

# Four Ski Destinations Off The Beaten Track!

For those of you who have had the joy of a trip to the Alps, you know how addictive winter sports can be. Chances are, you are now hooked on [skiing or snowboarding](#)! This has likely led you to endlessly searching for the ultimate ski destinations to add to your bucket list.

We can all agree on the pros of the more traditional [ski destinations](#) like Austria, France, Switzerland, and Canada. But there is something alluring about the unknown ski areas, maybe for a unique take on Après-ski or a local twist on a Vin Schaud/Glühwein. So, we put our heads together and used all our contacts to think of some unique ski destinations and the things that make them special.



Portillo Ski Resort

## 1. Country – Chile, Resort – Ski Portillo

The first ski destination that came to mind will forever last in your memory if you get the chance to visit. It is a grand old yellow hotel! [Portillo](#) in Chile is the home of skiing in South America and still has some of the best off-piste skiing in the world!

The hotel's interior is reminiscent of the Titanic and other grand ocean-going liners blending the best South American hospitality with classic Chilean wines or, even better, a Pisco Sours.

As a resort, it is very small, with only 450 hotel beds available for guests. This means you will have undisturbed skiing even on the best powder day. There really are some great days to be had with the off-piste terrain easily accessed by lifts or if you're really splashing out by helicopter.

Skiing when your skis are normally tucked away in the garage for summer, that's a yes from us!

## **Ski Resort Run Down:**

- **Best time to go – July or August**
- **Size – medium pistes but almost unlimited off-piste**
- **2 hours drive from Santiago**
- **Pricing – comparable to the main European resorts**



La Datcha

## **2. Country – Iran, Resort – [Dizin](#)**

Whilst Iran may invoke images of dusty desert plains and bustling market souks. It also has some remarkable mountains that reach up to 5,000 metres and catch their fair share of

snow every winter! Of course, there are international politics and potential visa problems in getting access, but Iran is a ski destination worth the effort!

Skiing in Iran is at a high altitude but also offers excellent potential powder options. As there are minimal tourists and Iranians don't ski off-piste, you won't have any competition for fresh powder! Dizin is the largest Iranian resort, with 15 lifts and offering a wide range of skiing for all abilities.

The locals are incredibly welcoming and keen to show off their country and mountains for those who make the trip.

### **Ski Resort Run Down:**

- **Best time to go – February**
- **Size – medium-sized**
- **An exotic and enchanting ski destination**
- **Pricing – 10 euros for a day ski pass and everything else priced similarly**



Image by [Climbing Georgia](#)

### **3. Country – [Georgia](#), Resort – Mestia**

No, not the US state, but the country nestled on the edge of the black sea and Caucasus mountain range. A range of mountains covers nearly 60% of the country, making this a ski destination with many different opportunities. Our pick would be for the remote village of Mestia in the historical region of Svaneti! Although it only has two small ski areas, this ski resort will give you a real authentic Georgian experience from the millenia old tower house used to guard against invading enemies to the renowned Georgian hospitality with Chacha (Georgian brandy).

To access the village, you will need a bit of luck and a 4×4!

The cuisine alone is a reason to visit the country with a winemaking history to rival any country and food inspired from the Mediterranean and the middle east!

#### **Ski Resort Run Down:**

- **Best time to go – February and March (similar season to the Alps)**
- **Size – small resorts but plenty of backcountry options**
- **A look back to what mountain life used to be in the Alps before it became developed!**
- **Pricing – live like a king on 50 euros a day!**





Image by [welove2ski](#)

## 4. Country – [Scotland](#), Resort – Get the touring skis out!

What Scotland lacks in predictability, it makes up for in striking scenery and all relatively accessible from the major cities! As ski destinations go, Scotland is compact, and you can just as likely have whiteout conditions in May with no snow coverage in February, so your trip might be a bit of a lottery.

But when it's at its best, Scotland offers some stunning scenery that is easily accessible from the road and normally only an hour or 2 away from Glasgow or Edinburgh. Touring offers the best option to explore the varied terrain of Scotland, be that the plateau at the Cairngorm National Park to the steep slopes around Ben Nevis.

And what better way to finish a hard day of ski touring than a dram of whisky in front of a roaring fire and a cosy pub. For expert itinerary planners for superyachts heading to the UK,

go [here](#).

## **Ski Resort Run Down:**

- **Best time to go – April (long days and often the best snow)**
- **Size – small but plenty of ski touring options**
- **From rain in February to powder skiing in May, be prepared for everything at this ski destination**
- **Pricing – cheap and cheerful**

Hopefully, we have given you some inspiration for your next ski destination beyond the traditional ski resorts. Although wherever you end up, we know you will have fun!

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**For our latest Superyacht Content travel articles, click [here](#).**

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## **Variety at its best**

Variety, as they say is the spice of life! When you own a Superyacht and spend your summer in the Med and winter in the Caribbean maybe a change is just what you need.

### **When you say Variety what do you mean?**

Exactly that. Somewhere different, a change, something new.

The Superyacht industry is **VERY** good at following the leader. So, when someone does something different everyone else realises they need a change....

# What does this change involve?

As much or as little as you like. Here are a few ideas;

- Different locations
- New marinas
- Itineraries that take you somewhere you haven't been
- Events
- Shore based activities
- Secluded locations
- Busy cities with Superyacht access

Or, as many discover. A little bit of everything.

We are being bombarded with information at the moment by a group in the UK intent on making sure we, and therefore you know EXACTLY what the UK offers. And, to be fair it is a pretty good example of variety at its best!

<https://www.instagram.com/p/CUc0e6og5Uu/>

## **MGMT**

MGMT as you know if you read our news stories regularly are a prominent contributor to this site. They have taken it upon themselves to do something that a few have tried and failed to do in the past. Simply put, work with Superyacht companies based in the UK to promote the UK to visiting Superyachts. Simple?

They are working with and helping to represent everyone in the UK Superyacht industry. From Marinas, ports, port authorities, agents, provisioners and tour guides to shipyards, management companies, tax specialists and everyone in between.

***“The UK offers an amazing variety of locations,” Says Mark Upton C.O.O of [MGMT Group](#). “Not only that, but the things to do here vary as much as the locations themselves. We have everything from the best cities to the most remote islands***

*all within easy reach of each other. You could be shopping in Mayfair and eating in Michelin star restaurants one day and staying in a medieval castle on a remote headland the next."*

## About to boom!

The UK as a Superyacht destination is about to boom. We talked to a number of companies in the UK to hear their thoughts. ***"2021 at Gunwharf Quays has been an exceptional year for Superyacht business with nearly three times the enquiry levels compared to previous years, and visits well into double figures."*** [Mark Collings](#) from [Gunwharf Quays Marina](#) in Portsmouth tells us. ***"We very much see demand for UK Superyacht berthing growing in 2022 and are planning our future around being in the best position to support demand as it grows"***

<https://www.instagram.com/p/CVNwNL9Icte/>

## Service is Key

It is indeed. And the UK has it by the bucket load. Here are some interesting statistics;

- The UK has 2552 Michelin star restaurants
- There are over 1500 Habitable castles in the UK!
- The UK is home to 171 billionaires
- In 2021 over 60 Superyachts visited the UK
- There is over 10,000km of coastline in the UK
- Ascot, Wimbledon, Henley, Goodwood, The British Open. All major UK sporting events.

All this means that Yacht owners and their guests coming to the UK will not only be very busy but also be very well looked after.



## And when it's time to getaway?

Because the UK is small but an interesting shape the coastline covers a huge distance. This means that when cruising in Scotland for example it is rare you will see another yacht. Even if you are only a couple of miles apart. So, when you have visited the cities, restaurants, museums, shops and events you can quite literally get away from it all to one of the most stunning and picturesque coastlines there is. BUT, still be close enough to get back to the city lights in a few hours.

Next time we look at some of the industry heavyweights based in the UK.

For more superyacht news click [here](#).

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## Life After Yachting: Sarah MacKenzie

Our Life after yachting Series continues with [Sarah MacKenzie](#) of [West Nautical](#).

**Name:** Sarah Mackenzie

**Role on yachts:** Stewardess / Chief Stewardess

**Time on yachts:** 8 years

**Current role:** Public Relations Manager at [West Nautical](#)



## **How and when did you start in the yachting industry?**

I started six months after finishing high school at the end of 2006. A good friend of mine was going over to France to do a gap year on yachts, and I decided to join her. I ended up doing a three-year stint and returned for a further five years in 2015 after I had finished university.

## **How long did you work on Superyachts for?**

In total I worked on yachts for 8 years.

## **What was your last position?**

I was Chief Stewardess on a very busy 45m charter yacht based in the Med.

## **What was the main reason you left the industry?**

I met my partner on the 2<sup>nd</sup> last yacht I worked on; It was just time to settle down and get settled into a land-based life in the UK, buy a house and learn how to garden!

## **When you left the industry, did you have a job to go to? Did you have a plan?**

I did not have a job to go to or a definite plan, but I knew about West Nautical and had previously worked with [Geoff Moore](#), the MD, on a yacht in 2008 / 2009 in the Caribbean. I got back in touch with Geoff and went into the office in Newcastle for a catch up. The company was looking for an additional person to join their marketing team and because I have yachting experience and a degree in Public Relations management, it worked out well for the company and myself.

## **Can you tell us about your job and the company that you work for now?**

My title is Public Relations Manager. My main focus is to establish connections with media and journalists in order to publish news stories about the company, the yachts we manage, sell and charter as well as stories such as owners' profiles or destination articles. I also manage the crew social media accounts along with our recruitment team and will work with our MD on events when Covid allows them to resume.

West Nautical is a yacht management, charter and sales brokerage company with offices in the UK, Antibes, Palma, Cyprus and Russia. I am based in the Newcastle upon Tyne office in the North East of England.

**What did you find was your biggest challenge when transitioning from a life at sea to a land-based life?**

I found that adjusting to not always being around people quite difficult as I also attended boarding school for high school so was very used to always having a lot of people around.

**What do you miss most about working on yachts?**

The people and friends I made from all over the world. I also miss the excitement of discovering a new destination with crew.

**Looking back at your experience of working on yachts, would you do anything differently?**

I would definitely start saving at an earlier age and probably not be as wasteful during time off, spending too much on fancy dinners and unnecessary shopping trips.

**Thank you so much for sharing your life after yachting story with us Sarah. We know there are a lot of crew out there who are unsure of what to do next. It's stories like yours that inspire a lot of crew.**

My pleasure.

Sarah now works for West Nautical. Based in Newcastle, UK they offer full services including management, charter, sales, Crew Services and training.



Find out more [here](#).

Looking for inspiration? Check out some of our other Life after yachting stories [here](#).

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## 5 superyachts made famous by the movies

Famous Superyacht? Aren't they all? Yes maybe, but some find themselves becoming celebrities in their own right. We take a look at some Superyachts that have enjoyed 15 minutes of fame on-screen. Did you spot them at the cinema?!

### Number 5

What's a James Bond movie without a Superyacht, right? The first of our Bond boats is [Sunseeker's](#) 32.9m Casino Royale, which appeared in the 2006 film of the same name.

If you fancy re-enacting the scene for yourself, Casino Royale can be chartered in the Western Mediterranean, with weekly rates from €65,000.

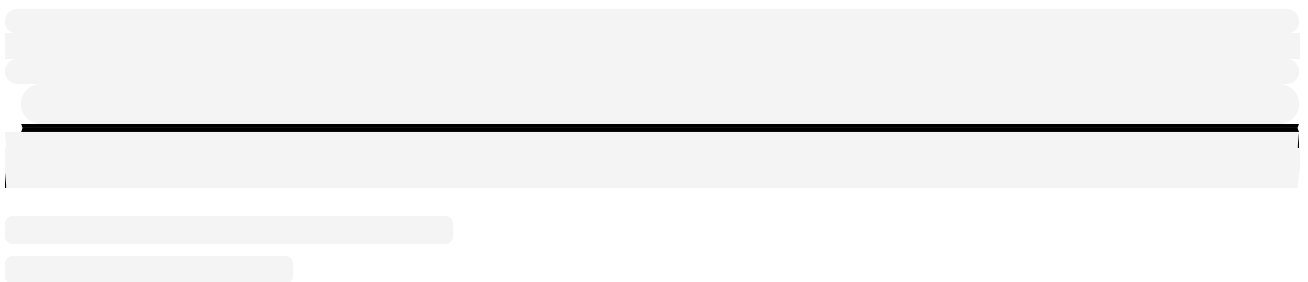


## Number 4

Our second famous Superyacht is another Bond star. Also the only sailing yacht on the casting list, is the beautiful 56m Regina. Built by [Pruva Yachting](#) and launched in 2011, this sailing starlet appeared in 2012 'Skyfall' under the pseudonym 'Chimera'. Regina was sold at the start of January 2019 and has since been renamed.



[View this post on Instagram](#)



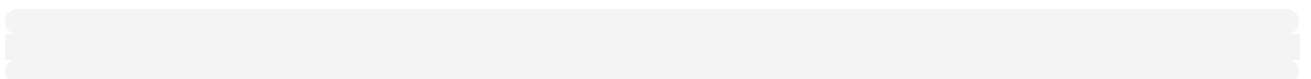
A post shared by Yacht Sales and Charter (@smartyachtscompany) on Aug 26, 2016 at 12:17am PDT

## Number 3

Another [Sunseeker](#) to have made it to the big screen is 40m Thumper. This popular charter yacht appeared in 2016's 'Absolutely Fabulous: The Movie'. She played host to Jennifer Saunders and Joanna Lumley as they sipped Champagne off the coast of Cannes. Sweetie, Darling!



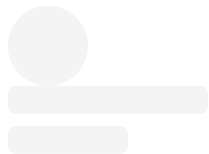
[View this post on Instagram](#)



A post shared by Absolutely Fabulous: The Movie (@abfabmovie) on Jul 29, 2016 at 11:26am PDT


## Number 2

Digressing from the cinema screen to the set-top box. Sky Atlantic's 'Riviera' series not only starred Golden Globe nominee Julia Stiles, but also 54m Turquoise AND its owner! The 54m Superyacht was built by the [Turquoise shipyard](#). Superyacht fans will spot her high-profile owner making a cameo appearance. Right before the famous Superyacht is blown up! (with the help of some CGI...)



[View this post on Instagram](#)





Go back to where it all began. All episodes of #Riviera season one available On Demand #SkyAtlantic #JuliaStiles

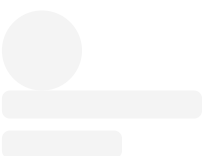
*A post shared by [Riviera](#) (@rivieratvshow) on Apr 8, 2019 at 8:17am PDT*

## Number 1


Number 1 on our list, although arguably already a pretty famous Superyacht, is [Lurssen's](#) 95.2m Kismet. The newest superyacht to enjoy on screen stardom. Featuring in Netflix's latest good guys vs bad guys blockbuster '6 Underground', alongside Ryan Reynolds. Kismet takes a leading role as the setting for one of the most spectacular shoot-outs in cinematic history. We hope not all the action was filmed on board! Imagine the repair bill!

6 Underground is available to watch on Netflix now, check out the [trailer here >](#)

Kismet is available for charter and listed for sale with [Moran Yachts](#).



[View this post on Instagram](#)



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Congratulations to @michaelbay and cast on the release of 6 UNDERGROUND featuring the 312' Lurssen KISMET! Be sure to check it out the film on @netflix. She is currently available for sale and charter exclusively through Moran Yacht & Ship. Visit the link in our bio to learn more![] [] #6undergroundmovie #6undergroundpremiere #netflix #michaelbay #netflixoriginals #movies #yachtcharter #yachtsforsale #yachtbroker []#billionaire #kismet #yacht

*A post shared by [Moran Yacht & Ship \(@moranyachts\)](#) on Dec 13, 2019 at 10:27am PST*

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# Amara: Classic 57m refit at Feadship

The [Feadship](#) yard in Makkum has successfully completed the refit of the 57-metre *Amara* (ex. *Cacique*) fully on schedule. The owners took the Lloyd's 35-year survey as a foundation for a wide range of alterations and upgrades to suit their way of life at sea. Committed to retaining the original lines and preserving pedigree [Feadship](#) character, they chose to send *Amara* 'home' to the Netherlands to have the refit carried out at [Feadship](#).

After buying the yacht in 2020 and enjoying a season in Alaska, the owners decided to update and reinforce *Amara*'s helideck for the type of craft they intend to land in future. The new helideck was engineered by Francis Gumbs at [Feadship Refit & Services](#), and neatly finished with the *Amara* logo instead of the standard H.

## New Layout and Teak

Another significant change has been the development of a new layout for the sun deck. This necessitated the removal of a bulwark to create an open plan deck and add aluminium lockers. New teak was laid throughout this area as well as on the foredeck and parts of the bridge deck. The Feadship painters then brought everything back to new in every part of *Amara* affected by these improvements.

Below decks, the original main engines were given an extensive overhaul. All turbos, pumps and heat exchangers fully revised. The rudder shafts were replaced and new bronze rudder shaft bearings fitted. Other significant work that will go largely

unseen but add significant value to the yacht included; Replacing the black/grey water holding tank in the engine room. This is the kind of specialist task where [Feadship](#) excellence pays dividends in the long run as the yard's metal and assembly teams replaced all pipelines and pumps as well as welding a new tank in place.

## Second to None

*Amara* was originally launched as *Cacique* in 1986 and is one of a fleet of [Feadships](#) Classics, modern and all styles and ages in-between, that have enjoyed the premium care offered by the [Feadship Refit and Services](#) division.

**Tim Rowland** said: *"I've been involved with five new builds in my career and multiple shipyard periods. The project management team on the Amara refit has been second to none. In fact, the entire workforce. From the people in the canteen to the craftsmen working on the boat and the various sub-contractors. They gave us a very warm welcome from the moment we arrived. I am delighted that the owners chose to have the work carried out at [Feadship](#)."*









# The World's most expensive yacht

The World's most expensive yacht is a battle fought by very few. In reality there are only a small number of people in the world who can play this game. Fewer still who actually want to.

But, when it comes to spending your hard earned cash on something a bit Flash, well a Superyacht is the top of the list.

The yacht reputed to cost the most is called History Supreme but it's not a superyacht in our book. There is also a LOT of doubt as to whether it is real. See more [here](#).

## A REAL Yacht!

So, let's talk about Superyachts that actually exist. In this category the one regarded as being the world's most expensive yacht is Eclipse.

## Some statistics:

We love the Stats here at [Superyacht Content](#) and so here are some for all you Superyacht Fans out there;

**Built:** 2009 by [Blohm + Voss](#) Hamburg

**LOA:** 162.5m

**Beam:** 22.0m

**Draft:** 5.90m

**Power:** 4 x MTU 20V 1163 TB93 Diesel engines: 39,700hp

**Speed:** 22 Knots

**GRT:** 13,564

**Guests:** 36

**Crew:** 60 – 70

**Designed by:** [Terence Disdale](#)

## **OK, So how much?**

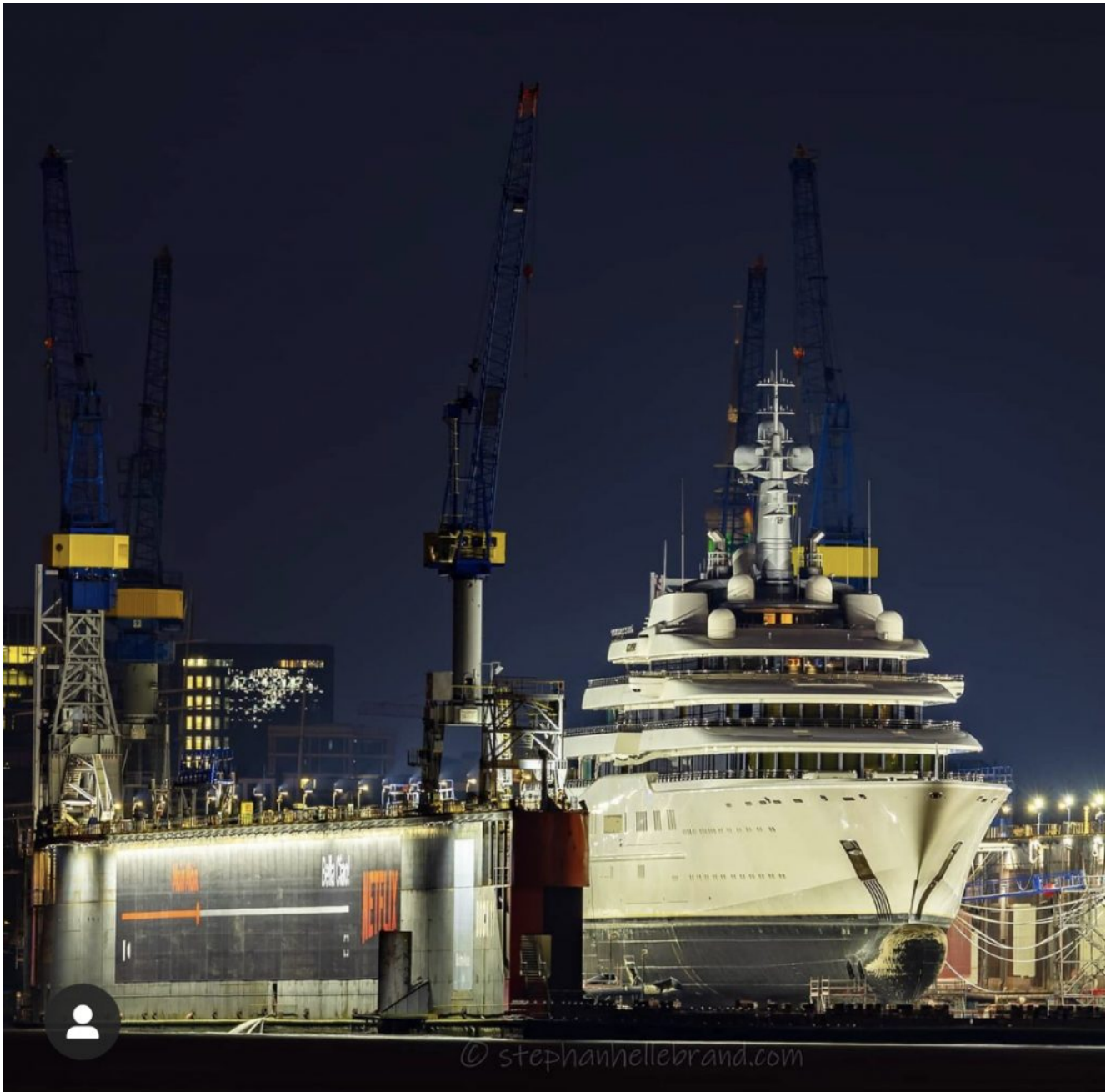
Rumours have it that this yacht cost in the region of \$1bn when she was built. However, this is based on information from particularly tabloid sources such as the Daily Mail and the Sun newspapers in the UK. So, with a pinch of salt and looking at some of the more reliable sources in yachting we believe Eclipse to be in the region of €500,000,000 which is obviously still a huge amount of money.

## **Reality**

Reality, and the Superyacht industry being notoriously private about this kind of things suggests there is a strong possibility that Eclipse is not the most expensive yacht in the world. However, this IS the yacht that there is a huge amount of information about, backed up in part by some facts!

Keep your eyes peeled for [M/Y REVocean](#) when she is launched as there is a very good chance she could Eclipse (see what we did there) this value by a decent amount.









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# Sustainability Musings: Part 3

Spring has finally sprung in the northern hemisphere and commitment to sustainability is high on the agenda this season. Yards are producing sustainability plans. Yachting organisations launching sustainability programmes. World sailing races encouraging sustainable practices. Builders launching yachts with new technology and crew pledging their efforts. As we emerge into this post-pandemic world, we are seeing this commitment thrive and can only hope this continues. Actions we hope will begin to speak louder than words.

Talking of actions. Seastainable has recently teamed up with Ethical Yacht Wear to launch 'The S.E.A Club,' an ambassador program. Bringing together the yachting community on a global scale to put the ocean first. Making positive changes, leaving



the industry better than we found it. When it comes to commitment and change, this aspect of a community is so important. As the familiar quote goes, 'individually we are one drop, together we are an ocean.'

## **Why sustainability isn't just about the environment**

The commitment to a community and the people of our industry is the cornerstone behind this month's musings.

It's no secret that sustainability is a huge encompassing topic. To make our industry more sustainable there is a lot more than the pesky plastic water bottles and the other billions of various environmental impacts we are having, to be considered. When it comes to these environmental impacts, we obviously have a long journey ahead of us in the industry. But we also mustn't forget sustainability in its entirety. Because, if we don't look at the whole topic, the industry will simply never be sustainable.

The sustainability of the industry means meeting our own, present needs without compromising the ability of future generations to meet their needs. These needs aren't just about the natural resources but also the social and economic factors.

### **The 3 P's.**

Planet, profit and people. This month I want to focus on the people.

### **The people**

The yachting industry is a lot more than the shiny billion-dollar yacht in the marina. One billionaire's decision to buy a superyacht helps keep so many employed, with the impacts trickling out globally.

It is a huge industry, with a domino effect. From the people

who design, build , insure , decorate, supply, and sell them. To the people that work on them, the heart of the industry (bias inserted here), the crew.

We (I hope) already understand that the environment is paramount. Saving our oceans is key. Our jobs depend on it. Our lives depend on it. But, what about the impacts the industry is having on people? When it comes to 'social sustainability,' this can be defined as a sustainable, successful place that promotes wellbeing. Through understanding what people need from the places they live and the places they work. For yacht crew, that happens to be the same place, hence the importance of achieving this social sustainability doubles.

A job where you get to travel the world, and earn a healthy salary each month. So what are the downsides? What are the issues facing crew when it comes to developing a sustainable industry? From unpaid wages, health issues, crew conflict, discrimination, harassment, alcohol & drug abuse, contractual issues to issues transitioning out of the industry.

*'But, it's yachting, you'll never change it.' 'It's just the way it is.'*

These air quotes are wrong. Like, the environmental impacts, if individual crew members do their bit. If yachts adapt and alter processes and products, change will follow.

## ***Equality & Diversity***

When it comes to social sustainability. Equality, diversity and inclusion all play a huge role. **Equality** being the act of fair treatment and opportunity to all crew. Whilst **diversity** takes into account differences between crew members. From age, ability, gender, race, religion, faith, sexual orientation and placing positive values on these differences.

Unfortunately, it won't come as a shock to many, that the

yachting industry is rife with discrimination. Simply, the need to have a profile photo on a CV is evidence enough.

In recent years the concepts of diversity have been slowly emerging into conversations throughout the industry. Gender is the most visible form of diversity, in a very male-dominated industry, this is clear to see. It was just yesterday I was on a phone call with someone telling me about “when the girls get their cleaning caddies,” an innocent presumption, but discrimination all the same.

There have been global improvements and positive moves towards a more equal and inclusive world. Shown for example through the Sustainable Development Goals.

Goal 5 (gender equality), the yachting industry legislation for this is somewhat lagging behind. Although there are organisations out there making a difference to these issues.

She of the Sea's aim is to move past the industry's outdated status quo of the industry and to help pave the way for a more sustainable industry when it comes to onboard cultures. Their diversity and inclusion pledge is bringing together organisations and individuals within the industry to highlight the issues and work together in improving the industry. I also want to mention the work Yachting International Radio are doing with their diversity segment, highlighting the issues and raising awareness throughout the industry.

## ***A Work – Life balance***

**Quality of life** is vital for yacht crew. Their place of work is also their home. There needs to be an inclusive and safe environment for all.

The concept of wellbeing has had a huge glow up in recent years and rightly so. Wellbeing encompasses our physical and mental health and is responsible for how we live our lives.

When it comes to onboard happiness, it is essential there are policies and procedures in place for crew wellbeing. This can mean anything from access to all kinds of healthcare support. Both physical and mental to regular feedback and training programmes to further develop their career.

### ***No 'I' in team***

Put a group of people together in a confined living environment. Have them work long hours together, throw in spurts of not going onto land to see other people and you have yourself a rather complicated social experiment, or...the life of yacht crew.

Whilst the topic of mental health is huge and diverse and in itself should have its own column, mental health within yachting is even more so. A yachties job onboard comes with a unique set of features which differentiates it somewhat from those 'normal' 9-5's, for example demanding physical and mental working conditions, employment insecurity, long hours sometimes resulting in stress and fatigue whilst living in an environment that appears to be 'perfect' and 'faultless' at all times. On top of this, obtaining support and assistance whilst onboard can be difficult. Whilst, there is no magic bullet for mental health issues but what is key for the industry's future is recognising it and building up awareness. We can already see this today from the work of organisations such as ISWAN, Yacht Crew Help and the various mental health awareness courses for crew now available.

Yachts that consider the wellbeing of crew onboard tend to have a lower crew turnover and in turn strengthens the crew, as a team.

### ***Lead the way***

Like all issues onboard it is vital to have good management to oversee the policies and procedures that are being put in place. This governance needs to come from a whole host of



people from the management company, the Captain through to the HOD's. Leadership issues can pose a whole host of problems when running a boat.

Both crew recruitment and retention are key for the industry, prioritising crew welfare can see a huge improvement in these two factors. With organisations such as PYA, Safety4Sea, ISWAN and industry leaders in crew welfare, such as The Crew Coach crew welfare is slowly creeping up the agenda.

### ***What next?***

Social sustainability isn't a new issue, this conversation facing the industry hasn't just started but change still needs to come. Seastainable's aim is to raise awareness of aspects that stop the industry from developing in the correct way, we want to see a change that will prope

l the industry into a sustainable future. Whilst there are plenty of pledges and promises out there, which is amazing and a great start, our actions also need to start mirroring our words.

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## **Life after Yachting: Matt Redstone Global Services**

Our latest Life after yachting story is about Matt Redstone, Head of Sales at [Global Services](#). With more than 25 years experience in Superyacht Supply, [Global services](#) is one of the major players in this area. Matt tells us a bit about the company, what makes him tick, and more importantly why so many Superyachts rely on [Global](#).



Matt in Monaco

## **Tell us about your time on yachts**

I flew out to Miami on a whim a few years back and started working as temp crew. Soon after that I got a full time job and spent the next few years working on 30-40m yachts in the USA and Caribbean. I did 10 years on yachts in total with a bit of brokerage and management thrown in for good measure. This was all great experience for what I do now because I can genuinely claim to understand yachting. I believe you have to have worked on a yacht to understand completely how things work!

## **Matt. In a nutshell tell those who don't know what [Global services](#) is?**

Global Services primarily offer a procurement service for yacht crew. As a busy crew member it's difficult to find the time to deal with lots of suppliers, prices and freight. That's where we come in. We take care of that to make sure yacht crew get exactly what they need, when they need it, at the right price. We also offer a range of ancillary services to cater for other needs of yacht crew, whether it be Mobile Phone Contracts, storage solutions or inventory management.

## **When and how was the company started?**

[Global](#) was started in 1995 by a chap called Richard Gardiner. Richard was a chief engineer on various vessels for years and struggled to find one dedicated supplier who could supply him with yacht spares and supplies he needed. So, he came ashore and started Global Services, initially supporting his chief engineering mates who also had the same struggles. It wasn't long until Richard realised it wasn't just engineers who needed the supply, but yacht crew in all departments were seeking a sole supplier to get them what they needed.

## **Tell us about your role in the company**

As Head of Sales, my number one goal is simple; Deliver our promise of making life simple for our customers. Every day I ask myself the same question – How can we make life even more simple? I love talking to our customers and crew about life at sea, upcoming plans and general yacht speak. It's key for me to also identify more ways of making life simple. Crew are invaluable assets to the vessel, so it's our job to support them as much as possible to enable them to be the best crew they can be.

## **What do you love most about what you do?**

Having been crew myself I know just how time-consuming procurement could be onboard, and time was something we as crew were always short of. Now I'm on the opposite side and get the opportunity to provide a service and solution that is so valuable to crew. Everyone at Global is responsible for saving crew time, money, stress, and ultimately making their lives simple.

## **How many yachts do you supply on an annual basis?**

We supply roughly 300 yachts a year. New Build & Operational.

## **Wow, that is a lot. Yacht supply can be pretty demanding. How do you stay sane? But more importantly keep all your customers happy?**

Knowing that we're providing genuine support and providing constant solutions for crew fuels our fire. We love solving problems and there is always the last minute call for something challenging. Whether it is getting a specific part to a remote yacht ASAP or sourcing something difficult. We love a challenge and it is overcoming hurdles like this, no matter what time of day or night that gets us excited. Not only that but it means our customers know they can rely on us.

## **Tell us about some of your largest projects? (No names obviously)**

We've been fortunate enough to support some of the largest and most famous projects in yachting history, and we've loved every minute of it. Sure, it has sometimes been challenging due to the huge volume of equipment needed onboard, but it's well worth the extra work we put in. There's always a great buzz around Global, but when a project we've been working with for years leaves the shipyard, there's a real sense of achievement. It's awesome to play a part in the process and be a part of something. It's projects like those that have given us the experience and knowledge we carry today.

## **What is it the company supplies most of?**

Engineering supplies. But we support all departments onboard. We have in-house department specialists that crew come to for their Engineering, Deck, Galley or Interior supplies.



## **Tell us 3 things people probably didn't know you could do**

Tenders & Toys

Mobile Phone Contracts for crew

Eco Friendly cleaning products

These are all areas where we have found there is a clear demand. We look after a lot of Superyachts when they are in build or the shipyard. This is generally the time when items like these are bought or replaced. We carefully choose specific partners to work with so that the buying experience for the yacht is the best it can be. We work with experienced suppliers who know their stuff and can guide the customer through the process.

Also, something most crew don't realise is that we can supply literally anything. As I mentioned earlier engineering supplies are most popular but we can supply any department with anything! We also love a challenge.

## **What do you feel makes you stand out from the competition?**

We ask our customers regularly for ways in which we could improve and we listen to and act on that feedback. A prime example of this is the introduction of our Fulfilment Cost. We show this cost to customers at the time of quoting which covers expenses such as insurance, shipping, packing & handling and more. We show this cost upfront so crew aren't bombarded with extra expenses at a later date.

## **What makes your loyal customers loyal?**

Our consistent high-level of service makes life simple for them. Providing nothing but the best service is why we're able to deliver our promise of making life simple. But we're not just here to supply the items crew need. The wide range of ancillary services we offer provides crew with solutions to most day-to-day challenges they face. We build relationships with crew, which ultimately means a better experience for everyone involved.

## **Finally, what is your vision for the future of Global services? What can we expect?**

Our vision is to continue to make life simple by saving crew even more time when getting goods onboard. We have big plans for the future and are always looking to do what we do even better. We also have a big announcement coming up soon. But, that will have to wait a little while. You will of course be the first to know!

## **Another success story for ex yacht crew**

We love a success story. We also know crew like to read about people who have worked on yachts and gone on to do related but different things. Matt Redstone is another perfect example of how you can take your yachting experience home and do something great with it.

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# Superyachts allowed into Australia

## Quarantine free access to Australia from New Zealand

Both New Zealand and Australia are enjoying extremely low Covid cases. Plus almost no community transmission. Australia established quarantine free access for New Zealand arrivals by air some months ago. This open access is now also available to superyachts. Just in time for the completion of the America's Cup.

David Good, CEO of Superyacht Australia commented. "The last two vessels to apply to enter Australia from New Zealand have been approved to do so without quarantine requirements upon arrival in Sydney. The vessel occupants will be able to step off and go ashore as soon as they receive a negative Covid test result on arrival. This is now available to superyachts and occupants who have been in New Zealand for longer than 14 days for arrival into New South Wales."

"Each vessel injects millions of dollars of economic contribution through the extensive use of contractors and tradesmen whenever they are in a port or marina. Australian shipyards are some of the best in the world. So it will be great to see these yachts making use of our skilled marine trades and shipyards. Which will keep these vessels in the region for longer," stated Good.

"With the Olympics in Japan in a few months, it is likely that many of these vessels will remain in the Pacific. At least for the remainder of this year. Hopefully the next staging of the America's Cup will again be held in Auckland with a compressed turnaround to encourage even more into the Pacific," concluded Good.

160 superyachts were expected to attend the 36th America's Cup in Auckland. Covid reduced that number to 20. Although heavily reduced, the economic spend of this fleet is still estimated at tens of millions.

**For more information on who to contact for assistance please see below**

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w: [www.aimex.asn.au](http://www.aimex.asn.au) | [www.superyacht-australia.com](http://www.superyacht-australia.com) | [www.commercialmarine.com.au](http://www.commercialmarine.com.au)

**Australian International Marine Export Group |  
Superyacht Australia | Australian Commercial  
Marine Group**

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**Australian International Marine Export Group |  
Superyacht Australia | Australian Commercial  
Marine Group**

#### **About AIMEX**

The Australian International Marine Export Group (AIMEX) is the peak body for the marine export industry. The objective of AIMEX is to develop and promote Australia's international competitiveness in the marine sector. AIMEX represents some of Australia's most successful international brands, emerging companies and firms that showcase exciting innovation and



technological development.

## About Superyacht Australia

Superyacht Australia is the peak body for the Australian Superyacht Industry. Our key focus is to develop and promote Australia's international competitiveness as a destination for the global superyacht fleet, to increase visitations of superyachts to Australia and to promote the capabilities of the Australian superyacht industry to service a visiting vessels' every need.

## About Australian Commercial Marine Group

The Australian Commercial Marine Group (ACMG), created under the AIMEX & Superyacht Australia umbrella is the leading industry body supporting, developing and

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# Porter X Pain: Life after Yachting

## [PORTER x PAIN](#)

A new clothing line set up by two yachting brothers from the two corners of the world

**Perched** on the swim platform after a long day on charter, Matthew Porter and Nicholas Pain thought "Imagine if we put all of these hours into our own business.."

They knew they wanted to design clothes and had been bouncing ideas back and forth for a year before it all came together.

## **Fate made it happen**

Life took precedence after a while as Matthew headed back to the UK to start a family. Nicholas continued to clean windows in exotic countries. During this time, countless hours of video calls with ideas started to come together. Designs were drawn up and samples were received.

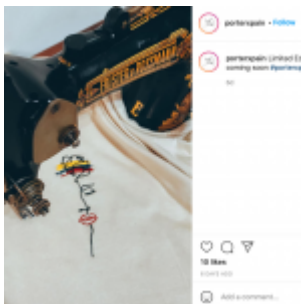
## **Another clothing brand? Yawn**

When they started telling people about [Porter x Pain](#) they were met with the same response.. “there are loads of people with clothing brands out there.”

This may be true but not everyone has worked on Superyachts. We know the attention to detail that they have from working for years in an industry where perfect means room for improvement. From the reusable bag, they are delivered in to the spritz of fragrance when you open your package. Everything has been mulled over, refined, and will continue to improve as they learn more about the industry they have burst into.

Nicholas is from Australia and Matthew is from the UK. With friends in yachting meant that their first few orders came in from New Zealand, South Africa, Spain, and America. Even though [Porter x Pain](#) is based in the UK their customer base is worldwide.

On the website [porterxpain.com](http://porterxpain.com) they currently stock t-shirts, caps, beanies, and socks. With hoodies, shorts, and other items in the final stages of samples and available soon. Enter discount code “**SYC**” at the checkout as they are giving all [Superyacht content](#) readers a NICE discount!



There is also a competition to win some clothes on the instagram page [@porterxpain](https://www.instagram.com/porterxpain) until 12.00 GMT Monday 15th March so get your last-minute entries in.

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# I didn't know I could buy that

**From Teaspoons to Main Engines: But what is *actually* in between?**

We all know [Global Services](https://www.global-services.com/) are one of largest Superyacht supply companies in the world. What we are certain you didn't know is what they can actually supply. Here are 6 really cool things that you can order direct from them.

## Manta5 Hydrofoiler XE-1

Is this the coolest thing you have ever seen?



The impossible, made possible, with the Hydrofoiler™ XE-1 by Manta5, the world's first water-bike that replicates the cycling experience on water. Yes, you read that correctly. Cycling on water. Using the same technology as America's Cup sailboats, the Hydrofoiler XE-1 expands cycling possibilities on a whole new water frontier.

[Global services](#) are an official distributor for this super cool piece of kit. Want to see this and more? Global have a vast Toy store full of amazing toys like this in their superyacht supply inventory. Check it out [here](#).

## Mobile Phone Contracts for Crew

Whilst you are flicking through your phone looking at the [Global Services APP](#) you may need to make a call! Lots of crew rely on data these days for their calls but, you still have to buy data somewhere. Whether it is for you, or a complete

package for all the yacht phones, Global can supply these too. They don't just supply the latest and greatest phones but the contracts too. Add to this the fact that they manage your contracts and make sure there are no horror stories and it's another win. Oh, and it's very competitive too. Have a look [here](#)



## Zip Taps

How annoying is it at morning tea break when the kettle takes too long to boil? You've had one sip of your drink before "back to work". It literally ruins your life twice a day!

Global has you covered. Just get in touch and order a new Zip Tap. Instant boiling, chilled or even filtered water at the touch of a button. This is a very popular product right now and is also discounted via [Global](#).

Order direct through the [Global APP](#) for this to arrive with your next delivery.

Now all you need to do is persuade your chief engineer to fit it for you!



## **Tenders**

Really? Yes you heard this right, Global can supply you with new and used tenders. Imagine this, you are on charter in the med and somehow your tender is damaged beyond repair. Your insurers will cover it but that doesn't help you get a new boat does it?

This is where Global steps in. Due to their new relationship with [Superyacht Tenders](#) they are able to spec and order a new boat for you. They can also supply an interim tender to keep the boss happy until the new one arrives. There are no surcharges here and Global will match and sometimes beat the manufacturer's price for the new boat. How's that for service?

Global can supply anything from a 5m RiB to a 17m chase boat. And everything in between. Plus, if you have an old tender you need to get rid of this can be taken in part exchange too. Total no brainer as far as we are concerned.







## Eco-Friendly cleaning products

[Sustainability](#) is a huge subject in yachting right now and rightly so. Global are taking this very seriously and therefore offer a large range of Eco Friendly cleaning products. [Ecoworks Marine](#) is one company growing quickly within the Superyacht industry and [Global](#) are happy to be able to do their bit for superyacht supply by offering such bio friendly products. These include;

- wash down soaps
- Surface cleaners
- Fabric Cleaners
- Sanitisers

[Global](#) also supply produces such as Bio D and Ecover so you can rest assured that all your cleaning requirements are covered and your eco conscience is clear.



## Miele Appliances

We all know how busy the laundry can be on charter and also what a nightmare it is if a machine fails. Luckily [Global](#) has you covered here too. They offer a full range of appliances and spares with healthy discounts. So, next time you need new parts or machines get in touch to add them to your [Global](#) order.



So, if you didn't realise you could buy all these things, imagine what else [Global](#) can supply you with. Their team supports a huge number of Superyachts worldwide and prides themselves on saving you time, money and stress with every order.

Get in touch to experience Superyacht Supply at its best.

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# 5 Gin cocktails to WOW your Guests

We all love Gin don't we? It may not be the "all day drinking partner" that Rose is in the South of France but is still Super popular among guests and crew alike.

[Wilsonhalligan](#), in partnership with HMS spirits have sent us this great list of Gin cocktails for you to WOW your guests with, and maybe even try yourself when the charter is over!

## Gin

Gin's rise in popularity over the past few years has been phenomenal and whether your guests enjoy the high-quality classics or prefer more unusual flavours, there's no doubt that you'll get more than a few requests for gin cocktails this season.

Here at [WH](#) we have carefully selected our top 5 gin cocktails that will impress owners, guest and crew alike. We teamed up with Ben from HMS Spirits, to show you how to make the most of his brilliant gins.

[HMS Spirits](#) have won numerous awards for their exceptional gin, with every batch being carefully hand crafted here in the UK. Ben's family's naval background is the inspiration for the beautiful nautical themed bottles, which look stunning on any superyacht bar. From the classic Negroni to new twists on traditional favourites you're sure to find something here that will impress.

## Negroni

This popular Italian cocktail is often enjoyed as an aperitif and the secret to the perfect Negroni is balance. Reach for the best spirits you have on board and use equal parts gin, vermouth and Campari.

## **Ingredients**

- 25ml gin
- 25ml sweet vermouth
- 25ml Campari
- Ice

Pour the gin, vermouth and Campari into a mixing glass with ice. Stir well until the outside of the glass starts to feel cold.

Strain into a tumbler and add 1 large ice sphere or some fresh ice. Garnish with a slice of orange or blood orange when in season.

## **Earl Grey Martini**

A sophisticated twist on a classic martini, this cocktail requires a little advanced preparation but is then quick and simple to make for guests. The bergamot oil from the Earl Grey tea gives a lovely citrus hit and you could even get creative with the way you serve it...

## **Ingredients**

- 700ml bottle of gin
- 1 tbsp of good quality loose-leaf Earl Grey Tea

In advance, put the earl Grey Tea in a large jug and pour over the gin. Stir for about 45 seconds and then strain through a tea strainer back into the bottle. You may still see small particles of tea in the gin so strain for a second time through a coffee filter. You can then store this gin until ready to use.

- 85ml infused gin
- 3 tablespoons fresh lemon juice
- 4 tablespoons simple syrup

Pour the infused gin, lemon juice and simple syrup into a cocktail shaker over ice. Shake and strain into a sugar rimmed martini glass.

## **Lavender Spritz**

Perfect for a party or afternoon cocktails, this pretty cocktail, with a light floral twist, will be sure to delight your guests.

### **Ingredients**

- 200ml red vermouth
- 200ml white vermouth
- 200ml gin
- 1tsp dried lavender
- Soda or tonic water
- Lemon wedges
- Fresh lavender sprigs

Pour the red and white vermouth and gin into a jug or bottle and add the dried lavender and leave to infuse overnight.

Allow 50ml per person and serve over lots of ice, topped up with soda or tonic water. Add some lemon wedges and a sprig of lavender.

## **French 75**

Rumoured to have been created in the New York Bar in Paris, this is a great combination of gin and champagne, the perfect cocktail for any celebration.

### **Ingredients**

- 1 tbsp lemon juice
- 1 tsp sugar syrup
- 50ml gin

- Champagne

Pour the lemon juice, sugar syrup and gin into a cocktail shaker and fill with ice. Shake well then strain into a champagne flute.

Top with a little champagne, wait for the bubbles to settle and then fill up some more. Swirl gently with a cocktail stirrer and garnish with a strip of lemon zest.

## English Garden Cocktail

A refreshing summer cocktail that is really easy to make. Perfect for large parties and events as you can multiply the ingredients and serve from a jug.

### Ingredients

- 50ml Gin
- 25ml St Germain Elderflower Liqueur
- 75ml Apple Juice
- 10ml Lime Juice
- Cucumber Ribbons

Shake all the ingredients and strain into a tall glass or jug with filled with fresh ice. Garnish with cucumber ribbons and a sprig of mint.

Let us know how you get on. We are just off to get the cocktail shaker out!

Thanks to [Wilson Halligan](#) and [HMS Spirits](#).