

THE NEPTUNE PILOT

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FROM THE PILOTHOUSE | NAUTICAL TRIVIA | NEWS FROM THE FLEET | IN THE SPOTLIGHT | DESTINATION | YACHT ETIQUETTE

FROM THE PILOTHOUSE

Business is Blooming

By DJ Parker

THE QUESTION OF THE DAY IS "What 'trends' do you see or foresee in the yacht charter business?" Like spring, I believe a buzz is in the air, judging from the sales reports we've heard from recent boat shows. New sales offices are sprouting in Fort Lauderdale and in other yachting capitals around the world. On the consumer front, new cars have been spotted, often a litmus test of prosperity. The stock market is soaring like weeds and reports of yacht sales are popping up everywhere. The launch of the world's largest superyacht, the 180-meter Lürssen AZZAM, shows that "conspicuous consumption" also is alive and well.

I am pleased to see so many U.S. charter agents from various companies already registered and heading to Genoa for our next international gathering at the 25th MYBA Charter Show on April 29-May 3. Sixty-six yachts are on the list to appear at this show, most

of which will be available for charter in the Med this summer. We are looking forward to touring them and sampling their chefs' delicacies with you in mind.

Another 'trend' we are seeing is the increased number of yachts headed to the South Pacific. Is the VAT a driving factor?

Not long after the Genoa show, many of us will head to the Newport Charter Yacht Show in Rhode Island on June 17-20. Planning for this event already is well underway and the organizers promise it will be an even better show than last



The new "World's Largest Superyacht", M/Y AZZAM

year. Summer in New England, long a favorite charter destination, holds great promise again this year as numerous yachts already are committing to this fun part of the world.

Why so much travel to destinations far and wide? To ensure your yacht is as fresh as its marketing promises, your agents frequently travel to inspect yachts and visit with crews on your behalf. We know our yachts!

Until then ... Fair Winds and Calm Seas!



NAUTICAL TRIVIA

Bristol Fashion

ONE OF THE THINGS agents look for when they inspect a charter yacht is that everything aboard is "shipshape and Bristol fashion", meaning it is sparkling clean and all the wood and metal is polished, with everything neatly stowed as if the boat were about to depart on a sea voyage that very instant with *you* on board.

Most wordsmiths agree that this phrase refers to the British port of Bristol. In the past, Bristol had an extreme tidal range that varied by as much as 43 feet. Boats that moored in the harbor at high tide often would be aground by low tide and lying on their sides. Any cargo that wasn't stowed correctly would therefore spill out, making a mess. In the early 19th century, the town finally installed lock gates to create a "floating harbor" that remained at one level all day. But the term "Bristol fashion" had already entered the lexicon.

OFF THE BEATEN PATH

Panama on your bucket list?

The Nordhavn 86 explorer yacht VIVIERAE is offering charters there this summer. For more information, click here or email info@ngyi.com.



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WELCOME TO THE FLEET

INNOVATIVE BUILDER David Marlow designed the Marlow Explorer 78 BLUE HERON to be a stylish and comfortable, go-anywhere motor yacht. Launched by Marlow Yachts in 2005, BLUE HERON underwent a 2012 refit that further expanded her lengthy amenities list. The onboard entertainment system has iPod docks, a Nintendo Wii player, Blu-Ray player with a library of movies, local and satellite TV. Tenders and toys include a 15'7" AB inflatable dinghy, two stand-up paddleboards and everything needed for an idyllic picnic on the beach.

BLUE HERON

accommodates six guests in three ensuite cabins. Both the master and VIP have king berths, while the third guest suite is furnished with twin beds. The interior décor is nautical, featuring handcrafted woodwork throughout. The sheltered flybridge with its barbecue and elevated views is sure to be a favorite guest hangout.

New England is BLUE HERON's cruising ground this summer, and she is available in Florida and the Bahamas next winter, starting at \$27,500/week plus expenses.

For more information, please email info@ngyi.com.

PLANNING YOUR CHARTER

Yachting With Man's Best Friend

SO, YOU ARE PLANNING YOUR PERFECT CHARTER YACHT VACATION and you want "Sparky" to come along and join the fun. That's not an uncommon request. Most dog owners feel as though their pets are part of the family and leaving them behind just doesn't feel right.

The good news is: It's not impossible! While many charter yachts do not allow animals, there are "pet-friendly" boats in the fleet. With the right preparation, taking your beloved pooch along can be relatively hassle-free.

First, let your charter agent know you want to bring "Sparky" with you, so he or she can help you find the right yacht and ascertain whether a "pet deposit" is required.

If your pet doesn't already have a microchip, it's a good idea to ask your vet about this routine procedure. The vet can implant a tiny capsule the size of a grain of rice in the scruff of "Sparky's" neck that contains a unique ID number registering your pet in a national database.

Next, locate your state's USDA Animal Plant Health Inspection Service (APHIS) veterinary office by visiting www.aphis.usda.gov, or ask your pet's vet for help. The APHIS office will inform you about the entry and exit documents required by the countries you will be visiting during your charter trip – kind of a "pet passport" – as well as any vaccinations your pet may need. Start the process at least seven months before departure, since some vaccinations must be done six months prior to travel.

With a bit of research and planning, "Sparky" can stay by your side!

For more information, click [here](#) or email info@ngyi.com.



APPLAUSE! APPLAUSE!

CALISTO, A 134' FORMER NAVY MINESWEEPER, which Irish tycoon Thomas Loel Guinness converted to a luxury motor yacht in 1954, earned this review from a guest on a recent charter trip in Thailand: "...Had an amazing time; the boat was great and the crew was unbelievable. Would give this an A++ for you to recommend. It really was incredible. It is a very beautiful and unique boat." – JM

For more information, please contact Ali Kaufmann at ali@ngyi.com.



CALISTO in Thailand

DESTINATION

Dodecanese Islands

GREECE IS ONE OF THE WORLD'S greatest yacht charter playgrounds with more than 1,500 islands steeped in history and mythology to choose from. While the Saronics and Cyclades are popular due to their proximity to Athens, those seeking "the road less traveled" should consider the Dodecanese chain farther to the east.

DAY 1: Meet your yacht in Rhodes, former home of the Colossus, a statue that stood bestride the harbor and was one of the Seven Wonders of the Ancient World. Today, history is still alive in Rhodes Town's walled Medieval City. Sit at a sidewalk café and drink in the lively Greek culture.

DAY 2: Tour the Palace of the Grand Masters, a well-preserved 14th century knights' citadel. Then cruise around the island to Lindos and visit its hilltop Acropolis.

DAY 3: Little Symi Island offers ancient treasures, but it is better known for its annual summer festival featuring concerts, dance and art. Moor in the harbor at Chorio surrounded by neoclassical mansions.



DAY 4: Cruise on to volcanic Nisyros and tie up amid the whitewashed buildings of Mandraki. Take a taxi up to the volcano's caldera or sunbathe on a black-sand beach.

DAY 5: Patmos Island combines ancient sites and cosmopolitan pleasures. Visit the Monastery of the Apocalypse, where St. John is said to have written *Revelations*. Then sample the nightlife in the tavernas and nightclubs of Skala.

DAY 6: End your itinerary on the posh island of Kos with its lush, flowering vegetation. Take a bicycle ride along its wide lanes, lined with palm, pine and fig trees.

DAY 7: Kos is the birthplace of Hippocrates, father of modern medicine. Enjoy a healing treatment at the famous Elixir Thalasso Spa at the Kos Imperial Thalasso Resort before heading to the airport and home.

Contact DJ Parker at DJParker@NGYI.com for more information.

PIRATE HISTORY

Not Enough Ransom

PLUTARCH'S *PARALLEL LIVES*, written around 74 AD, tells of the time young Julius Caesar was sailing through the Dodecanese Islands in Greece and was kidnapped "by some of the pirates, who, at that time, with large fleets of ships and innumerable smaller vessels, infested the seas everywhere." Caesar was held for ransom on the island of Pharmacusa (also known as Farmakonisi).



"When these men at first demanded of him 20 talents for his ransom, he laughed at them for not understanding the value of their prisoner, and voluntarily engaged to give them 50," Plutarch wrote.

While Caesar waited 38 days for his ransom to be raised, the historian said, "He amused himself with joining in their exercises and games, as if they had not been his keepers, but his guards." Young Caesar also wrote speeches and made the pirates his audience. However, once the money arrived and they freed him, Caesar immediately gathered a small fleet and went in pursuit of his captors. He took them by surprise at the island of Miletus, captured them and recovered the ransom – turning the tables on the fierce pirates.

YACHT ETIQUETTE

Sand Between Your Toes

WHEN YOU ARE ENJOYING A charter vacation, the time you spend beachcombing, shopping, sightseeing or hiking ashore, or playing with the water toys, allows the yacht's interior crew to ensure you return to a freshly spruced and "fluffed" vessel. While you are off the yacht, they will be making up the cabins, preparing meals and, if you desire, creating exotic cocktails for you to enjoy on your return.

If you spend the day on the beach and just can't resist picking up some shells or driftwood to keep as souvenirs, please give them to a deckhand to rinse off before taking them aboard the yacht. You'll enjoy the sand between your toes on the beach better than on the boat!



OUR PRIORITIES ARE YOUR COMFORT, SAFETY, SECURITY, PRIVACY
AND ABOVE ALL, YOUR PLEASURE. WE'LL PUT OUR KNOWLEDGE AND EXPERIENCE
TO WORK AS WE HELP YOU DESIGN YOUR YACHTING VACATION
TO ENSURE A UNIQUE AND JOYFUL EXPERIENCE.



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