

THE NEPTUNE PILOT

MAY 2012

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FROM THE PILOTHOUSE

It's a Tough Job, But...

By DJ Parker

I'M OFTEN ASKED, "HOW DO YOU KNOW SO MANY YACHTS?"

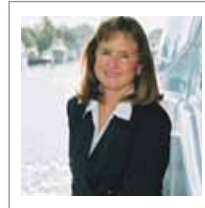
The end of April through mid-May marks the annual pilgrimage where international charter brokers gather at a trio of shows in Genoa, Italy; Poros, Greece, and Marmaris, Turkey, to climb aboard and inspect hundreds of magnificent private charter yachts and get to know their respective crews. During the remainder of the year, we travel to destinations around the globe to discover new cruising locales and suitable yachts to present to our clients.

While anyone can read about "yachts for hire" around the world, a discriminating charterer will shop first for a charter agent. Pointed questions soon will determine if your agent actually has inspected the yacht and met the crew he or she is presenting.

Yes, it's a "tough job" – We do have to sample the gastronomic cuisine presented by some of the world's finest chefs who work aboard these yachts. Is the crew professionally trained, formal, friendly; can they speak different languages and multi-task effectively? Are they unique? Are the yachts' staterooms well appointed with the proper thread count?

In other words, will the product meet or exceed the charterers' expectations?

As your agent, it is my job to assist and represent you from beginning to the successful end of your holiday. Being well informed helps us do our job of bringing your dream down to Earth.



NAUTICAL TRIVIA

The Devil to Pay

Many expressions we use on land, from "clear the decks!" and "cut and run" to "hard and fast" and "high and dry", come from nautical origins. One of these salty phrases is "the devil to pay", meaning there will be harsh consequences to one's actions. According to the U.S. Navy's entertaining "Origins of Navy Terminology" website, this phrase stems from a common sailor's chore. The "devil" was the longest seam in the hull of a wooden ship. Caulking this seam was done with "pay", the nautical term for pitch or tar. "Paying the devil" meant squatting in the bilge for hours on end while applying hot pitch to the seam, a task every sailor loathed. Caulking the outside of the seam was even worse – the ship was grounded at low tide and the sailor sat in a bosun's chair suspended alongside. He had to keep one eye on the incoming tide, lest he get caught, "between the devil and the deep blue sea."

ON LOCATION

MYBA Charter Show in Genoa Kicks Off the Med Season

THE 2012 MYBA CHARTER SHOW IN GENOA, ITALY, is without doubt one of the premier gatherings of yachts anywhere. This year's show, which took place on April 30-May 4, was even more cohesive and better organized than ever. In all, there were nearly 80 yachts in display. Neptune Group Yachting, as always, was pleased to be amongst those in attendance at this show, which is by invitation only.

While size certainly was a factor, perhaps more important was the quality of the yachts on display. When asked which yacht most caught my attention, I immediately think of the 38m Sanlorenzo 4H. She sports hull doors that drop down to form balconies, providing a great "indoor-outdoor" feel to this contemporary yacht. For those who prefer retro looks, the 55m sailing schooner GERMANIA NOVA, a replica of a famous 1908 yacht, stole the show.

We welcome the opportunity to discuss specific yachts and destinations to fit your perfect Med yachting holiday requirements. Please e-mail us at info@NGYI.com.




NEPTUNE GROUP YACHTING

Visit www.NGYI.com or contact your agent at info@NGYI.com for more information

To send to a friend or to unsubscribe, [click here.](#)

NEWS FROM NGYI



Welcome Ali Kaufmann!

WE ARE HAPPY to announce that Ali Kaufmann has joined Neptune Group Yachting as our newest Charter Agent. Ali is a well-traveled charter agent who brings her extensive experience and expertise to our staff.

Ali moved to Fort Lauderdale 12 years ago. She began her career as a stewardess on both private and charter yachts, so she knows firsthand what it takes to ensure the best possible yachting vacation for a charter Client. After a few years on the water, she became a design consultant for yacht refits, eventually starting her own yacht interior decorating company.

In recent years, Ali has worked as a luxury yacht Charter Agent with several firms, including The Sacks Group, International Yacht Collection and Denison Yacht Sales.

Ali finds her background proves useful when traveling the world inspecting charter vessels and meeting their crew. She never puts her Clients onboard a yacht that has not received her stamp of approval. **Contact Ali at Ali@NGYI.com or call 954-524-7978.**



IN THE SPOTLIGHT

BANYAN

SOME YACHTS ARE SIMPLY TIMELESS. Thanks to her classic lines, drawn by famous naval architecture firms Sparkman & Stephens and Murray & Associates, the 102' M/Y BANYAN pulls at viewer's heartstrings just as much today as when she first slipped down the ways at the Palmer Johnson shipyard. In 2008, the aluminum-hulled yacht received a complete refit, repower, electronics and entertainment systems upgrade that added 14 feet to her hull. That gave her an enormous cockpit perfect for fishing, enjoying water-sports or simply sipping a cocktail at sunset. Zero-Speed stabilizers ensure BANYAN will provide a smooth, stable ride to wherever your heart desires.

BANYAN boasts an exceptionally service-oriented crew and fine cuisine. She accommodates six guests in three staterooms, including a full-beam king-berth suite, plus queen and twin staterooms with Pullman berths, allowing for an extra guest or two.

Her interior design is warm and welcoming, like an elegant house on the beach. But most guests find themselves spending much of their time out on her exterior decks, which offer a multitude of seating and sunbathing options. At night, the crew will even set up a big screen on the flybridge for an al fresco game or movie night. One of BANYAN's other highlights is her amazing fleet of water toys, which includes Vespas, underwater scooters, a clear-bottom kayak, and a 17-foot Nautica RIB. In the winter, a 37-foot Intrepid tow-behind is also available for an additional fee.

BANYAN is currently offering a fantastic special 33 percent adjusted charter rate of \$20,000 per week plus expenses, earning her our "best value" ranking. She is available in Florida and The Bahamas during the summer of 2012. **For more information, [click here](#) or email info@NGYI.com.**



DESTINATION

Croatia's Dalmatian Coast

IN RECENT YEARS, THE DALMATIAN Coast of Croatia on the Adriatic Sea has been giving popular summer cruising grounds like the Riviera a run for their money. A Croatian charter has something to offer for everyone. The red-roofed fortress towns that line the coast let you sample the country's rich history dating back to the Roman and Byzantine eras. By contrast, the romantic islands that lie just offshore offer quiet anchorages where you can relax amid pristine Mediterranean scenery.

Start your charter itinerary in Dubrovnik. A fairytale city dotted with palaces and museums, it is also known for its delicious shellfish dishes. Heading out to the islands, your next stop might be the Mljet, to explore its quaint fishing villages. Korcula, the birthplace of Marco Polo, holds a medieval walled town where you can see the traditional Moreska sword dance.



Hvar, "the island of lavender" is a peaceful agricultural setting by day and an energetic party scene by night. Back on the coast in Split, a tour of Roman emperor Diocletian's Palace, built in 295 AD, followed by a visit to the chic shopping district makes a satisfying end to your adventure.

Many top charter yachts, including the 155-foot AXIOMA, offer bookings on the Dalmatian Coast. **E-mail DJ Parker at info@NGYI.com to match you up with the perfect yacht and itinerary.**

PIRATE HISTORY

Buried Treasure

ONE OF MOST FEARSOME pirates to haunt Florida's coast was an imposing figure known as Black Caesar. An 18th century West African tribal chieftain, he was famous for his huge size and keen intelligence, although he seems to have had an equally large propensity for greed. He was tricked onto a slave trader's ship by the promise of seeing riches that were "too heavy to bring ashore," or so the story goes. When a hurricane struck the slave ship in the Caribbean, Black Caesar escaped and soon became the scourge of the Florida Keys.



Black Caesar made Elliott Key, north of Key Largo at the top of the Florida Keys, his pirate's lair. He is rumored to have kept a harem of 100 women there, along with a prodigious pile of loot. But Elliott Key was not the final resting place for all of Black Caesar's booty. Legend has it that he captured a Spanish galleon loaded with silver bars in 1798, sailed it to one of three small isles off Key Largo, forced the crew to bury the silver – then killed them all. Today, the island is still known as Caesar's Rock.

Want to hunt for Black Caesar's buried treasure in the Florida Keys? **DJ Parker can recommend a modern-day charter yacht and itinerary. E-mail her at info@NGYI.com.**

YACHT ETIQUETTE

The Galley Is Not Your Kitchen

ON MOST YACHTS, THE GALLEY IS A COMMERCIAL workspace much like a restaurant kitchen. Entry is generally "by invitation only". Not only is the chef usually hard at work preparing for your next fabulous feast, but also he or she may be cooking for the crew.

Having said that, we've been on plenty of charter yachts where the chef enjoys welcoming guests into the galley for a tour when he or she has a few minutes to spare. Some yachts feature a Country Kitchen-style galley with a table where guests can sit and watch the chef at work. Let us know whether you prefer "invisible" food service or you like to watch, and we will match you up with the perfect yacht and chef.

If you have any special dietary restrictions, or favorite foods and beverages you want to be sure are stocked on board, the best way to notify your chef is well in advance of the charter on the Preference Sheets provided by your Charter Agent. During your time on board, if you plan to skip a meal or eat ashore, it is most appreciated if you give the chef as much warning as possible. Bon appetit!

