summer. In the winter Glenn was away working at a ski resort in Perisher Valley. It was difficult for Merrilie to be left at home in the winter months and she put in long hours at her job, all of the time knowing that Glenn was having a great time with his job and skiing every day while she was tied to a desk juggling deadlines.

In 2007, they decided to try their luck at managing a ski lodge together. After a ten year departure from hospitality and catering, it was their good friends (and former employers), Carla and Stig, who helped Merrilie return to the ski industry and recommended Glenn and Merrilie as Lodge Managers to Dulmison Ski Club in Perisher Valley. For two years Merrilie cooked for a private club that accommodated up to 22 guests. Each evening she served three courses and with Glenn's help, plated up to 66 plates in one and a half hours. This was a big workload for two people so the guests would help serve and clear. The guests also shared "roster duty" and it was a lot of fun because the kitchen

was very social. Guests would always supply everyone, generously with good wine and a detailed, if not exaggerated, reenactment of the days skiing adventures. Because the lodge was at the top of the resort and there were no roads during winter they would collect the food and supplies by snowmobile. "It could be a scary trip up the steep mountain with a fully loaded trailer. When Americans hear about these adventures they are baffled as most people do not know there are ski resorts in Australia" said Merrilie.

In between Australian ski seasons, Merrilie and Glenn worked in France managing and catering for guests of a boutique nine bed chalet. After three consecutive ski seasons of cooking for high-end clientele, Merrilie learnt the value of guest feedback. "Feedback is the building block to developing real skills as a cook and building confidence." While Merrilie has no formal chef training, she has had the opportunity to work alongside people who really knew food and generously shared their skills and knowledge. "Having 'food instinct and feedback' you are on your way to pulling together a nice menu."

Merrilie and Glenn loved their time in the ski industry but felt the yachting industry would help them to achieve long term goals of paying off their house mortgage and save some funds for the future. They registered with crew agencies and were connected via the internet to a terrific owner/boat. Because they were applying for work in America from Australia, the owner would have no idea how they "presented" so they posted themselves on YouTube complete with a mock job interview and had a relative film them pretending that they were attending a formal job interview. It was a creative and fun way to introduce themselves as people rather than job candidates; and it worked. They have been with the owner of the 88ft' Broward, *M/Y Essence*, for over a year and look forward to staying for a long time. "The owner of *Essence* also owns a large restaurant and when the boat recently received a complete refurbishment he installed state of the art commercial grade appliances, which makes cooking on *Essence* a joy."

Merrilie's specialty is seafood and she is partial to prawns, scallops and lobster and states that, "they go well with yachting." Dessert favorites include wicked white chocolate cheesecake, a flourless chocolate cake, or fruit desserts such as poached pears that offer lighter options. Merrilie won the Newport Charter Show chowder cook-off less than a week after the owner of *Essence* put the yacht into charter. Everyone loved her Thai green curry chowder with king prawns. Cooking for six charter guests rather

PROFILE OF A CHARTER CHEF

than 22 will allow Merrilie to cater for whatever dietary requirements people may have and it is expected that Merrilie will be a hit with even the most discerning charter guests. When asked if it is tough trying to make everyone happy she replied "I am my harshest critic. Generally, guests appreciate what you do for them and are generous with their praise. That's what keeps me going: the appreciation....plus a good dose of laughter from time to time. The thing that makes it all worthwhile is the places we get to visit and the people we get to meet. We know we are privileged to have this opportunity. Not many people get to cook and travel and share it with their loved one—and earn a living while doing it. Sometimes I get bummed out when I can't find fresh basil at the supermarket but I can always improvise. Of course there are days when my whole body aches and I am homesick but I know when I am a 'wrinkly old prune' I will look back on this time as the golden years." The owner is planning to have *Essence* in Europe in the spring and Merrilie looks forward to preparing a whole new set of menus from those popular in Australia and the Caribbean.

All charter crew are full of fascinating stories about famous people they come in contact with, and Merrilie was happy to share her recent brush with fame. "A few months ago, we were wrapping up a guest charter and arranging to ferry our guests to shore on the tender. While the guests assembled on the swim platform a very beautiful blond woman paddled up to the boat on her long board and requested a rescue back to shore. The wind had been blowing and the tide had carried her out beyond her limits. She could paddle no more, and asked that we arrange for her transfer back to shore. When we recognized her to be a world famous supermodel, the Captain was only too obliging. He'd never dreamed that he's be in such close proximity to a supermodel in her swimwear!"

Merrilie's favorite summer story is one she knows would probably have ended differently if it had happened on another boat with a less well humored owner. "This summer while ferrying the owner from port to the yacht in the tender, the deckhand hit a wake too fast/hard and spilt the owner into the water at full force. The owner surfaced spluttering and laughing while the deckhand spent the rest of the day recovering from the ordeal. Luckily there were no "walk the plank" orders issued. We work for a good man." When not cooking, Merrilie enjoys making jewelry, practicing yoga, and loves to run whenever the situation allows it. It was a real pleasure to interview Merrilie and I know they will be a very successful charter yacht crew.

CHOCOLATE & ALMOND CAKE



(Gluten Free Recipe)

INGREDIENTS:

125 gm bittersweet cooking chocolate
1 Tablespoon brandy
1 Tablespoon strong black coffee
100 gms unsalted butter
1/2 cup caster sugar (fine granulated sugar)
3/4 cup almond meal **
3 eggs separated
Icing sugar for dusting

** If you can't find almond meal, or ground almonds, you can easily make your own. Whizz the required quantity of blanched almonds in the food processor until the form a breadcrumb like consistency, the finer the better.

Grease and line cake tin with parchment paper. Preheat oven to 320 degrees.

Melt chocolate, coffee, and brandy in a bowl over boiling pot of water. Do not let boiling water touch the bowl, as it will "burn" the chocolate. Separate eggs and beat whites to form stiff peak. Once chocolate mixture is melted, add butter and sugar and stir well until dissolved. Remove from heat, and add almond meal, and then with a light hand, gently fold in the egg whites. Pour into greased tin and bake for 40 minutes. Once done, the top should have crusted a little, and the inside should be moist and dense. Be careful when removing from the pan, as it can be a fragile. Around my mother's kitchen table this would be served with pure whipped cream (no sugar added!) and fresh berries.





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Where have the jobs gone?

A WORD TO THE WISE

ANITA VALIUM
BY ANITA VALIUM

This season in the Med, just as per any other normal summer season, we experienced the usual inundation of crew round about spring time. Crew of all shapes, sizes and skill sets, seeking their next or more excitingly, their first role. De-

spite word on the street (or should that be dock?) that the season in the Caribbean had been worse than lousy and that jobs would be scarce, we still found lots of greenhorns arriving in their droves. This was especially true in Antibes where they patiently queued out the crew agency doors, down the quaintly cobbled streets, anxiously clutching their freshly printed certificates and resumés in shiny new folders. Kinda reminded me of queuing up for the nit nurse in first school.

This year I met less of the backpacking 'in it for the cash' variety of greenie, and lots of well prepared, smartly turned out new crew, eager and hungry for work. Now I know everyone has to start somewhere, and believe it or not despite my cold hearted persona on paper, I do go out of my way to help new crew with advice on resumés, where to stay, when the best time to dockwalk is,

and even where to hang out to make likeminded friends and network.

My job as an agent is to try and fill the jobs I have on my books and make money for my boss. Unfortunately for crew, I have to put the paying client first, most of the time; something some crew can't quite get their head around. Use me for advice, ask me questions about things that sound dodgy (no, it's not ok for a captain to charge you for working for him, and no, it's not normal practice to sleep on a sunbed on deck because the mate's brought another drunk stewardess back to the boat and wants to get his leg over), and let me help you write a killer resumé, but don't tell me I'm not doing my job well because you're still unemployed.

Unfortunately for crew, I have to put the paying client first, most of the time; something some crew can't quite get their head around.

This has been the most frustrating season ever, across the industry but in particular, for crew and crew agents alike. For us, as agents, if the jobs don't come in then we can't place you. Ergo we don't make enough cash to keep our bosses happy and the wolves at bay. This summer we had about a tenth of the number of deck jobs we normally receive, and those we did receive were the tricky to fill variety. By that, I mean something like this: "I am seeking a junior deckhand to join my 40m MY. Must have at least five years experience, STCW, Yachtmaster offshore, be on his/her way to OOW, with excellent small sail experience (lasers, hobbies etc), hold a watersports instructor qualification and be no older than twenty." Do you see my point?

The pattern which evolved early on in the season was this; most vessels picked up handfuls of dockwalkers each day to try them out until the rest of the crew were sure they'd found their favourites, thus avoiding the fee of an agent. This was the way most deck positions went last year too, but on top of that, this year we saw chefs, stewardesses and mates being hired the same way. I found myself dockwalking this summer to find jobs to send candidates to. Not pretty in five inch heels and a butt that belongs firmly wedged in an office chair.

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Being moody with your crew agent puts you to the bottom of the heap. Regardless of your qualifications. We have feelings too, you know.

So after my valiant attempts to help the crew and find new clients, I was not overly impressed when I received snotty emails from crew saying, "Why haven't you contacted me about any jobs?" Simple. I haven't had any suitable. Reading: "I've been registered for a month now and you haven't found me anything," strangely enough, doesn't warm me to your particular case. Think about how you phrase things. Yes, you're hacked off, but how about a nice "Hi Agent, how are you? I'm still dockwalking, still networking; no luck so far, have you had any interesting vacancies come up recently?" Did that really hurt? Being moody with your crew agent puts you to the bottom of the heap. Regardless of your qualifications. We have feelings too, you know.

Let's reconsider the deck position above. If a vessel tells us they need certain qualifications or attributes for a certain position and we ignore them and send resumés for crew who clearly do not fit their requirements, we lose face. They won't use us again. This is bad for crew too; if they're happy we found them a stewardess they might ask us to find the chef too. And sure as eggs is eggs, if they're happy with our performance they'll use us again so we can place more of our registered crew.

Similarly, if you read: "Chief stew for busy 45m charter yacht, MUST have silver service, and at least 3 seasons as chief on similar sized vessel," please understand that we can't send you because you were a waitress in a pizza restaurant in London for a summer. It's very different. Yes feel free to ask but don't get all nasty with us when we reply with, "I'm sorry but they've been very clear on their specifics and will only accept people with XYZ." It's not like we laugh in your face, a polite, "Sorry, but no," type email is not offensive, it's just realistic.

To test this theory I asked a captain last week what he would prefer. I had only been able to send him a grand total of one resumé for the position he was seeking to fill because I had nobody with all the tickets the flag state of the yacht required. He told me he had been sent several resumés from other sources but unfortu-

nately nobody fit the bill with their qualifications, so I asked him if this bugged him. If you're paying an agent a fee, and you ask for, say, an engineer with a Y3 ticket due to manning requirements, does it annoy you to receive a resumé for someone underqualified but with the compensation that, "he's really nice?" He replied immediately. He said he liked the way I operated. Enough said. Case in point.

This is all well and good for me, and other crew agents, and of course the senior crew tasked with hiring new crew, but no good for you greenies is it? So I have to repeat myself and tell you that we know everyone does have to start somewhere, we are sympathetic to your cause, but the best way to pick up your first job on a yacht really is to dockwalk. So if you're looking from the UK, or from Canada, get off your butt and get to a marina town. In the current fiercely competitive environment you won't find anything if you're not where the action is, so don't get gnarly with your agent because they haven't found you something. It's up to you now, more than ever. You have to make the effort to help yourself and look too. You have to be the one standing at the end of the passerelle with a lovely smile and that 'willing to work' look on your face when their sacked stewardess storms passed you in a huff, or when the chef sadly limps off the boat with a twisted ankle. No, that does not mean leaving strategically placed banana skins on the decks and hoping crew will take a tumble; that's a whole different kind of self help approach.

Don't be the one lying on the floor in the local crew bar covered in Jagermeister crying for your mum either. Be the happy one, have a few drinks, have a laugh - sure - but don't get annihilated and vomit on anyone's shoes. Small industry. Really small.

On the positive side, I have had heaps of proactive, positive thinking crew this year who have been totally realistic and have worked their backsides off to find work, dockwalking, networking, checking in with the agents and really trying to stay positive. Guess what? Most of them found jobs. So quit your whining, you knew it was going to be tough this year.



Continued on page 72

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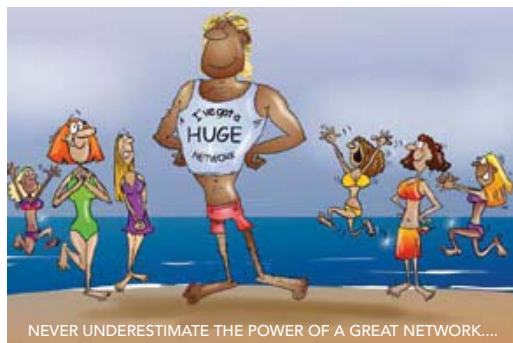
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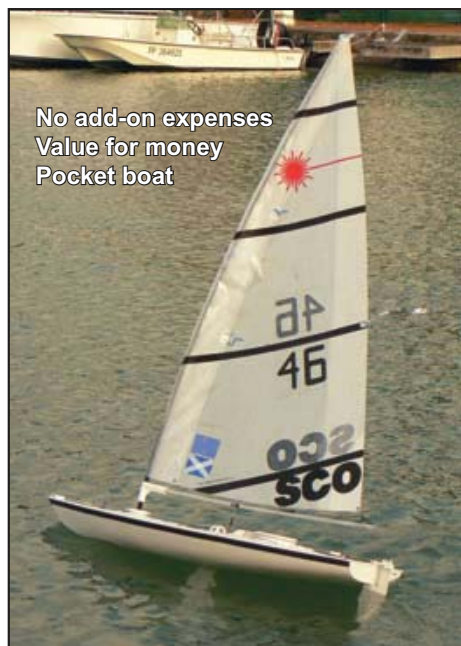
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NEED SOME VALIUM?



Yes, it's the moment you've all been waiting for. Some of you have been brave (or daft) enough to write to me to ask my advice. Brace yourselves kiddos, this might not be quite what you wanted to hear. But it's jolly GOOD FUN for the rest of us isn't it??


Dear Anita,
After a recent holiday where we learned how to drive 18ft sailboats, my husband and I have decided to start a new career together in the yachting industry. He is 35 and I am 34, and we have worked as accountants our whole lives. We will be seeking a team position only as we can't bear to be apart. We don't have any yachting experience, I haven't worked in hospitality either, what do you think our chances are?

Slimmer than slim. Anorexic. Stay in your office jobs and book yourselves a ticket back to reality. Seriously. For one, you'd be competing with fresh faced youngsters fresh off their zero to hero deck/stewy courses with more enthusiasm and energy than a herd of Duracell bunnies armed with cans of Red Bull. Secondly, you have no experience at all whatsoever that's even slightly relevant. Thirdly, you will

be hard pushed to find a captain naïve enough to hire two newbies who'll probably get seasick in the dock, and lastly, if the chief stew and/or mate are younger than you, they won't hire you. End of. Next question.

Dear Anita

I like your hard-ass approach. I am concerned my crew agent isn't doing the best she can for me so I want to register with you. She's a nice person but after the interview she contacted me through Facebook and was a bit over friendly. I'm a captain of a 35m and although I'm always up for a laugh I have to maintain my professionalism and keep things on that level. What would you suggest?

Bin the bitch and register with me. If there's one thing I can't stand it's a lack of professionalism. We run a crew agency, not a dating agency, you're not going to find a job with some soppy old tart making doe eyes at you and no offence, but maybe you're not the first guy she's been gooey over. Does she have a reputation? Maybe she does but not the kind of reputation I'm talking about. If she's got hundreds of 'friends' on Facebook my guess is she mixes business with pleasure. So anyway, cupcake, call my office, we'll do lunch. A business lunch. I don't date the bait. 

NEED SOME VALIUM? SEND YOUR QUESTIONS TO VALIUM@YACHTESSENTIALS.COM AND WE'LL ANSWER YOU IN A FUTURE ISSUE. NAMES WILL BE WITHHELD UPON REQUEST.



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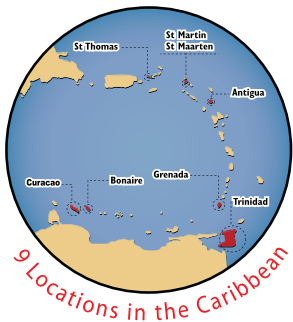
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