



## Charter World Yachting Holidays - Australia's original yacht charter specialists

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### In this issue

#### **BOAT OWNERSHIP VS CHARTERING EVERY YEAR**

#### **NEW YACHTS/FLIGHTS - NEW CALEDONIA**

#### **HOW LONG TO CHARTER**

#### **GREECE'S HIDDEN GEM**

#### **THE WORLD IS YOUR OYSTER**

Dear Charterer,

I received an email recently from a multiple repeat charterer who is battling health issues but wanted to plan a trip to really look forward to, he emailed. "I am so glad we have been making these sailing holidays a priority in the years we did for a multitude of reasons, e.g. you never know what is going to happen next and it binds the family together in good times and not so good times".

I do not know of any other holiday style that is so good for families. Take the kids to a resort or coastal town and they will normally disappear on you. Running a boat usually requires input from all of the crew, so there is a sense of achievement in completing things as a unit, working and living together in a very close environment, perhaps outside normal comfort zones. Some might say that this is a bit intense, but I believe if you can survive a week in a small boat (especially with your in-laws or ageing parents), you and they will not be left wondering who each other are..

### **▮ BOAT OWNERSHIP VS CHARTERING EVERY YEAR**

Having recently experienced keel boat ownership and of course knowing charter and travel costs, intimately I thought it was worth a relook at comparisons (if you were looking to buy a yacht or keep chartering). In essence the question would be (and purely on a financial basis) - how many holidays, or what sort of holiday could I take each year if I did not own and maintain a yacht. Of course there is no standard measure on how much a yacht is used locally, although judging from a look at most marinas on nice sunny days - you might question how much.

As a basis I have estimated the cost of running and owning a Beneteau 40 in Australia (per annum) although acknowledging costs can vary.

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### ESTIMATED EXPENSES

Insurance - \$2000  
Engine Service - \$800  
Slipping/Anti-foul- \$1500  
Berthing Marina - \$8000  
General Maintenance/Sails - \$1500  
Depreciation\* - \$10,000  
TOTAL = \$23, 800

\* Many years ago depreciation on your new Beneteau was very reasonable, however newer cheaper production costs continue to drive costs down and new boats are getting cheaper. Of course it depends where you are in the depreciation curve but it is a significant cost. A mooring instead of a marina berth will also reduce overall costs.

I am sure some will find fault with my estimates - and if you use your boat every weekend then the costs are justified. But I believe if you are thinking about purchasing, it is worth noting that the total costs per year could compare to chartering a similar 40' Beneteau for 3 and possibly 4 weeks in Europe including return airfares for a family of four!

In the Pacific a couple could charter for around 6 weeks including Air Travel (and that is every year)!

## **N NEW YACHTS/FLIGHTS - NEW CALEDONIA**

For catamaran lovers a brand new Lagoon 39 has recently arrived in Noumea, which adds further choice to the Catana 42' - 47' and older Fontaine Pajot 43's.

Possibly at the other end of the spectrum (in terms of performance to the Catana's), the Lagoon excels in space, light and liveability, with an interior larger than the 3' larger Catana's. Four doubles and two heads with a further two singles in the bow, this vessel is proving popular for small family groups.

Another addition is a brand new Jeanneau Sun Odyssey 509 featuring four double cabins, one twin and one single - with a maximum capacity of 12 she includes a Generator, Air-Conditioning, Watermaker and Freezer.

It has been a long time since a quality monohull was available for charter in New Caledonia. I remember a Feeling Kirie 486 in the fleet back in 2000, and out of interest I looked up and found the 1999 price list for New Caledonia. On calculating the costs in XPF I was surprised to see the Catamarans such as the Fontaine Pajot Bahia 46 - (still chartered today) was virtually the same price as it is today - some 16 years later. I believe that this is the case across the board with the \$100 per person/per day (based on 6 persons sharing a 40' yacht or 8 sharing a 43' yacht) never really changing in almost two decades!

Likewise airfares have virtually stagnated (although cheaper domestically than 15 years ago when a

Melbourne - Hamilton Island land flight was \$650 return). Speaking of Air Travel, Air Calin are introducing from June a new direct service twice weekly from Melbourne from \$668 per person return including taxes. They are promising to release a super special introductory fare in the next couple of weeks!

I have many repeat charterers looking to charter again in New Caledonia. It is one of those places that does not disappoint as there is always something more to see and do.

## Ñ HOW LONG TO CHARTER

In a busier world with more holiday options there has been a trend to charter particularly in the Mediterranean for only one week, when Australians traditionally stayed aboard for the two weeks. Europeans started this trend and most of our Mediterranean operators agree that now over 70% of clients only take the one week.

I have always maintained that for most, two weeks in the Mediterranean is not too long and certainly no one returning says it is.

The lack of tides means that 90% of the time you are attached to the shore and are able to step ashore. Eating most meals ashore allows more flexibility, space and comfort. For some however I believe that in tidal areas like the Whitsundays, 10 nights is about right with cooking aboard and anchoring usually 100 metres offshore.

For first time charterers I also believe that one week is a good introduction. It is often the case that the keener charterer wants it to go well and not risk overdoing it - so that the crew will want to return again.

I remember sending my brother (not a hard-core yachting) and his family to Turkey some years ago (and this one I did get wrong), as I believed a week would be enough. When we looked at some overland options in Turkey - he said let's just unpack once and relax more, so we booked the yachts for two weeks. His wife called on day 6 of the charter and said thank goodness we are not getting off tomorrow as this is the best holiday we have ever had!

Somewhat opposed to the trend of one week we are increasingly booking longer term charters - 4, 8 and even 12 weeks for experienced clients who want to take the slow route.

Usually these charterers have experienced 2 weeks in the Mediterranean and understand how great the lifestyle can be over a longer term.

Popular routes include a month circumnavigating Sicily (including Malta) or Corsica/Sardinia and Italy in the western Mediterranean and Athens to Rhodes (including Turkey) in the east.

Booking well in advance is the only way to secure a vessel for these numbers of weeks and we already have a few long term bookings for 2016. As an example an 84 night (12 week) charter on a Harmony 47 (4 cabin/2 head) \$32,000 (\$380 per night) in the Western Mediterranean. While it does sound a lot of money, if you share with other families or other couples, it can be affordable. This client is doing the western loop - French/Italian Riviera, Corsica/Sardinia, Amalfi/Sicily/Malta and perhaps Spain & the Balearic Islands on the return.

## ̄ GREECE'S HIDDEN GEM

A less frequented, but I believe hidden gem of the Greek Islands, the Cyclades islands offer some of the best cruising in the Aegean, and a great mix of touristy and relatively remote anchorages steeped in traditional Greek Culture.

With approximately 50 islands, the Cyclades are usually broken into groups.

Northern Cyclades - Kea, Kythnos, Siros, Tiros, Mykonos, Delos and Rinia.

Middle Cyclades - Serifos, Sifnos, Antiparos, Paros, Naxos, Dhenoussa and Amorgos.

Southern Cyclades - Milos, Kimolos, Folegrendros, Ios and Santorini.

The Cyclades are so called because they cycle around the ancient centre of trade and worship the island of Delos. Bases to begin and end a charter include Paros, Naxos and Mykonos with a one way from Athens to those bases also possible.

Our most popular routes are around the middle Cyclades with clients sailing around Paros and heading north to include Delos and Mykonos before completing a clockwise southerly route to Dhenoussa and Amorgos.

Bright white houses, blue domes and numerous small chapels contrast with a sometimes barren landscape. Perhaps the best two known islands in Greece are examples of this being Mykonos with its iconic white shining windmills and Santorini with its white and blue buildings & sheer cliffs. Santorini is almost at the southern extremity of the Cycladic group and although it is possible to visit, many clients have taken fast ferries from Paros for a day trip. Santorini is ideally suited to a two week charter to allow time to get south, although the distances between the islands are not large, perhaps 20 miles in any direction.

Best months to visit are around June or September, July/August can be affected by strong winds, although even when these blow the weather is warm and the sky clear and sunny and there are lots of protected anchorages to shelter from the north.

## THE WORLD IS YOUR OYSTER

Want to do something really special and experience luxury at a different level? Oyster Yachts are to many the Rolls Royce equivalent on water and for lucky group of owners an enviable lifestyle operating these vessels as high end charter vessels.

Under the banner of Oyster Charters - 23 Oysters are available ranging in size from 56 - 125'. Most are owner operators that care greatly about ensuring satisfied clients to build their reputation. At the larger end qualified crews of up to five cater for a maximum of eight aboard. Full crew profiles are available so you can get a good picture of the crew aboard and match this with your ideal Oyster.

With a concentration in the Mediterranean and Caribbean, these vessels are also available in areas such as Alaska, Asia and even here in Australia.

As an example of cost, Sarita of Iken (Oyster 82), 4 crew and accommodating a party of six, from \$5275 per day. If you like the look of this style of holiday there are of course many alternatives including Moody 62's, 3 crew and accommodating a party of six at \$2850 per day.

Please contact our office for further details.

***Good chartering!***

Brook Felsenthal  
and the Charter World Team