

No. 06/2023

# Icebreaker

The first B2B Yacht Charter Magazine

INTERNATIONAL CHARTER EXPO  
**Global Yacht Charter**  
**Trade Show**

CROATIA YACHT SHOW  
**Expect the Unexpected**

EVENTS  
**The Most Significant**  
**Crewed Yacht Shows**

NORWAY  
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Dear readers,

It's amazing to view oneself through time and look into the past. One looks at this person, somehow familiar, but mostly unrecognizable. Some can see a cute innocence in this past version of themselves, others see only utter stupidity and ignorance. The truth is probably somewhere in between.

It has been over a decade since I started ICE and then, later, also this magazine. I remember that guy, his vision for the future, and his plans. That guy was not smart. But even a broken clock gets it right two times a day. And sometimes it's enough to be right just once. **ICE started as one thing, then morphed into something completely different, and now it is transforming again. Not into something different, but rather into something more.**

The global yacht charter market is projected to reach \$20.2 billion by 2032, according to Allied Market Research. The bareboat charter market, with crewed charter on yachts below 30 meters, comes up to almost 50% of the total turnover. The other half are superyachts above 30 meters and megayachts.

**This is why ICE started with the bareboat industry 10 years ago. The mission was to gather a global community in one place. Mission accomplished. Now ICE has started gathering momentum in the crewed, superyacht community. The mission is the same: once a year, all of us meet. Globally.**

I see that happening in Amsterdam in 2024: a \$20.2 billion industry under one roof. Professionals from over 50 countries meet each other to discuss the past and create the future. It's going to be grand.

Tino Prosenik  
CEO, Yachtmaster Group

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Cover photo: Shutterstock

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Photo: Pexels



Official marketing  
partner of ICE



XAIPE  
MORANDINI

# Navigating Success; Your Yachting Digital Marketing Partner!

Our specialized digital marketing agency is here to steer your yachting business toward greater visibility, engagement, and growth.

Let's chart a course for effective digital strategies that set sail for success in the yachting industry.

As the **official marketing partner of ICE** with a deep knowledge of the yacht-charter industry, XAIPE offers:

- Website development that increase bookings
- Efficient advertising that reaches your target audience
- Social media management that tells your brand's story
- Content production that highlights the beauty of your fleet



Check out how  
we improved a  
yacht-charter  
website



## CUSTOMIZATION & PERSONALIZATION

As consumers seek more personalized experiences, customization in the yachting industry is on the rise - especially when it comes to the layout and design of a yacht. In search for a unique and exciting experience, interior designers will reach for handcrafted furnishings, artistic details, monochrome finishes, curved shapes, transparency with glass, modern lighting solutions, and wellness features for the ultimate relaxation.

# Trends in the Industry in 2023

Artificial intelligence may not be able to understand this - how can a need for state-of-the-art technology coexist with a desire to return to nature, explore new and exciting destinations, slow down and create a more humane society. These are the trends that have marked this year...

## MARINA UPGRADES

The world has seen changes to the automotive industry, unraveling faster than most expected. The electric transformation, AI, safety solutions, entertainment. This industry is omnipresent and easy to monitor. The yachting world is removed from our daily path. Nevertheless, it is evolving fast. We will see it in marinas fairly quickly. EV charging stations will be everywhere, first for tenders and soon after for small pleasure crafts and yachts. Self-docking procedures will be developed as both software and hardware evolve. It would be fun to sit on a bench in a marina and watch the timelapse of the next 20 years.

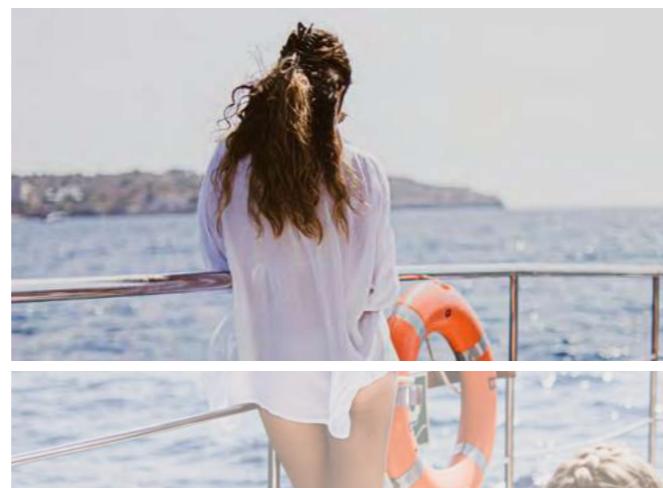


**SMART YACHTS** THE YACHT INDUSTRY IS RESPONDING TO THE MILLENNIALS' MINDSET BY INCORPORATING THE LATEST TECHNOLOGICAL FEATURES - FROM STATE-OF-THE-ART ENTERTAINMENT SYSTEMS TO INTUITIVE CLIMATE CONTROL, INTEGRATED 4K LASER PROJECTORS, AND CUTTING-EDGE SOFTWARES

## YACHT SAFETY

Yachting involves some challenges and risks, such as weather, navigation issues, equipment failures, and human errors. It is important to prioritize safety on board to prevent accidents and injuries.

Safety is not only a matter of having the right equipment, but also the right knowledge, attitude, and behavior. The equipment is mandatory, but the crew can be expanded at will. Safety drills are not common in yachting. However, both the marina crew and the yacht crew could benefit greatly from an occasional training session.



**NAVIGATION** YACHTS OF THE FUTURE WILL BE EQUIPPED WITH A WIDE RANGE OF HIGH-TECH FEATURES, ADVANCED NAVIGATION SYSTEMS, SUCH AS CO-PILOT. AVOID COLLISIONS, NAVIGATE RESTRICTED WATERS AND SEND YOUR LOCATION TO THE COAST GUARD



## REMOTE EXPLORATION

Some people say it's about the vessel, others swear it's the company you share the moments with, some might point out the food... but all of them agree that the most memorable thing about the trip is the destination you choose. Yachting is becoming an increasingly popular way to experience the world's most beautiful and remote places, from exotic tropical locations to remote polar regions.

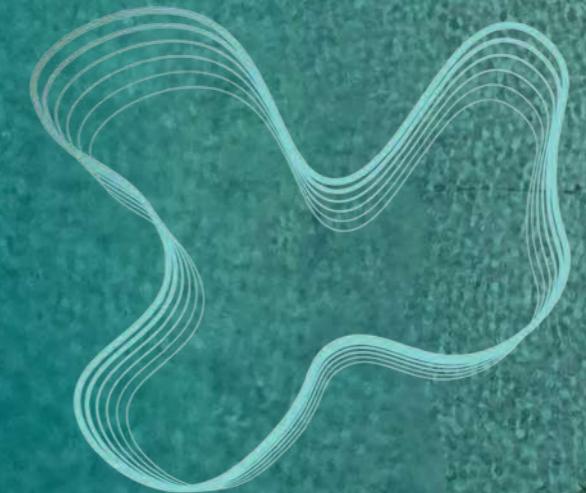


Photos: Pexels

## SUSTAINABLE YACHTING

Concerns about the environment are growing and the yacht industry is focusing on marine health and ocean conservation. Engineers and designers are developing more eco-friendly and sustainable vessels, and one of the rising trends is incorporating hybrid propulsion systems into refits, which allows the boat to navigate with reduced emission and increased fuel efficiency.

Explore the hidden gems of the Athenian Riviera & Mykonos

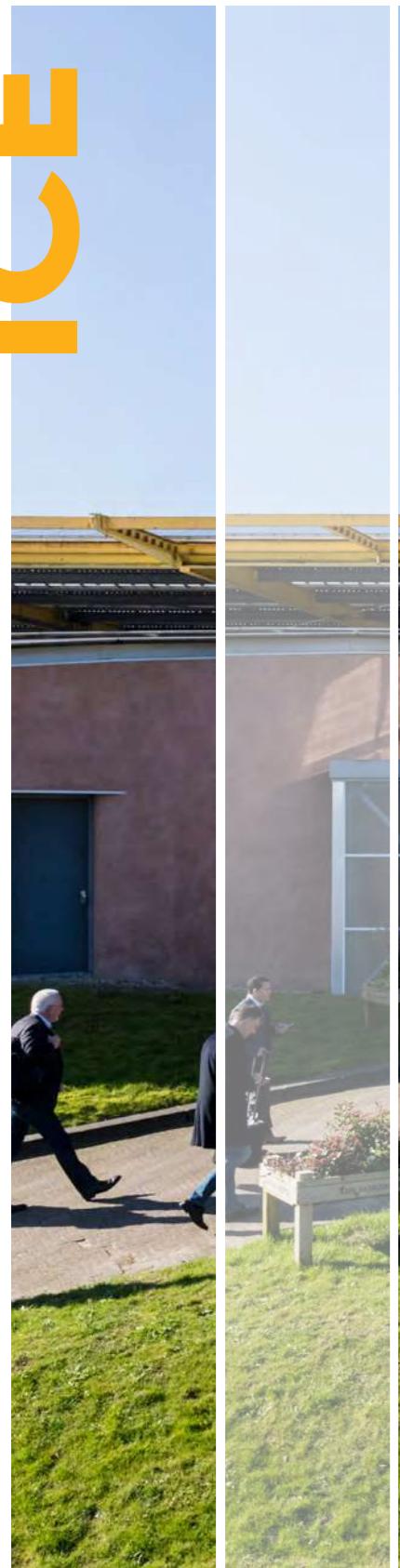


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# International Charter Expo

The International Charter Expo - ICE was created more than a decade ago, as a place in which the owners/operators/central agents would meet with the brokers once a year.

# A

yacht charter was born in Scotland in the early 19th century. It was not called "a yacht charter". It wasn't called anything. It was just families with crewed boats hosting other families on board. Slowly, it began catching on as a popular way of showing one's hospitality to friends and business partners. This strange custom spread across the Atlantic, where it first started growing, mostly in the Caribbean.

## Did You know...?

According to some records, the first boat show was held in New York in 1905. About this time, there was still nothing resembling modern yacht charter, it was a sporadic occurrence, a sign of good will between two parties: one owning a boat, the other wishing to enjoy a boat. Commercial yacht charter was slow to develop, until a New Jersey dentist, Jack Von Ost, founded Caribbean Sailing Yachts (CSY)





ICE IS EXTREMELY  
BENEFICIAL, ONE OF  
THE BETTER EXPO'S  
WE ATTEND. THIS YEAR, I  
NOTICED A SIGNIFICANTLY HIGH NUMBER  
OF PARTICIPANTS. WE HAVE EXTREMELY  
USEFUL MEETINGS, AND I'M CONVINCED  
IT'LL BE VERY BENEFICIAL FOR OUR  
BUSINESS. THE ORGANIZATION IS, AS  
ALWAYS, AT A VERY HIGH LEVEL.

STIPE PETRIČEVIĆ, MASTER CHARTER



in Tortola in 1967. Then, it was newspapers and word of mouth, as methods through which Jack promoted his fleet and made a living out of it.

#### B2B2C business

Today, in the vast global market of endless goods and services available around the world, by endless proprietors, yacht charter has become something we would call a B2B2C business.

Not even half a century ago, owners and operators of crewed yachts relied on themselves for acquiring clients for their yachts. It required multitasking and using several different skill sets: one had to be able to maintain yacht, train and supervise a crew, market and advertise the business, and execute a perfect charter. That was not easy. It's still not.



This is why the B2B2C. Today, yacht charter without a mediator between the yacht operator and the client is unimaginable. The expectation of the yacht owner/operator is to have frequent, well chosen, and well-informed clients. The expectation of the client is to have full focus of the one organizing his/her vacation. This is where a broker comes in.

#### Execution without a glitch

Clients come from literally all around the world, to numerous and very different destinations, and even more different yachts. The broker's job is to make this happen, and to execute it without a glitch. A broker is the oil of a well-tuned machine.

The International Charter Expo - ICE was created more than a decade ago, as a place in which the owners/operators/central agents would meet with the brokers once a year.

ICE is the only place in the world where yacht charter professionals can meet each other on a global scale, without the distraction of yachts and clients. They meet to make new connections, to open new collaborations, to forge new partnerships and sometimes, friendships. Over 2,000 professionals, from over 50 countries, representing almost the entire global yacht charter market, are going to meet in Amsterdam in November 2024.



EXCELLENT EXPO. WELL  
ATTENDED, USEFUL AND  
VERY BUSINESS BENEFICIAL.  
LOCATION AND TIME OF YEAR  
ARE IDEAL. WE LOOK FORWARD  
TO THE EXPECTED INCREASE IN THE  
NUMBER OF CREWED CHARTER PLAYERS.

MARC GERO, MYSEA



Photo: Unsplash



ICE has changed locations every couple of years in order to ensure its international, even global character. With every move it has created a larger following. Amsterdam, the travel hub, the proverbial center of the world, is going to host a global network

ICE IS A COMPLETELY DIFFERENT SHOW; THERE'S NO OTHER SIMILAR SHOW, TO COMPARE IT TO. IT HAS ITS ADVANTAGES THAT EVERYONE KNOWS—IT'S A CHARTER-ORIENTED B2B EXPO, WHILE OTHERS ARE NOT.

DARKO ŠUPUK, TOUCH ADRIATIC [touch@driatic.com](mailto:touch@driatic.com)



of central agents and retail brokers in the business setting of EXPO Greater Amsterdam.

#### Help of a matchmaking app

With the help of a matchmaking app, over 20,000 meetings are going to be pre-arranged before the actual event. Every CEO, every fleet or charter manager, every broker, is going to be able to find and contact just the one individual or company he/she needs to meet. ICE has been consistently growing, mainly because it is the most productive and cost-effective B2B yacht charter event on the planet.



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SAILING

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- ▷ Flex pick-up and drop-off point
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*Save the date*

# Croatia Yacht Show

October 9th-11th, 2024

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# Croatia Yacht Show

Does the industry really need another crewed charter show? Actually, it does.

Croatia, a country on the east Adriatic coast, has been slowly, but surely, rising through the ranks of the most popular yachting destinations of the world. Within the last 25 years, Croatia has become a beacon of modern yacht charter. In bareboat charter it rivals Greece, equal in size and attraction. The crewed charter development has been slower. Superyachts not only have a more niche, less flexible community, but also require specific infrastructure to survive and thrive. In the last decade, some circumstances have changed favorably. Today, Croatia is on the verge of becoming the next superyacht destination for charter guests around the world.

This is why...

... the Yachtmaster Group, a specialized yacht-charter-event company, started the Croatia Yacht Show. The mission is to prepare for the arrival for the rising superyacht charter fleet, the vision is to

THE MISSION IS TO PREPARE FOR THE ARRIVAL FOR THE RISING SUPERYACHT CHARTER FLEET, THE VISION IS TO CREATE ONE OF THE MOST LUXURIOUS, PRODUCTIVE, BUT NONTHELESS FUN EVENTS THE CHARTER COMMUNITY HAS EVER SEEN

create one of the most luxurious, productive, but nonetheless fun events the charter community has ever seen.

#### Did You know...?

The origins of crewed yacht charters do not stem from wealthy families sailing along the coast of Italy in the early 19th century, or even from royalty on the French Riviera where they took to the sea to escape the heat.

In fact, they come from the often hostile Scottish seas in the late 1800s and early 1900s, when agricultural workers from the Highlands laid down their tools to skipper for Scotland's wealthy industrialists in a series of summer yachting races. According to some records, Scots, such as the Singer sewing machine family, the Teacher whisky family,

and the Lipton tea family, were all sailing fans who recruited local crofters from the Scottish Highlands to crew their yachts.



AN OPPORTUNITY TO SHOWCASE SANLORENZO CREWED YACHTS ON A SHOW IN THE ADRIATIC IS A GREAT IDEA. ADDING A YACHT SALES SECTION WOULD BE EVEN BETTER.

**FRANZ SCHILLINGER, SANLORENZO SOUTH CENTRAL EUROPE**

**SANLORENZO**



Photo credits: © Thomas Pagani



Photo credits: © Piero Lissoni

#### SX112: The sea on board.

Observing the superstructure that reaches forward, and the beach area with the proportions of a large terrace, it becomes immediately clear that the SX line is a revolutionary project. Functions and uses of spaces intertwine, giving rise to a "crossover" yacht that is perfect for the sophisticated contemporary owner.

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**SX112**

Slowly, it became clear that not only friends and business partners were interested in this experience: others were willing to compensate the owner and crew to experience this luxury.

The custom of yacht-crew hosting guests on their yacht has thereafter spread to sailing destinations across the globe. Consequently, most of these destinations have developed events to showcase their yachts and crew. To measure, to compare, to boast with, and to advertise their expertise. Most popular yachting destinations like the Caribbean, France, Greece and Turkey have their own yacht shows.



ADDITIONALLY TO THE STANDARD YACHT TYPES AND MODELS, CROATIA HAS IT'S OWN SHIPBUILDING INDUSTRY FOCUSED ON YACHTS 30-50 M. MUCH LIKE TURKEY WITH IT'S WOODEN GULETS, CROATIA WILL DIFFERENTIATE WITH THESE STEEL CUSTOM MOTOR SAILORS. THE CREWED AND LUXURY CHARTER BUSINESS WILL SURELY CAPITALIZE ON THIS.

**TINO PROSENIK, YACHTMASTER GROUP**



SUCH NUMBER OF YACHTS AND COMPANIES, AND SUCH A SPECTACLE ITSELF, WILL SURELY YIELD A TON OF BUSINESS FOR THE YACHT PEOPLE, AS WELL AS THE MARINA ITSELF. I'M LOOKING FORWARD TO IT.

**SANJA JELIĆ, MARINA 21 GROUP**

## Croatia's Yacht Charter Company



Visit our website



### "EVERYTHING IS POSSIBLE FOR ONE WHO BELIEVES"

Master Charter has been present in the Croatian charter market for over a decade, leaving its mark since its foundation in 2006. What began as a modest local enterprise has become a cornerstone of the Croatian charter industry.

We initiated our voyage with humble yacht rentals, but our ambitions soon pushed us to central yacht management and, eventually, crafting opulent vessels on the Adriatic waters. Our growth has been underpinned by years of forged partnerships with shipowners and a committed presence at esteemed boat shows. This unique blend of theoretical knowledge and practical expertise has propelled us to explore diverse sectors within the charter market.

Master Charter has crafted an extraordinary narrative in charter rentals, aligning with domestic and global market trends. We pride ourselves on transforming the ordinary into the extraordinary, ensuring every journey on our charters becomes a story worth sharing. Whether it's a tranquil voyage on the Adriatic or a luxurious adventure at sea, we are here to make each charter an unforgettable experience.



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# East Med Multihull & Yacht Charter Show

Next to MEDYS in Nafplio, and the Multihull Show in La Grande-Motte, EMMYS is the largest gathering of multihulls in the world. Unlike La Grande-Motte, which is focused on yacht sales, EMMYS pursues the purpose of advancing the crewed charter business.

**E**MMYS is held in Poros, and in 2023 it was timed right after MEDYS show in Nafplio and before TYBA show in Gocek. In that way, it was positioned conveniently for those visiting two, or even all three shows. In 2024, this is going to change and EMMYS will precede the Nafplio show.

**Challenging venue with very strong attendance**



Poros island is a challenging venue for a boat show. Any island is. Nevertheless, attendance was very strong: with 90 yachts in water, consisting of 45 catamarans, 32 motor yachts and sailing monohulls making up the rest, it was an impressive sight on just 800 meters of quay.



BROKERS FINALLY GOT TO SEE OUR CREWED CATAMARAN FLEET, AND THE NETWORKING ELEMENT WAS GREAT. I WOULD BE VERY HAPPY IF WE COULD MAKE THE SHOW MORE ENVIRONMENTALLY FRIENDLY: THROUGH ELECTRONIC BROCHURES, LIMITED USE OF PAPER, USE OF ONLY RECYCLED MATERIAL, AND NO PLASTIC.

BARBARA GABRIEL, FLY YACHTING



Poros is a little Greek island located at the heart of the Saronic Gulf, close to the islands of Aegina and Agistri. The proximity of Athens is what makes it a great boat show venue. The island can be reached by ferry from Athens and it can also be accessed by car via the port of Galatas. For EMMYS 2023, some visitors arrived from Athens, some by car, and some directly to Nafplio.

Regardless of arriving from Athens or Nafplio, the arrival experience is exquisite. Brokers that have already been to Nafplio mostly boarded the exhibiting yachts there and took the organized



shuttle bus to Poros. Others took the ferry from Athens or drove. All these options were very enjoyable.

#### True Greek night

The opening party for the show was held at the Golden View Hotel. All attending brokers, yacht crew members and yachting representatives were invited to network and experience a true Greek night. As a surprise, a national folklore group entertained the crowd with the famous sirtaki dance. It was truly a night to remember.

Throughout the day, brokers visited the yachts, met with the crew and discussed past and future bookings. Each yacht was perfectly presented to the brokers. The brokers were also invited to enjoy lunch or dinner hosted on yachts they could attend during all show days. In that way, they were able to experience for themselves the high level of cuisine offered on board.

THERE TRULY IS NO BETTER WAY TO UNDERSTAND WHAT A CREWED YACHT OFFERS THAN TO SPEND A FEW DAYS ON BOARD IN THE WARM GREEK SUN

## Yachts on EMMYS

- ELENA, 31m
- BLUE DREAM, 30m
- DREAM, 30m
- KOUKLES, 29m
- DIVINE, 29m
- THIS IS MINE, 27m
- MYRA, 27m
- STELLA QUEEN, 27m
- ERATO, 27m
- RUBY, 27m
- SPIRIT L, 26m
- MIRAVAL, 26m
- MYTHOS G, 26m
- WIND WEAVER OF PENNINGTON, 26m
- ANASSA A, 26m
- COSMOS, 25m
- ANEMOS, 25m
- GENNY, 24m
- ABOVE & BEYOND, 24m
- NINETEEN, 24m
- KENTAVROS II, 24m
- FOR EVER, 24m
- JUST MARIE II, 24m
- OXYGEN 8, 24m
- SALTY, 24m
- HERCULE POIROT, 24m
- BLUE ANGEL, 23m
- AZURE, 22m
- ELENTARI, 22m
- MY WAY, 22m
- SEA U, 22m
- MARLIN, 22m
- AGATA BLU, 21m
- ALTEYA, 21m
- LEGEND, 21m
- ANTAMAR II, 21m
- MIREN, 21m
- LIFETIME, 20m
- SHOOTING STAR, 20m
- KIMATA, 20m
- ALOIA, 20m
- SERENISSIMA, 20m
- ALEXANDRA II, 20m
- PIXIE, 20m
- WORLD'S END, 20m
- WHITE CAPS, 20m
- CHRISTAL MIO, 20m
- VALIUM 67, 20m
- DISTAR PRINCESS, 20m
- JULY, 20m
- MOJO, 20m
- ALEGRIA, 20m
- AETHER, 20m
- ATLANTIS, 19m
- CARPE DIEM, 19m
- VALIUM 62, 19m
- SELENE, 19m
- PEARLY GATES, 19m
- ORION, 19m

## Yachts on EMMYS

GRACE, 19m  
DIAL II, 19m  
ASTORIA, 18m  
NAMASTE, 18m  
ALLURE, 18m  
EPHORIA, 18m  
MOONLIGHT, 18m  
POSEIDON, 18m  
HIGH JINKS, 17m  
VALIUM 55, 17m  
FOR SAIL, 17m  
HYDRUS, 17m  
STARLIGHT, 17m  
HIGH FIVE, 17m  
NEW HORIZONS 3, 17m  
FLO, 16m  
NOMAD, 16m  
LUCKY CLOVER, 16m  
VALIUM 52, 16m  
ONEIDA, 31m  
QUEEN OF DIAMONDS, 16m  
JEWEL, 16m  
TI AMO, 16m  
ELVIRA, 15m  
PI 2 Π, 15m  
IMER, 15m  
KALIMAR, 15m  
TORO BIANCO, 15m  
ANDIAMO, 15m  
MAKORO, 15m

### When networking is fun

Additional fun networking events were organized on yachts, such as yacht hop aboard two 80 ft Sunreef catamarans, as well as a variety of parties hosted on individual yachts.

There was a chef competition following the closing of the show and the brokers were invited to participate in a fam sailing trip to several Saronic islands, including Agistri, the tiny island of Moni, and the pistachio island of Aegina, so that they could learn more about this very appealing Greek region. The trip lasted 4 days and 3 nights, and was a phenomenal way to experience the yachts displayed in Poros. There truly is no better way to understand what a crewed yacht offers than to spend a few days on board in the warm Greek sun.

A chef competition was held as part of this event, featuring some of the most talented chefs in the industry showcasing their skills in front of a panel of judges. Set against the stunning backdrop of the Aegean Sea, the award ceremony was held at the Syggrou Amphitheater.



**SAILING  
MODE**

## SAILING FAM TRIP

Author: Antonija Hajman



**May 7 '23** On this sunny morning, agents boarded their designated yachts and departed to Epidaurus. The wind was favorable, the sky was clear and the spring sun was warming with unseasonable intensity. While sailing around Methana, lunch was served. The fleet cast anchor in the Epidaurus Bay. Before dinner, a trip to the Epidaurus Ancient Theatre was organized.

 **Tubber**  
Any boat, anywhere, everybody

**May 8 '23** In the morning, the fleet headed for Agistri. Without any wind, the planned sailing day turned into a swimming day. After anchoring in one of the Agistri's picturesque bays, it was time to test the water toys - SUP, sea bobs and kayaks on board. Later, lunch was served on board.

After a relaxing day, yachts fired up their engines and headed to Aegina. As it was getting late, the crew of GENNY, a Sunreef 80, the flagship of the flotilla, threw a party. The chef on each yacht prepared a meal, as the agents gathered to enjoy a family style dinner.



**May 9 '23** An early morning visit to Moni island was organized. Moni island is one of the most interesting islands in the Saronic Gulf, as it features sandy bays and wild animals, such as peacocks and deer, playing freely at arm's length. Under the pink sunrise, with dolphins breaching in the distance, it was a dreamy, surreal setting.

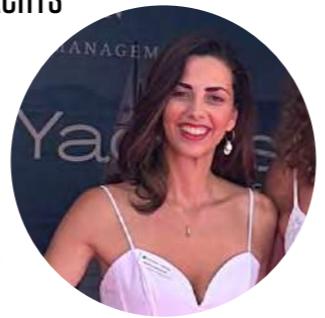
After the magical morning, it was time to head for Aegina - the island of pistachios. It's one of the Saronic's most popular tourist destinations, as it is the closest island to Athens and it is full of colorful streets and historic monuments.

Upon the return to Athens that evening, and the farewell dinner, it was back to reality. The trip is over, but the memories will last forever.



FOR FUTURE EVENTS LIKE EMMYS, WE SHOULD EXPLORE NEW, INTERACTIVE ELEMENTS OR THEMED EXPERIENCES TO FURTHER ENGAGE ATTENDEES AND MORE SUSTAINABLE PRACTICES TO MINIMIZE THE ENVIRONMENTAL IMPACT OF THE EVENT.

**DIMITRA BARBAGIANNI,  
ATHENIAN YACHTS**



## THE NEW BAVARIA C46

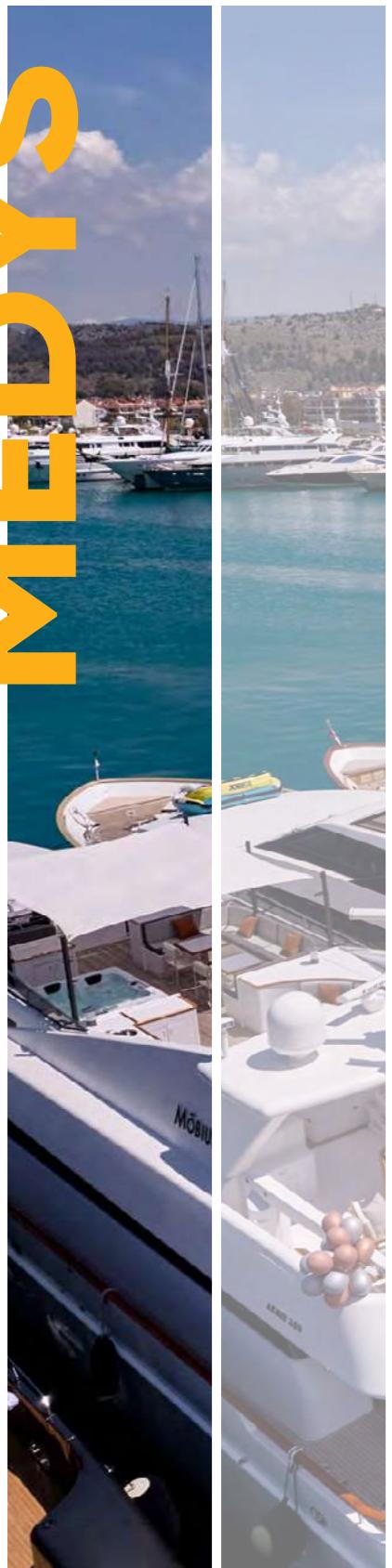
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MEDYS



# Mediterranean Yacht Show

Next to the Monaco Yacht Show, MEDYS is the largest gathering of crewed yachts, with the purpose of advancing the charter business.

**M**EDYS is the first, and largest, of the three crewed charter shows held one after another in the East Med. The venue, a quaint tourist town of Nafplio, is a perfect setting for such an event. With the typical East Med scenery, it offers a beautiful backdrop of the Fortress of Akronauplia, overlooking the Argolic Gulf. Beneath the cliffs of Akronauplia and its fortress walls lies the picturesque town with a port that hosts a hundred beautiful yachts, representing the richness of Mediterranean nautical tourism.

## Summer transformation

Even though arrival is not as easy as just landing in Athens, the trip is worth it. Shuttles were organized from Athens, but even a rental car from Athens is worth considering. As probably many professionals in the yacht charter industry can attest, more time should be spent getting familiar with charter destinations. The two-hour



drive to Nafplio is not as spectacular as the Pacific Highway or the Amalfi Drive, but it will give you the opportunity to familiarize a bit with the local milieu, the places, and the people.

Driving along the Saronic Gulf, one is reminded of its size, stretching out as far as the eye can see. When charter clients get a recommendation to stay in the Saronic and Argolic Gulf, they often see it as too small of an area. It is definitely not.

The town of Nafplio is small, housing about 30,000 residents, but in summer, or even on a sunny winter weekend, it transforms into a bustling beehive of activity. With



THE IMPRESSIVE LINEUP  
OF YACHTS, PROFESSIONAL  
ORGANIZATION FROM BEGINNING TO END,  
AND THE IMPRESSIVE INTERNATIONAL

ATTENDANCE MAKES IT UNDOUBTEDLY  
ONE OF THE MOST IMPORTANT  
SHOWS IN THE YACHTING CALENDAR."  
ILI "LOOKING AHEAD, WE WOULD  
SUGGEST INCORPORATING A COMMON  
SOCIALIZING AREA IN FUTURE EVENTS  
TO ENHANCE COLLABORATION AND  
ENGAGEMENT AMONG PARTICIPANTS.  
**SANJA NEVEŠČANIN, YACHT IN**



colorful shops, art galleries, romantic cafes and prolific restaurants, it is an endless source of fun and discovery.

### Treat for professionals

You can sit on a bar terrace of Rosso, in a sawed-in-half Volkswagen Beetle, enjoying great music and atmosphere at reasonable prices, dine at 3SIXTY, one of the colorful restaurants, or stand in a line for an hour in order to try the iconic ice cream at the

Antica Gelateria di Roma. Even if you completely forget about the yachting business, the main reason for your visit, you will not regret a minute of your stay.

At the Port of Nafplio, 92 superyachts with a cumulative LOA of 3,5 kilometers, and an average length of 44 meters, were docked.

This makes the 8th edition of MEDYS a treat for any professional in the yachting industry. This is the reason why professionals from 31 countries gathered in Nafplio in 2023.

The flagship of the show, the 85-meter O'Ptasia,



overshadows the rest of the yachts, but only by little. The 59-meter Benetti yacht Idyllic, and the 50-meter sailing yacht Baracuda from Perini Navi will impress just as much. Some of the most impressive yachts, to name just a few, were also the 73-meter superyacht LADY VERA, the spectacular 35-meter yacht O'NIERO, the 50-meter Admiral yacht OURANOS and the 60-meter superyacht O'EVA.

### Technological wonders and exquisite design

The majority of yachts were motor yachts above 24 meters, but there was a subset of sailing yachts and crewed catamarans, adding diversity to the show. The array of technological wonders and exquisite design is just the surface, hiding the luxurious interiors that so many clients dream of. The rise of the crewed



IT WAS OUR FIRST TIME  
EXHIBITING AT MEDYS THIS  
YEAR, AND FROM THE MINUTE  
WE ARRIVED IN NAFPLIO, WE  
KNEW WE HAD MADE THE RIGHT  
CHOICE, AND WOULD RETURN!

**CANDICE CHRISTIANSEN, CHARTER ITINERARY**



## Yachts on MEDYS

O'PTASIA, 85m  
LADY VERA, 74m  
O'EVA, 60m  
IDYLIC, 59m  
RARE FIND, 55m  
PERSEFONI I, 54m  
SEAHORSE, 53m  
AKIRA ONE, 52m  
INVADER, 50m  
JO I, 50m  
ALEXANDRA, 50m  
MARLA, 50m  
OURANOS, 50m  
MEIRA, 50m  
BARACUDA VALETTA, 50m  
ROLA, 48m  
OASIS, 48m  
ORIENT STAR, 47m  
KASSANDRA, 47m  
TAMARITA, 47m  
SOMETHING COOL, 45m  
DALOLI, 45m  
BELLA STELLA, 45m  
IPANEMAS, 45m  
GRANDE AMORE, 44m  
BLISS, 44m  
ELEMENT, 43m  
LIBRA Y, 43m  
CONDORA, 42m  
SEA WOLF, 42m  
O'RION, 41m  
O'PATI, 40m  
PATHOS, 40m  
MAMMA MIA, 40m  
AQUA LIBRA, 40m  
MADO, 39m  
MOBIUS, 38m  
KINTARO, 38m  
MAGIX, 38m  
EVA, 37m  
LADY RINA, 37m  
AQUILA, 37m  
ENDLESS SUMMER, 37m  
OPTION B, 37m  
PANDION, 37m  
RIVA I, 37m  
CAN'T REMEMBER, 36m  
O'NEIRO, 36m  
IRAKLIS L, 36m  
GITANA, 36 m  
HELIOS, 36m  
MAKANI II, 35m  
SOLE DI MARE, 35m  
LOANA, 35m  
ARKTOS, 35m  
OAK, 35m  
ERATOSTHENES, 35m  
WHITE PEARL I, 34m  
BENIK, 34m  
PRINCESS L, 34m

## Yachts on MEDYS

BIANCA, 33m  
AMICI PER SEMPRE, 33m  
ALAYA, 33m  
SANJANA, 33m  
PRINCESS L, 32m  
RARE DIAMOND, 32m  
TROPICANA, 32m  
TIGRA, 32m  
MARTINA, 31m  
INFINITAS, 31m  
DUKE, 31m  
BLACK LION, 31m  
JOURNEY, 31m  
OVAL, 31m  
SUNCOCO, 31m  
SUMMER FUN, 30m  
HAKUNA MATATA, 30m  
SEVEN S, 30m  
KARMA, 30m  
GRACE, 30m  
ELVI, 30m  
AIZU, 30m  
GIOE I, 29m  
STAR LINK, 28m  
MELI, 28m  
LIANA H, 28m  
WIDE LIBERTY, 28m  
ESTIA YI, 27m  
ALEXIA AV, 27m  
ZEN, 27m  
ESTIA POSEIDON, 26m  
ZOI, 26m  
MELITI, 26m  
NADAMAS, 24m  
SAMELI, 23m  
STADIUM, 22m  
DAIQUIRI, 21m  
ALMA, 19m  
NOVA, 19m  
MELITI, 17m  
AURA, 17m  
MOYA, 17m  
WHITE PEARL, 16m

YOU CANNOT MISS THE SHOW IF YOU WORK IN THE YACHT CHARTER INDUSTRY. I WOULD NOT CHANGE ANYTHING, THE ORGANIZATION WAS REALLY GOOD.  
EVA JERAŠA, MENNYACHT



charter industry is driven by this, as well as the superior service these yachts professional crews provide.

International companies such as Camper & Nicholsons, Y.CO, IYC, Northrop & Johnson, and many others, use this opportunity to promote their fleet to the industry's professionals and the public.

### Breeze of excitement

It was a bit unusual to see that the event was fully open to the public. At times the quay turned into a bustling promenade of families with children, gazing at the shiny yachts.

The red carpet, rolled out for central agents and retail brokers, was not wide enough for the curious crowds. It was not a huge problem, as professionals found their way through the crowd to meet the people they came to meet. The occasional rain shower helped to clear the crowds and make room for the people at work. The combination of the professional and public was not all that bad, since it brought a breeze of excitement and wonder to the otherwise potentially too serious ordeal.

There was another factor contributing to the level of fun in Nafplio: the White party by Istion. With Ioannis Kourounis at the helm, the Istion fleet is always in the center of attention. Even for seasoned professionals with countless events behind them, an event of such complexity and obvious attention to detail is awe-inspiring. The open-air event was built up from scratch within just a couple of hours to such an extent that it looked like it had always been there. And it disappeared in the night even faster, just before the storm swept over the town.

Among these marvelous architectural feats an amazing party took place, making hundreds of charter people turn a bit sillier than they planned to be. The Mediterranean Yacht Show 2023 was a success. It was just as productive as it was enjoyable. Nafplio proved, one more time, that it cannot only handle this event, but also add to its appeal.

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TYBA



# TYBA Yacht Brokers Association Yacht Charter Show

Gocek is a small, but very touristic village in the Mugla region, between Marmaris and Fethye, a stone's throw from the Dalaman Airport. Its location, and the lush green setting in the bottom of grandiose Gocek Bay, assured its development into a beautiful tourist magnet.

W

hat is basically only one busy street, and parallel with it, a romantic shore promenade, Gocek is all one needs to feel at home. The street is packed with colorful shops and boutiques, the air full of fragrance - of food, fabric and perfume. With half a dozen marinas lined up along the shore, there's a stark contrast between the marine workers hustling about with cargo and purpose, while the shopkeepers are sitting idly in the street, exchanging cheerful greetings and short conversations. The shore promenade is lined with diverse restaurants, ranging from traditional and oriental to modern, Western cuisine. The thick





ONE OF THE TOP 3 SHOWS  
OF THE YEAR BOTH  
COMMERCIALLY AND FOR  
MAKING NEW FRIENDS AND  
CONNECTIONS.

MIKE SAGER, ANKOR SOFTWARE



canopies above the restaurant terraces offer shelter from the scorching summer sun, as well as a romantic night time setting, since all of them are decorated with some kind of illumination.

Turkey is an amazing charter destination, with a significant charter fleet. It would be contender for the position of the best charter destination, were there not never-ending geopolitical and economic disturbances. The potential of the Turkish coast, its pristine nature, the well-



developed crewed charter fleet and unparalleled hospitality, are the cornerstones of productive, sustainable tourism.

#### Small but significant

The TYBA show was held in D-Marin Göcek, at the far end of the marina district. It's a relatively small crewed charter show, but nevertheless significant, since it's one of just three such events in the East Med. To overlook Turkey as a crewed charter destination would be unforgivable, and the same applies to this show.

More than 50 yachts were presented on the furthest pier in D-Marin. Even though it was just one

BESIDES THE YACHT EXHIBITION, TYBA ORGANIZED AN ARRAY OF EVENTS, FROM EDUCATIONAL AND INFORMATIONAL TO SOCIAL. THE VISITORS WERE ABLE TO ATTEND EXPERT-LED SEMINARS COVERING A RANGE OF SUBJECTS, BUT MORE IMPORTANTLY, THERE WERE SEVERAL VERY PLEASANT SOCIAL EVENTS

pontoon, the feel and ergonomics of the show were excellent. With a small exhibition area, a lounge area and a very forthcoming reception, visitors could want for nothing.

The main objective of the show was to showcase a sample of the Turkish charter fleet to industry professionals. The primary focus was on the exhibition of traditional luxury gulets - motorsailers, even though motor yachts were also present.

The largest yachts that attended the show were the 64-meter sailing yacht Running On Waves and the 54.5-meter motor yacht Quinta Essentia. The rest were mostly gulets, featuring unique interiors and spacious decks, made specifically for enjoying the Turkish coast.

Even though gulets have had a tough climb into the

## Yachts on TYBA

RUNNING ON WAVES, 64m  
QUINTA ESSENTIA, 55m  
ADMIRAL, 47m  
LA BELLA VITA, 45m  
CROCUS, 43m  
LADY i, 43m  
SON OF WIND, 42m  
PERLA DEL MARE, 42m  
LONG ISLAND, 42m  
HALCON DEL MAR, 40m  
ARIELA, 40m  
ATLANTIKA, 40m  
NEVRA QUEEN, 40m  
QUEEN OF MAKRI, 40m  
DOLCE MARE, 40m  
BABYLON, 40m  
DEEP WATER, 40m  
DRAGON FLY, 39m  
LA PIETRE, 39m  
BELLA MARE, 38m  
TIGRA, 37m  
TUYIKA S, 37m  
SILVER MOON, 36m  
LADY CHRISTA, 36m  
QUEEN OF DATÇA, 36m  
GO YACHT, 35m  
STELLA FIERA, 35m  
OĞUZBEY, 34m  
PERLA DEL MAR 2, 34m  
AEGAN SCHATZ, 32m  
TORINI, 32m  
ESTRELLA DE MAR, 30m  
ZEEMAR, 30m  
bBLUE HEAVEN, 30m  
GRACE 1, 30m  
MERMAID, 30m  
MISS B, 29m  
LUJA, 28m  
AMAZON SOLO, 28m  
DIVA DENIZ, 28m  
CAPRICORN 1, 27m  
KAFTAN, 27m  
KANARYA, 27m  
LIBERATA, 27m  
BORAM, 26m  
ÇINAR YILDIZI, 26m  
TANGO CHARLIE, 26m  
HUBO, 26m  
DERYA DENIZ, 24m  
SIMAY S, 24m  
TALIA, 24m  
CARPEDIEM CORAL, 24m  
DİLİNİŞİN, 24m  
BEYAZ LALE, 24m  
SIMAY M, 23m  
PERDUE, 23m  
HÜRREM, 22m  
RÜZGAR, 22m

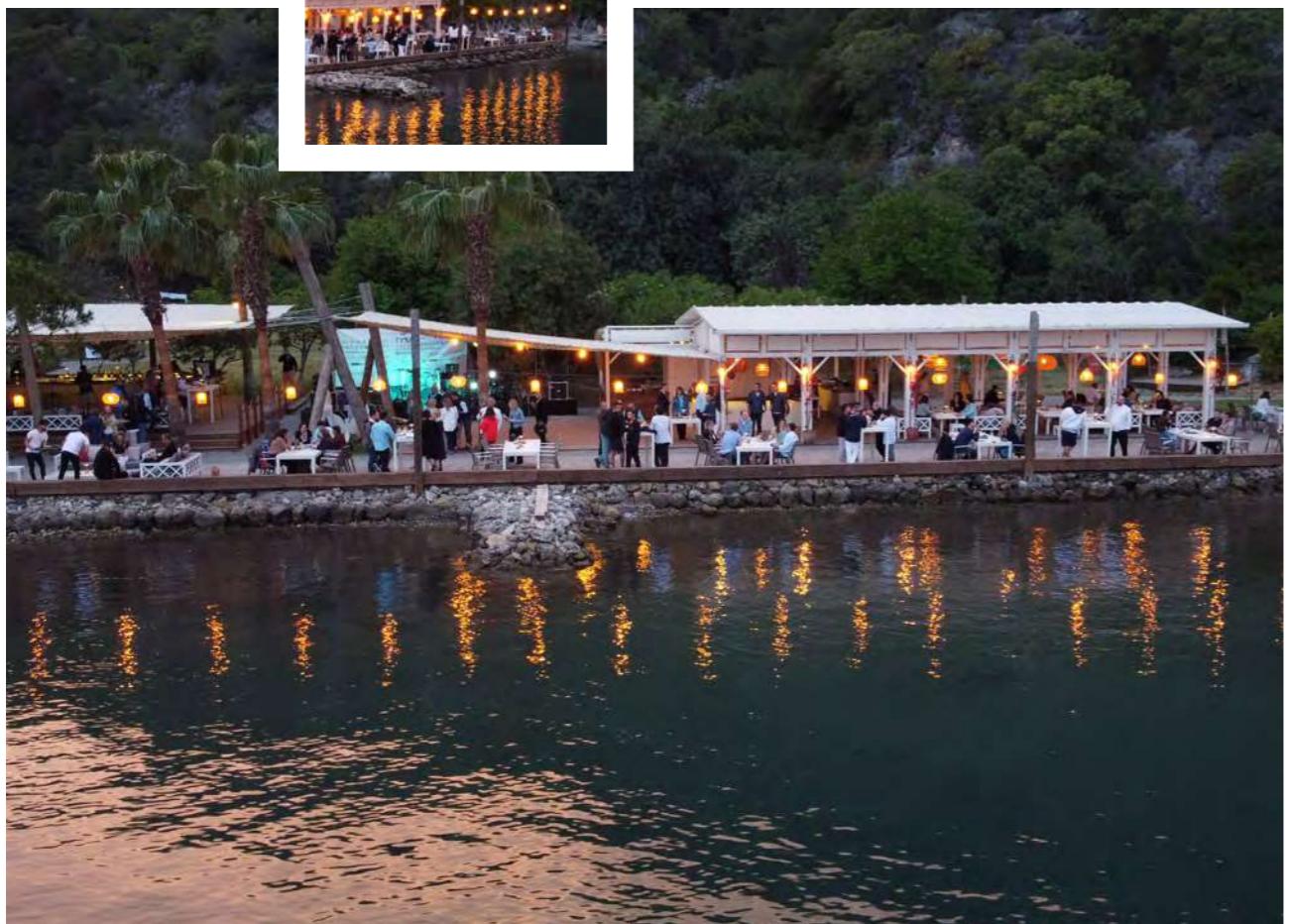
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EVENTS: TYBA, Gocek

I BELIEVE D-MARIN IN GÖCEK IS A GREAT LOCATION FOR THIS SHOW. BOTH THE SHOW AND THE GALA DINNER AT THE ONNO CLUB, AND THE CORRESPONDING NETWORKING WAS A GREAT SUCCESS.  
JOHN BOUCSEIN, OCEAN INDEPENDENCE

OCEAN  
INDEPENDENCE



charter realm, today these specific yachts are a great choice for many charter clients. Reaching the length of 30m, these charter yachts will offer up to 8 guest cabins, catered by the crew of 5. The deck is huge and can support multiple dining and lounge areas. All this is offered for a very competitive price. Besides the yacht exhibition, TYBA organized an array of events, from educational and informational to social. The visitors were able to attend expert-led seminars covering a range of subjects, but more importantly, there were several very pleasant social events, of which most notably, on the final evening of the show, a Gala Dinner at ONNO Yacht Club was organized. Excursion boats picked up the show participants from the exhibition dock and brought them to the restaurant location, a couple miles from the marina. The location and the restaurant were amazing, the food and the atmosphere perfect. A beautiful ending to a well-executed yacht show.



MYS



# Monaco Yacht Show

Created in 1991 by French entrepreneur Maurice Cohen, the Monaco Yacht Show is the world's leading superyacht show of today. Yacht owners, future superyacht purchasers or charterers, decision-makers in the yachting and luxury industries attend the Monaco Yacht Show (MYS) to celebrate the superyacht lifestyle.

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bout 120 luxury yachts and superyachts are exhibited on MYS, 40 of which are unveiled during the world premiere. Ranging from 25 to 100 meters in length, the most exclusive ones are priced up to €25 million. More than 580 exhibiting companies and partners participated in the 2023 Monaco show, with the world-leading luxury yachting companies among them: yacht builders, designers, and the most important brokerage houses. Over €3 billion worth of yachts and accessories were exhibited in Monaco's Port of Hercules.



OCEAN  
INDEPENDENCE

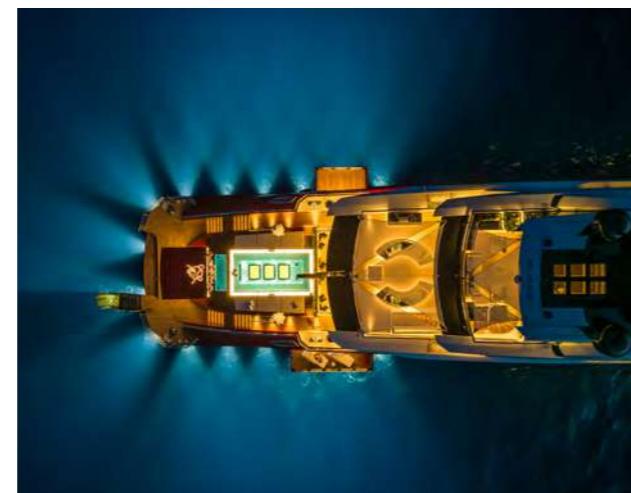
WHILE FOOTFALL ON OUR YACHTS AND STAND WERE NOT AT RECORD NUMBERS, BUSINESS AT BOTH, CANNES AND MONACO YACHT SHOWS HAS BEEN POSITIVELY STEADY, ALTHOUGH NOT WITH A HIGH-LEVEL OF TANGIBLE RESULTS TO DATE. BOTH SHOWS ARE ALWAYS STRONG ON B-TO-B PROMOTION AND NETWORKING, WHILE REAL NEW B-TO-C OPPORTUNITIES REMAIN PATCHY. ALTHOUGH OUR QUESTION IS ALWAYS AND FOR MANY REASONS, DO WE NEED SO MANY OF THEM? ESPECIALLY AS WE NOW KNOW HOW GOOD TECHNOLOGY IS AT CONNECTING US ALL.

TOBY MACLAURIN, OCEAN INDEPENDENCE



MYS 2023 was open for a total of four days. On Wednesday it was open only for holders of VIP passes, like the Discover Pass or Sapphire Pass.

You could receive the Discover Pass as an invitation from an exhibitor, while Sapphire Pass was reserved for potential buyers and it offered a set of access, mobility, and hospitality benefits. The remaining three days were open for Visitor Passes, which could be purchased for each day separately.



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The access to the different areas in the port was well organized – mobile bridges and motorboat shuttles made it easy to move around the port thanks to a complex, yet easy-to-use system. All one needs to do is ask customer service about a location and they would know how to swiftly get there the best way



### Everybody was there

Most of the leading brokerage houses have built extensive exhibits by their superyacht flagships. Companies like IYC, Ocean Independence, Fraser, Burgess, TWY, and many others, brought entire departments to Monaco. From yacht sales and management, charter and charter management, to marketing - everybody was there for the main yachting event of the year. The focus of these teams was, of course, on catering to existing and potential clients - buyers and charterers. The show was not the perfect spot for B2B meetings, and some teams even straight-up declined all B2B requests. This is actually a very reasonable strategy, since there are other possibilities for developing B2B relationships. International Charter Expo, as an example, was

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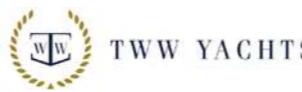


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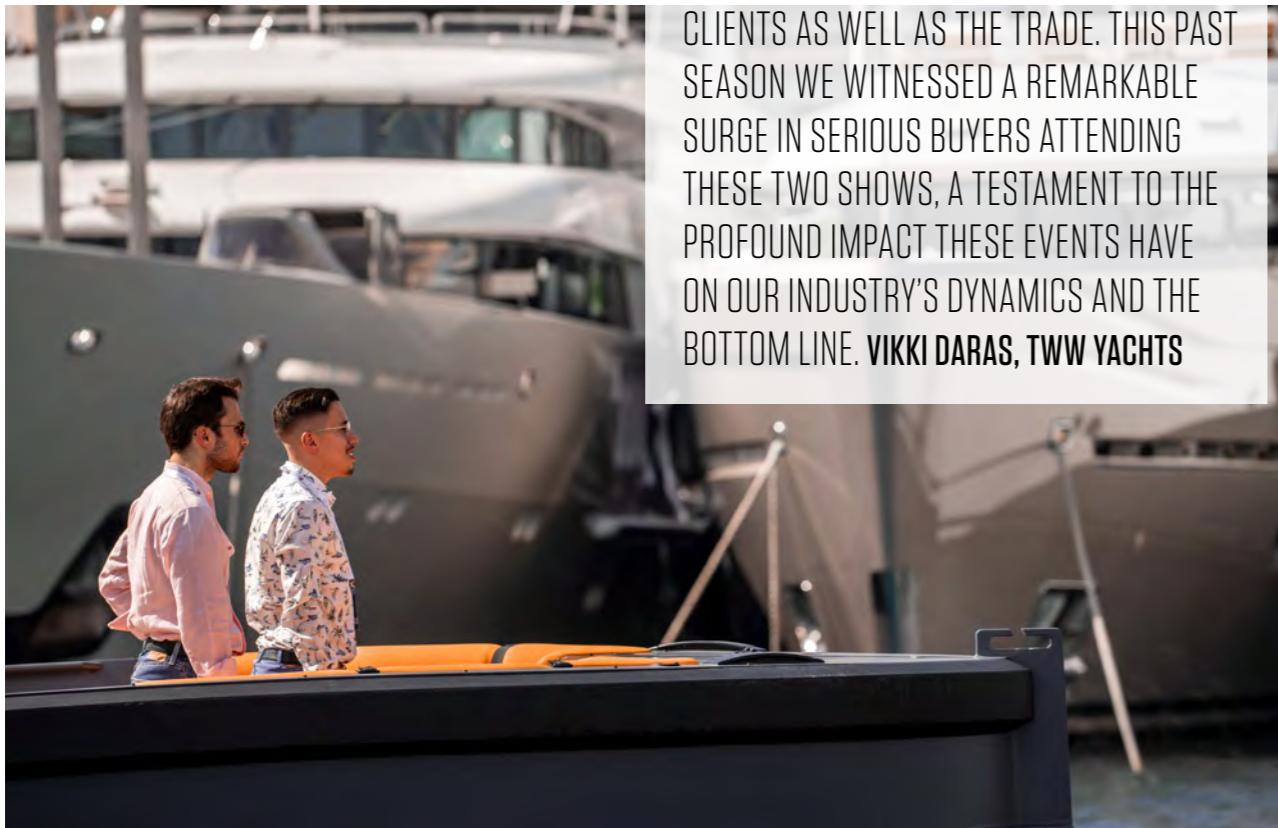
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- + Skipper & Crew Insurance Packages
- + Travel Health Insurance



created just for this purpose. With the 2023 show successfully concluded, the world awaits the next edition of MYS, its yachts, the people, the innovations and the glamor this industry just can't do without.



I AM PLEASED TO  
ACKNOWLEDGE  
THE UNPARALLELED  
SUCCESS OF THE 2023  
MEDITERRANEAN YACHT SHOWS, NAMELY  
THE CANNES YACHTING FESTIVAL AND  
MONACO YACHT SHOW. THESE EVENTS  
STAND AS THE PINNACLE PLATFORMS,  
CONNECTING OUR YACHTS WITH DISCERNING  
CLIENTS AS WELL AS THE TRADE. THIS PAST  
SEASON WE WITNESSED A REMARKABLE  
SURGE IN SERIOUS BUYERS ATTENDING  
THESE TWO SHOWS, A TESTAMENT TO THE  
PROFOUND IMPACT THESE EVENTS HAVE  
ON OUR INDUSTRY'S DYNAMICS AND THE  
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stories



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ven before it was held in two ports, it was as fun as it was productive. After splitting to Vieux Port and Port Pierre Canto, it actually got better. Some people were sceptical about the change, but they were wrong. Vieux Port for motor yachts, Port Pierre Canto for sailing yachts, with the addition of the "Superyacht brokerage" area. This area is slightly out of the center, a bit out of sight, but for those who want to meet the major CAs,

# Cannes Yachting Festival

Kicking off the yacht show season with over 50,000 visitors, 700 yachts and as many exhibitors, featuring 130 world premieres, Cannes has everything. This event offers more reasons for a visit than any other show in the yachting industry. It's a place for yacht sales, innovation showcasing, yacht charter, superyacht brokerage, a beautiful tourist destination and simply, lots of fun.



..... EVENTS: CYF, Cannes

not a bad place to be. Other than that, the food truck village offered various street food, as well as pretty decent cocktails. Many have sat down for a bite, and noticed hours later, with amusement, that half a day went by. This is worth mentioning because Cannes was never very strong with on-show hospitality, it



CANNES IS A VERY IMPORTANT SHOW FOR US AS IT HELPS US KEEP A FINGER ON THE PULSE OF THE CREWED END OF THE CHARTER MARKET. WE MADE EVERY EFFORT BETWEEN CLIENT MEETINGS TO SQUEEZE AS MANY BOAT TOURS AND CREW INTERVIEWS IN AS POSSIBLE, TO HELP US KEEP ON TOP OF NEW LAUNCHES AND DESIGNS FROM THE SHIPYARDS. A PARTICULAR STAND OUT FOR ME WAS THE NEW FOUNTAIN PAJOT 80, WHICH I THINK IS A GAME-CHANGING DESIGN IN THE 70-100FT CATAMARAN SPACE. THE LOUNGING SPACE IS INCREDIBLE!

PETER HARRISON-HILL, HELM



was even a bit irritating at times, especially the first year in Port Canto. Presumably, the average visitor is there primarily for the premieres, the most glamorous of exhibits. It is questionable though, how significant these premieres are for the yacht charter industry. In the bareboat sector, it surely affects sales when it comes to new and existing investors: a new catamaran might, however very similar to the old one, incite heightened interest and even awe, from an impressionable investor. A facelift on a yacht can sometimes work wonders. That's why some shipyards do so many, and so often. For the crewed charter industry, the needle barely moves with a new model. Of course, somebody, somewhere, catches a buyer to buy a brand-new model into charter management. This is a reason to celebrate new models, but the charter industry, as grand as it is, will barely notice.

From the 130 premieres, we can mention a few that are more related to the charter world; whether for generating new investors, or just aiding the marketing of yacht charter in general.

### Fountaine Pajot Thira 80

This catamaran offers a true superyacht feel, with new and original spaces that do not exist in other models of this size. With two side cockpits with terrace-openings, and part of the center cockpit turned towards the sea for time at anchor. Interior design in the spirit of the great yachts, with intuitive flow, shows a mature sense of ergonomics and functionality, paired with impeccable taste. Not surprisingly, it comes with a hefty price tag that some



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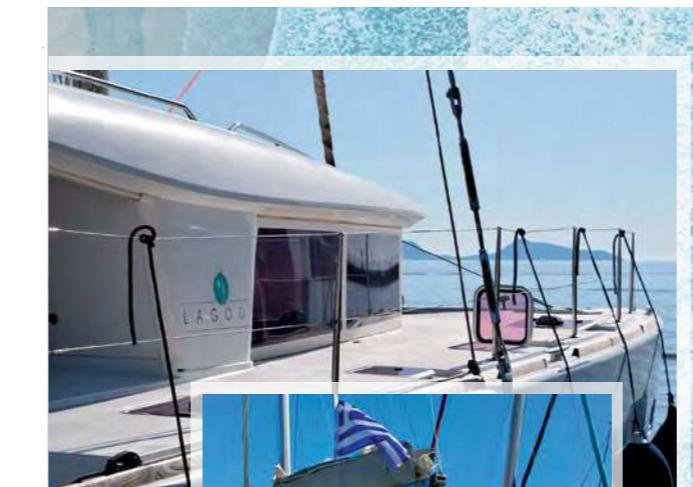
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charter-yacht investors will view with skepticism. Others will simply get one, if they haven't already.

#### Sanlorenzo SX100

The SX100 is a new piece in Sanlorenzo's innovative range that has created almost a new segment. A crossover yacht where spaces and functions come together in large, open spaces in close proximity to the sea. An expansive interior with large floor-to-



“  
WALKING THE DIFFERENT SECTIONS, EXPERIENCING THE OTHER AREAS OF OUR INDUSTRY, GETTING INTRODUCED TO NEW AND EXCITING BUSINESS OPPORTUNITIES ALONG THE WAY, AND NETWORKING - ONE OF MY FAVORITE THINGS TO DO..  
JACKIE BEN ZVI, S.Y BOATING



Photos: ©Cannes Yachting Festival

ceiling windows affords panoramic views, which makes the divide between the interior and exterior of the yacht feel elusive.

This year many exhibitors are showing increasingly greener tendencies with electric, hybrid or hydrogen propulsion. Even prefixes like "eco" can be seen, and some lines might have been crossed there.

The industry should really be more mindful about putting such attributes to a vessel of 50 or 100 tons of unrecycled and unrecyclable plastic floating in the ocean. We all agree that the environmental



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consciousness should increase in yacht building as well, but we should be realistic about it.

If we decrease the harm to the environment by 10%, we are not “eco-friendly”, we are just less harmful. Still, it's interesting to look closely at these innovations, since with the accelerating progress in technology, the green future in yachting might be closer than we think.

#### Sunreef 80 Eco

This new addition to the fleet reaffirms a path towards more sustainable yachting. The Eco 80 is designed with eco-conscious travelers in mind,



“THE CYF HAS ALWAYS BEEN AN IMPORTANT TRADE FAIR FOR US. THE CONSISTENTLY POSITIVE FEEDBACK AND THE MANY COMPLIMENTS FOR OUR DEVELOPMENT FROM CUSTOMERS, OUR DEALERS AND THE PRESS WAS TRULY OVERWHELMING.  
MARCUS SCHLICHTING, BAVARIA YACHTS”



Photos: ©Cannes Yachting Festival



featuring excessive solar panels, wind generators, and energy-efficient systems that reduce the vessel's carbon footprint.

It feels impossible to do justice to this wonderful and expansive show in so few words and so few mentions. On the other hand, it would take a myriad of pages to merely browse through everything. For this reason, we can only recommend a first-hand experience, a trip to Cannes, to soak up the sun, gaze at the yachting world of tomorrow, and get inspired to do your part today.

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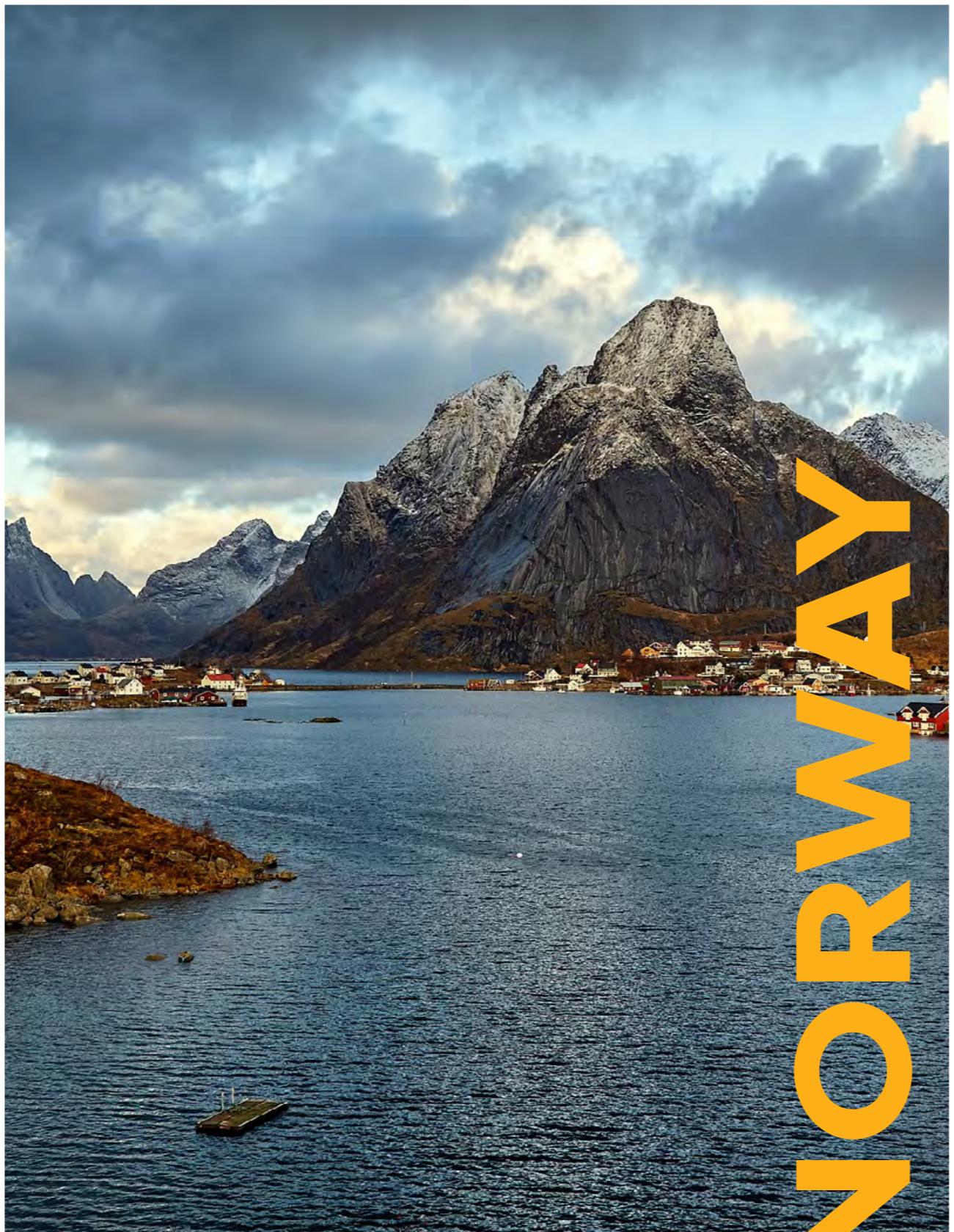


Photo: Unsplash

# The Land of the Midnight Sun

As the winter winds sweep across Norway, its sailing industry is setting a new direction with initiatives that could serve as a beacon for Europe's maritime businesses in order to extend their operations into the low season. This approach is a collective evolution within the Norwegian tourism industry, illustrating a resilient model for all-season charters.

Author: Eric James Ryan, Ph.D. | Photo: private archive, Unsplash

Norwegian charters have cast aside the notion that sailing is solely a summer activity, welcoming the natural drama of winter as a unique selling point. They've shown that guests are willing and eager to don insulated gear and embrace the brisk winds and churning seas as part of an authentic experience. Sailing through winter waters offers an electrifying perspective on the season's beauty, where even the gray sky and a sprinkle of snow become part of an unforgettable journey.

## Embracing season's unique offerings

The season's gastronomy is a highlight, featuring fresh, locally sourced seafood, such as king crabs, scallops, and cod, which are at their peak in the colder months. Local chefs may be brought on board

to transform these catches into gourmet experiences, showcasing the best of Norway's culinary traditions amid the cozy setting of the yacht's saloon. The allure of winter extends beyond sailing, with the Norwegian coast offering a playground for skiers and





whale watchers searching for snowy peaks and pods of abundant orca whales. The backdrop of the aurora borealis creates a magical scene for skiers returning from the slopes to their floating accommodation. Meanwhile, whale-watching excursions add an element of awe, connecting guests with the marine giants during the season when the sparse tourist population allows for more intimate encounters. Norway has, in essence, created a second high

THE ALLURE OF WINTER EXTENDS BEYOND SAILING, WITH THE NORWEGIAN COAST OFFERING A PLAYGROUND FOR SKIERS AND WHALE WATCHERS SEARCHING FOR SNOWY PEAKS AND PODS OF ABUNDANT ORCA WHALES



season, harnessing the northern lights, abundant opportunities for wilderness skiing, and the spectacle of whale migrations. It stands as a pioneering example for the rest of Europe, showing that colder months need not be a time for mooring fleets but for embracing the season's unique offerings.

This Norwegian narrative of winter sailing shows the potential for the industry not only to sustain, but also to thrive throughout the year. It's a vision that can inspire maritime businesses across Europe, suggesting that with the right innovations and a spirit of adventure, every season holds the promise of untapped opportunities for growth and the enrichment of the sailing experience.



11 BRAND NEW BOATS

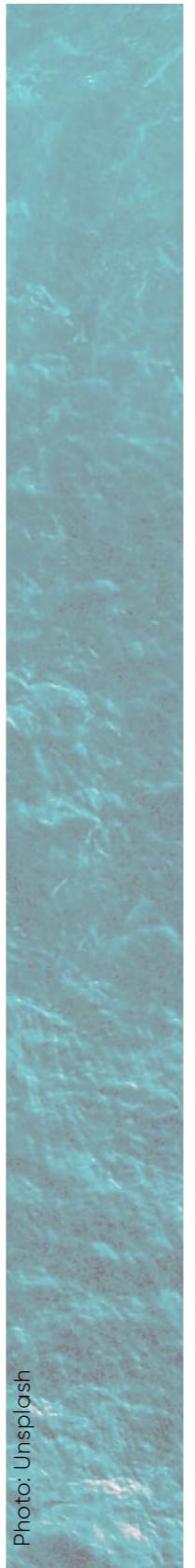
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MOST POPULAR SAILING AREAS IN TURKEY

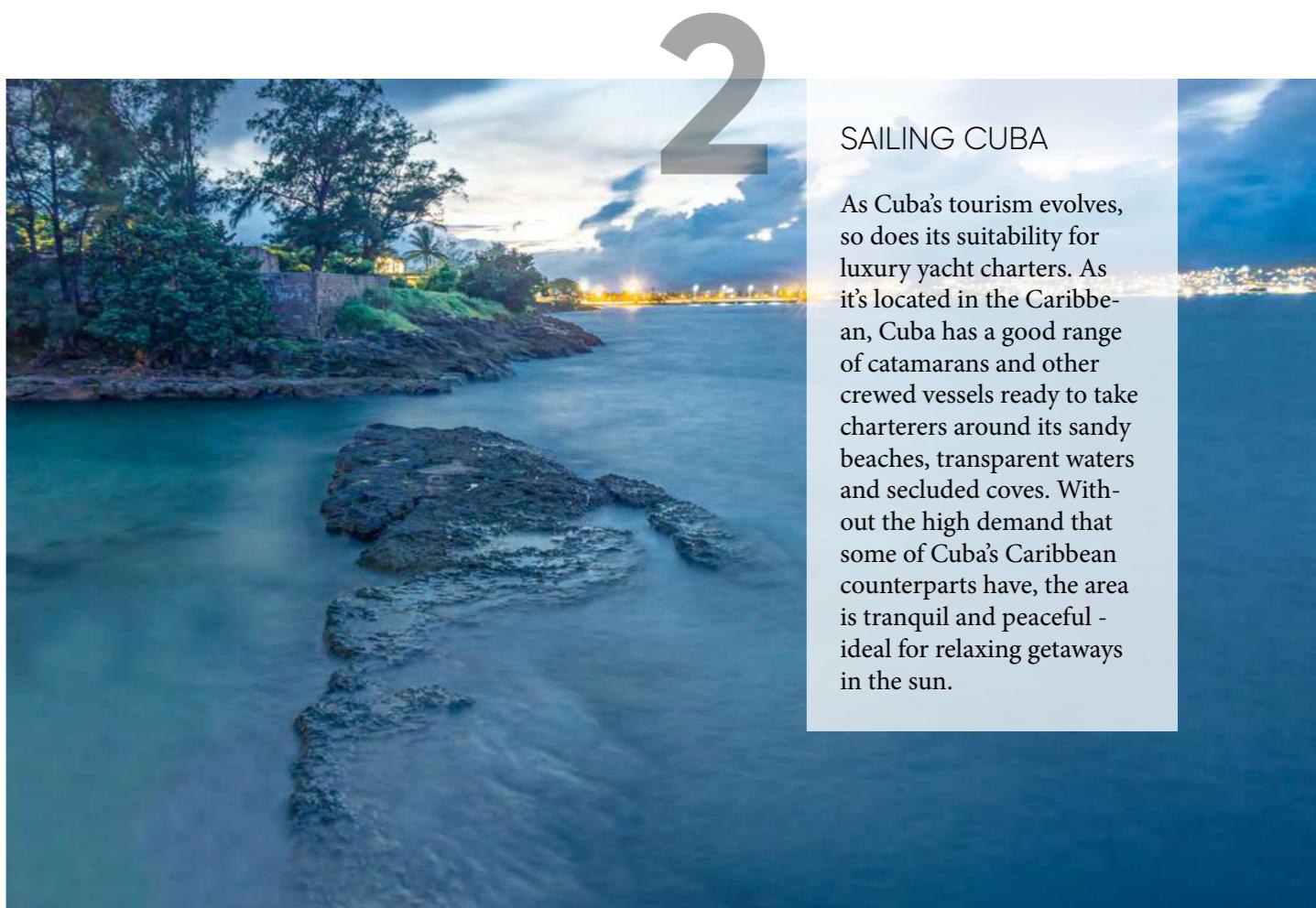
Turkey





# Top 5 Destinations for Sailing in Winter

Sometimes Europeans are limited in their imagination, when choosing sailing areas. The usual choices often include different corners of the Med, in summer months. Summer is relative. There is more. Much more.



## SAILING BRAZIL

Aquamarine coastal waters, gentle tide conditions, good winds and plenty of sheltered anchorages – the coast around Paraty, midway between Rio de Janeiro and São Paulo in Brazil, is tailor-made for a perfect private yacht charter holiday.

Yet until 2016, there has been virtually no opportunity to explore this stunning coastline on a yacht. Meanwhile, that has changed and bareboat charters are now available year long. Hopefully, crewed charter options will follow.



3

Photo: Unsplash



4

Photo: Shutterstock

## SAILING BAHAMAS

More than 700 heavenly islands, with precious few inhabited, are the cruising grounds of the Bahamas archipelago. They offer a fascinating mixture of seclusion and connectedness. Expect a gloriously slower pace of life and an endearingly exotic charter experience. It's a place of endless adventure and intrigue: from swimming with inquisitive pigs and gliding alongside friendly nurse sharks to otherworldly pink beaches and coral-filled caves.



Photo: Unsplash

5

## SAILING TURKEY

The weather does not cool down In Turkey until the end of September, sometimes even mid-October, making it a great time to enjoy the East Mediterranean. While September and October are still part of the tourist season, they are less busy compared to the peak summer months. The water has still not cooled down, and even though the nights start being chilly, the daily swim is still perfect. Unlike the Seychelles, Turkey will be significantly cheaper for charter during these months.



FEEL YACHTING

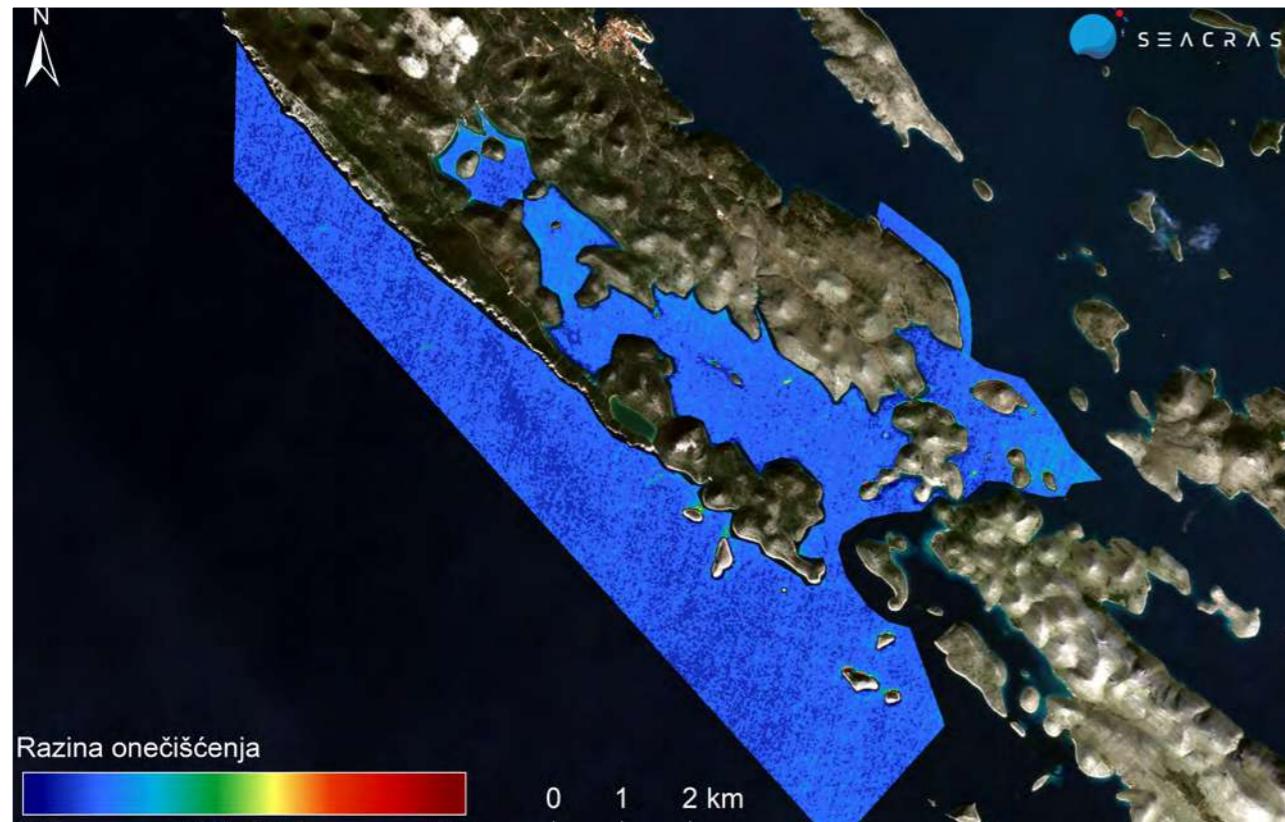


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# Satellite Imaging in Battling Ocean Pollution

We're exploring the multifaceted role of satellite imaging in preventing, detecting, and responding to ocean pollution.

Author: Tino Prosenik | Photo: SeaCras, Shutterstock

The world's oceans are under constant threat of pollution, a pressing issue that jeopardizes marine ecosystems, wildlife, economies, and human health. Rapid industrialization, shipping activities, urban development, and climate change have led to a significant increase in various types of pollution entering our oceans. To combat this environmental crisis, technological innovations have emerged as powerful tools. Among them, satellite imaging has emerged as a critical asset in the battle against ocean pollution. This article explores the multifaceted role of satellite imaging in preventing, detecting, and responding to ocean pollution.

## Early Detection and Monitoring of Pollution

Satellite imaging plays a pivotal role in early pollution detection and ongoing monitoring efforts. The ability to capture high-resolution images of vast ocean areas from space enables experts to identify potential pollution sources, track their movement,

THE ABILITY TO CAPTURE HIGH-RESOLUTION IMAGES OF VAST OCEAN AREAS FROM SPACE ENABLES EXPERTS TO IDENTIFY POTENTIAL POLLUTION SOURCES, TRACK THEIR MOVEMENT, AND ASSESS THEIR IMPACT ON MARINE ENVIRONMENTS

and assess their impact on marine environments. This is particularly crucial in the case of oil spills, one of the most visible and immediate forms of ocean pollution. Satellite imagery allows authorities to swiftly respond to oil spill events by providing real-time data on the spill's size, location, and trajectory. This information aids in deploying containment and cleanup efforts, minimizing the damage caused to marine ecosystems.

## Identifying Sources of Pollution

Shipping activities are a significant contributor to ocean pollution, with instances of illegal dumping, improper waste disposal, and non-compliance with environmental regulations. Satellite imaging helps track the movement of vessels, enabling authorities to identify suspicious behavior and potential pollution events. By holding irresponsible actors accountable, satellite data acts as a deterrent to illicit practices,



thereby promoting better maritime environmental practices.

Algal blooms, often caused by nutrient pollution, can have catastrophic effects on marine ecosystems. They deplete oxygen levels, create dead zones, and release harmful toxins into the water. Satellite imagery can detect these blooms early, allowing for timely response efforts. By tracking the size and location of algal blooms, authorities can issue warnings to the

### WHEN DATA IS SHARED GLOBALLY, IT ENABLES GOVERNMENTS, ORGANIZATIONS, AND RESEARCHERS TO WORK TOGETHER TO ADDRESS TRANSBOUNDARY POLLUTION ISSUES



public, safeguard seafood resources, and develop strategies to mitigate their impact.

Coastal erosion and sediment discharge are sources of pollution that compromise water quality and threaten aquatic life. Satellite imaging aids in tracking changes in coastlines, identifying erosion hotspots, and assessing the amount of sediment entering the ocean. This information informs coastal management strategies, such as erosion control measures and the implementation of buffer zones, to prevent further pollution.

Marine litter, particularly plastic pollution, poses a severe threat to ocean health. Satellite imagery can pinpoint areas with high concentrations of floating

debris, aiding in the development of effective cleanup campaigns and waste management strategies. By understanding the movement and accumulation of marine debris, stakeholders can target their efforts to reduce plastic pollution at its source.

#### Research & accountability

Satellite data serves as a valuable resource for scientific research on ocean pollution. Researchers can analyze imagery to study ocean currents, pollution patterns, and the movement of contaminants. These insights enhance our understanding of pollution dynamics and inform the development of effective pollution prevention strategies.

Satellite imagery provides visual evidence of pollution events, aiding in legal actions against individuals or entities responsible for environmental damage. It facilitates transparency and accountability in enforcing environmental regulations, ultimately deterring activities that harm the oceans.

#### Global Collaboration and Awareness

Satellite imaging fosters international collaboration in battling ocean pollution. When data is shared globally, it enables governments, organizations, and researchers to work together to address transboundary pollution issues. Additionally, the visual impact of satellite images helps raise awareness among the public, policymakers, and stakeholders about the urgent need to prevent ocean pollution. The escalating challenge of ocean pollution demands innovative solutions that combine science, technology, and policy. Satellite imaging stands as a beacon of hope in this battle, offering a panoramic view of our oceans from space. Its ability to detect, monitor, and respond to pollution events in real time empowers us to take swift action, protect marine ecosystems, and preserve the countless benefits oceans provide to humanity. As technology continues to evolve, so does our ability to harness satellite imaging's potential in the relentless pursuit of cleaner, healthier oceans for generations to come.

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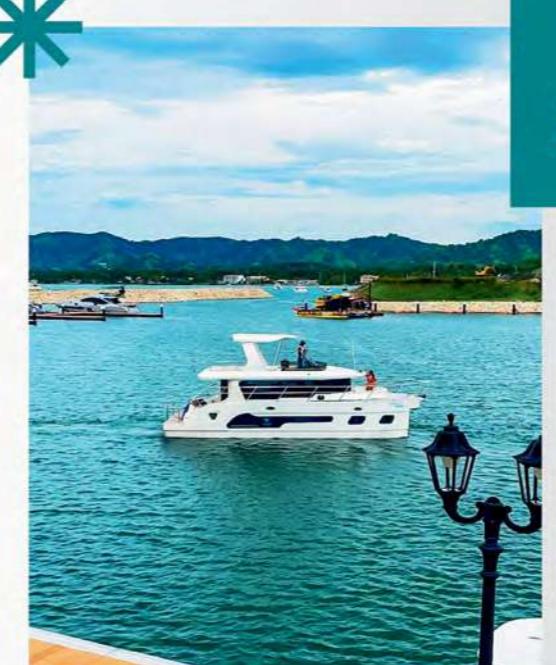
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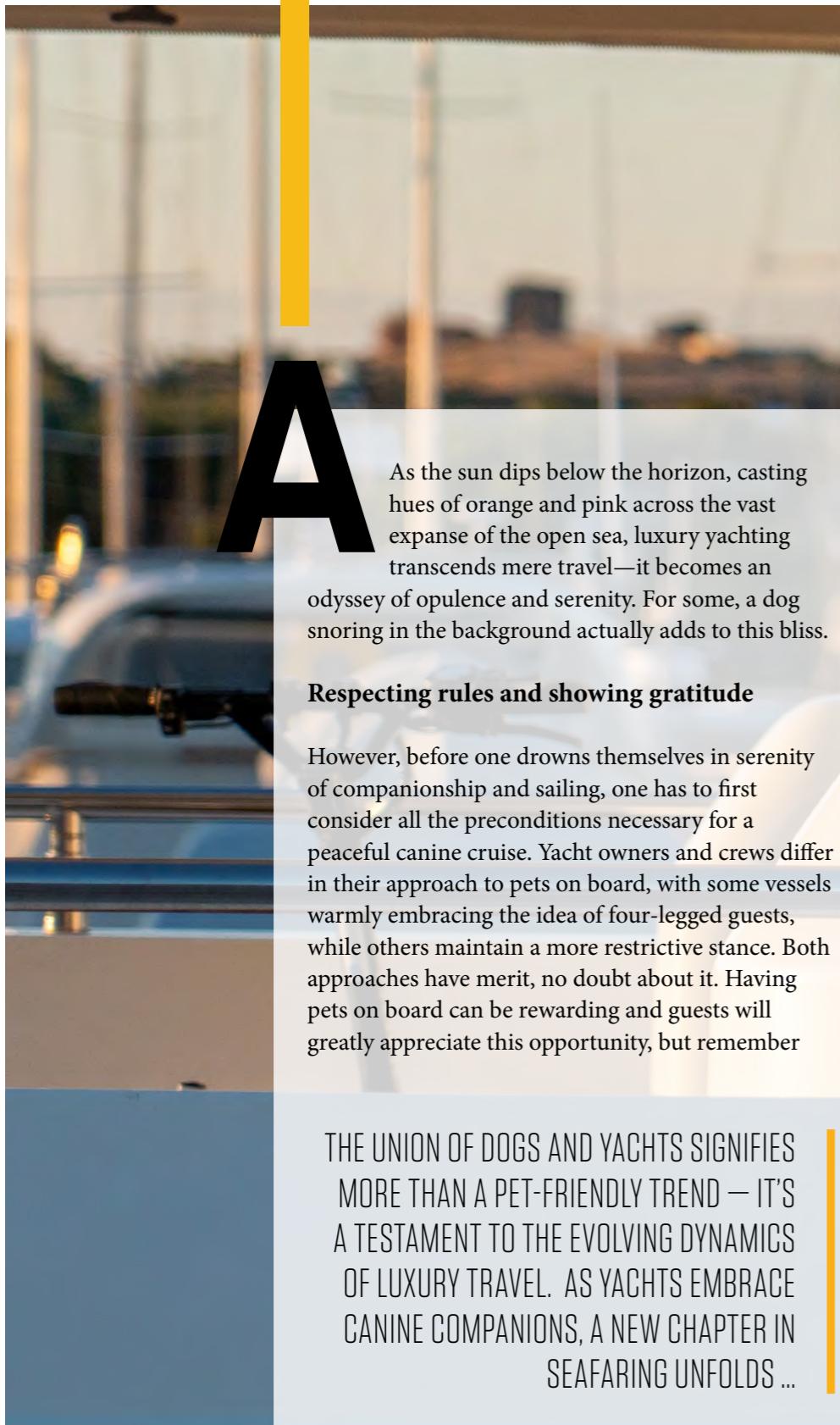
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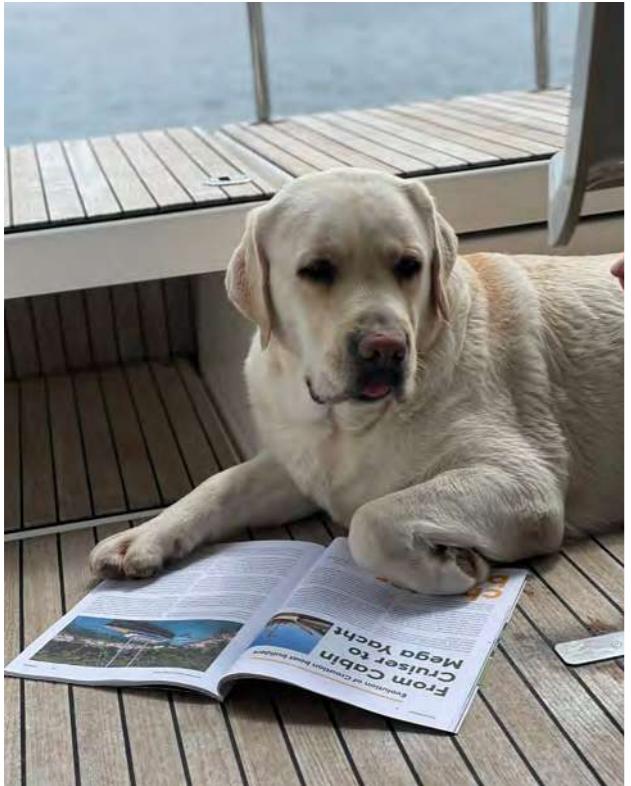


44 fly

Power Catamarans







that dog hair is not only an aesthetic issue, but much more importantly an allergen. This is the most common argument against pets on board. Dog poop following close second.

Having a well-trained and well-groomed dog should be a basic prerequisite for bringing one on board. It's hard for the crew to know or find out if this is the case, so we should show understanding if they flat-out refuse any pets on board. If the crew by chance welcomes your pet, be sure to respect their rules and show gratitude.

If the crew does accept pets, they have to ensure that the yacht offers adequate space, amenities, and safety measures. But keep in mind that achieving dog heaven requires a dog owner to also have all the necessary prerequisites met – such as a valid passport, vaccination certificates, microchips and other possibly requested necessities.

#### Port of PAWSIBILITY

A meticulous pet owner considers the pet-friendliness of each location, understanding local regulations and facilities catering to their canine friends. Finding ports that are good sports for your four-legged co-travellers may demand a bit more effort from the owner's side, but as they say, all good things require effort and time.

#### And in the end a PAWSOME experience...

Understanding your paw friend's behaviour and effective communication with the yacht's crew are crucial in creating a positive experience for everyone on board. In conclusion, the union of dogs and yachts signifies more than a pet-friendly trend — it's a testament to the evolving dynamics of luxury travel. As yachts embrace canine companions, a new chapter in seafaring unfolds, where the boundless dogs' loyalty meets the vastness of the open sea.



IF THE CREW DOES ACCEPT PETS, THEY HAVE TO ENSURE THAT THE YACHT OFFERS ADEQUATE SPACE, AMENITIES, AND SAFETY MEASURES. BUT KEEP IN MIND THAT ACHIEVING DOG HEAVEN REQUIRES A DOG OWNER TO ALSO HAVE ALL THE NECESSARY PREREQUISITES MET



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