

ocean

BLUE WATER BLISS

FOUNTAINÉ PAJOT'S FLAGSHIP SERIES
LUXURY CRUISING CAT, THE SANYA 57

**SUPER SAILING
SPECTACULAR**
THE RISE OF THE SAILING
SUPERYACHT REGATTA

REVIEWS
GRAND BANKS 54
OUTER REEF 63
OYSTER 885
SANYA 57

BY ROAD OR SEA
THE DRIVING FORCE BEHIND
NEVILLE CRICHTON

CAPTAIN'S LOG
CAPTAIN STEPHEN MOON
ONBOARD ANAKENA

INDUSTRY PROFILE
RIGHT-HAND MAN, THE OWNERS
REP ON NEW BUILDS & REFITS

LEGAL MATTERS
UNDERSTANDING THE IN'S
AND OUTS OF MARITIME LAW

ISSUE 47

\$12.95 (inc. gst)
PP: 255003/07458



9 771832 521100

SUPER FUN

THE GENERAL RULE MAY BE 'BUSINESS BEFORE PLEASURE', BUT AS **FRANCES AND MICHAEL HOWORTH** DISCOVER, FROM CLAM BAKES TO CLINCHING A DEAL, RENDEZVOUS REGATTAS ARE A SCINTILLATING MEANS OF BLENDING BOTH.

BERT TROMP

WELL-HEELED
Royal Huisman's
Hyperion crew get a leg
up at St Barths 2012.



On any highway, one Aston Martin driver will acknowledge another with a flash of headlights and frequently owners of such esteemed marques will meet each other at rendezvous organised by owners' clubs.

It is the same with superyacht owners. Many shipyards host regattas for their owners to engender loyalty and brand involvement, among them Southern Wind Shipyard, Oyster, Perini Navi and Swan, which boast well-attended owners' rallies.

Westport, Burger, Christensen and Hargrave top the list of the motor yacht builders who organise similar events. Designers Andre Hoek and Ed Dubois each host rendezvous for those who sail in yachts of their design, while events such as the Superyacht Buckets in both Newport and St Barths, along with the Superyacht Cup and the Loro Piana regattas, are for owners of all makes and marques of sailing yachts.

In superyachting terms, it was probably the American motor yacht builder Broward who ignited the flame that has made rendezvous regattas so popular. And while Broward no longer hosts such an event, others are picking up the baton and sailing with it.

Key among these is Perini Navi, the Italian builder of sailing superyachts and founders of the prestigious Perini Navi Cup – a biannual regatta off the coast of Sardinia with yachts and social events based in Porto Cervo.

But what is it that attracts superyacht owners to events such as these?

Stanley Bey loves every aspect of rendezvous regattas. An owner of large yachts for over 40 years, he has made the effort to attend as many as he can. Over the years he has owned yachts from both Broward and Feadship and is currently the owner of the 38-metre Hakvoort-built *Perle Bleue*.

Sailing aboard the 56-metre ketch-rigged sailing superyacht *Selene* as the guest of Perini Navi, he is genuine in his enthusiasm. "Rendezvous Regattas are so much fun! I started off with the Broward Rendezvous and did every one before they stopped them. Hell, I even did one of them with my Feadship, *Campbell Bay!*"

As Bey recounts, "In those days, gas was 60 cents a gallon and I didn't mind if I burned 200 gallons an hour because we had fun. It was not unusual for 20 or so boats to turn up in New England to join in. I remember huge tents ashore on Nantucket Island with giant generators discreetly set up well away to prevent noise. 100 or so like-minded souls would sit down to a magnificent Clam Bake and share our love of boats and yachting.

"We were all friends and no one had anything to prove to the other."

These days, Bey is a little more selective

of the events he attends. "Rendezvous Regattas are still fun but I have to say I don't partake as often as I would like because of the high costs involved."

The owner of the Perini Navi sailing yacht *Selene* is just as enamoured with Regattas and recently took part in the Perini Navi Cup.

"We are not at all precious onboard this boat," he tells us. "We go out racing and take with us those who want to experience big boat race sailing. We encourage them all to enjoy the experience but if they just want to sit there and enjoy themselves, then that's fine too. It is, however, a lot more fun if you join in."

Scooping up no less than four awards at the Perini Cup for her spectacular performance, *Maltese Falcon* owner Elena Ambrosiadou says the competition was matched only by the social activities.

"We had a fantastic time! We had a great crew. At the same time as enjoying the Rendezvous, the yacht was full of guests, friends and family members.

"We had such a great time in Porto Cervo. Sailing like this is such an inspiration to youngsters. It is important to get them enthusiastic about sailing superyachts because the world needs to inspire them."

Other events around the world are emulating the success of the Perini Navi Cup. According to Captain Charlie Dwyer of the sailing yacht *Yanneke Too*, Asia has been quick on the uptake.

"I have been part of a very special



"100 OR SO LIKE-MINDED SOULS WOULD SIT DOWN TO A MAGNIFICENT CLAM BAKE AND SHARE OUR LOVE OF BOATS. WE WERE ALL FRIENDS AND NO ONE HAD ANYTHING TO PROVE."



gathering of superyachts since its inception in year 2000. Talking with owners and captains, they tell me that they come to Phuket with their crews because the Asia Superyacht Rendezvous is the most special of any gathering of superyachts in Asia and I believe it's also the most fun!"

For Dwyer, the event is truly global. "It brings together the largest gathering of superyachts in Asia with both power and sailing yachts attending. I think it's a great event for the owners, captains and their crews as both sailing races and the social activities are laid back and held amidst a stunning natural setting with privacy and a 5-star luxury ambience.

For the main sponsor Feadship it is the region that is the main appeal.

"Feadship has a long-established presence in Asia with owners using their yachts in Asia or the traditional yachting grounds such as the Mediterranean. Feadship has now committed to the Asia Superyacht Rendezvous for the 12th

CARLO BORLENGHI & GIULIANO SARGENTINI BY COURTESY OF PERINI NAVI / BILLY BLACK / MICHAEL KURTZ



AMAZING RACE
Above: *The Maltese Falcon* leading the fleet during the Perini Navi Cup.
Left: Both power and sailing yachts enjoying the fun at the Asia Superyacht Rendezvous.
Right: SY *Meteor* racing in the 2009 St. Barths Bucket.

time as we are convinced there is a great potential for yachting in the area, and for Phuket in particular, as a yacht hub. Today, too few yacht owners explore the beautiful Asian waters", says Bas Nederpelt, Feadship Sales Director. "This year three Feadships will be attending the Rendezvous, which is proof that also owners are now discovering the appeal of this region."

Other examples of successful big boat bonanzas include the Audi Hamilton Island Race Week, held each August in the coral-hued waters of Queensland's Whitsunday Islands.

"Next year will be our 30th anniversary regatta, so it promises to be a 'biggie', says event organiser and well-known sailing identity, Rob Mundle.

The real appeal for owners of yachts big and small, who gather from all over the world, according to Mundle, is "it's on an island". And part of the Great Barrier Reef, which is one of the world's Seven Natural Wonders at that.

"People from all walks of life come to Race Week, no matter whether you own the smallest powerboat or *Wild Oats XI*. It's all about the socialising and the sailing."

Mundle reports the sentiments of one 12-time veteran of Audi Hamilton Island



"IT'S LIKE GOING TO A HUGE YACHT CLUB THAT MEETS ONCE A YEAR. EACH YEAR YOU CATCH UP WITH OLD FRIENDS AND MAKE NEW ONES."

Race Week, John Clinton, returning again next year with his wife, Kim aboard their Oceanis 50, *Holy Cow* to sample what he calls "the best of the best".

John says the fact that the regatta is staged in such an easy-going environment on an island makes for a very special experience.

"It's like going to a huge yacht club that meets only once a year. It's a reunion, a fantastic atmosphere that is driven

CLASSIC CHIC
Above from the top: S/Y *Hanuman*; S/Y *Meteor*; Right: Whale watching is a common distraction during Hamilton Island Race Week; Racing in Auckland's stunning harbour during New Zealand's Millennium Cup Superyacht Regatta.

in and around the magnificent Waitemata Harbour interspersed with evening events, including a gala dinner, to ensure our entrants and their guests get their fill of competitive racing while enjoying the best of New Zealand hospitality".

Events such as this offer owners the opportunity of bragging rights, it's true, but given most are sailors, it is done in a fun sort of way and it is that three letter "F word" that perhaps sums up the camaraderie that is ever present throughout the event no matter how intense the on course racing gets.

The camaraderie and excitement offered by such events are not limited to superyacht owners. Alex Lees Buckley, a superyacht broker with Camper & Nicholsons International based in Monaco understands the business opportunities offered by Rendezvous Regattas.

Speaking to *Ocean* while sailing aboard *Selene* in the Perini Cup, he states, "What better place than on a yacht can

BILLY BLACK / MICHAEL KURTZ / BERT TROMP

ANDREA FRANCOLINI / LUKE SPRAGUE OF SUPERYACHT ART

you get real time to sit down with a client and discuss what they want to do next in super yachting?

"Rendezvous regattas are perfect for that sort of encounter when you often get to meet potential owners or would-be charter guests. Sailing together is a perfect time to discuss the virtues of superyacht ownership at the very same time as they are witnessing with their own eyes just how exciting the prospect really is."

Others involved in the business of superyachts find regattas such as these equally rewarding.

With a full set of sails made from Stratis, a product developed by Doyle Sails, costing £350,000 or more, little wonder that the sail sales team are keen to attend superyacht regattas and offer their skills as tacticians and trimmers.

They are always happy to offer the more competitive owners that racing edge over the competition, banking on the chance the owner will call when his sails



need replacing.

Jerry Ford, superyacht consultant with Doyle Sails of Palermo in Sicily, says regattas are a great opportunity to meet and sail with clients, Captains and crews.

"It gives us a chance to stay in touch with clients and catch up with the regatta organisers. Typically, I am sailing between 150 to 200 days a year on yachts as small as seven metres and as large as 100.

Once, while sailing aboard the 35-metre classic schooner rigged yacht *Imperia* at one such event, I got an order for a full set of sails which was worth over €250,000."

Guy Standbridge works for Quantum Sails in Palma Mallorca and sails the race circuit on their behalf.

He says superyacht racing "just for fun" can be a costly exercise.

"I work on the yachts on a day rate basis and have crewed *Marie*, *Timoneer* and *Hyperion* just to name a few. You cannot expect boats like this to win regattas if they do not employ professional racing crews. Top racing crews can earn €1500 a day. I hate to think how many millions go into the business of superyacht regatta racing just for fun.

"More and more I find myself playing the role of entertainer as much as professional sailor."

As Standbridge explains, owners and their guests want to hear stories of others who, like them, get great pleasure from using their yachts and they enjoy the social gatherings such events always include.

While predominately an occasion for having fun they seldom mind if business creeps in to join them. They are after all, astute business people themselves. ○