



# Charter World *E-news*



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

March 2013

## In this issue

[Feature Vessel - Lagoon 400](#)

[Charterer In Focus - Alan Morgan](#)

[Long Term Charters](#)

[CROATIA](#)

[SPECIALS](#)

Dear Charterer,

Thanks for the overwhelming response to the "New Staff Required" section of our last Newsletter. It is nice to know we don't need to go to the mass market on Seek.com.

Charlotte has now joined the Charter World Crew, and has a sailing background including her family's locally raced Sydney 47.

Charlotte joins Deb (who started only late last year) to assist Amber (who has been our friendly first voice on the phone for over a decade) and Amanda and Jason who have been with us almost as long as Amber.

In this issue I hope to entice a few of you into considering a long term charter.

We only get one shot on this planet and I believe while we are fit and able we owe it to ourselves to experience more than a 2 -3 week break over our working lives. Careers, school age kids, health and elderly parents can surely be juggled to break out a 2, 3 or 4 month block in our working lives.

If the web has made our lives more complex let it pay us back by allowing us to slip off for a while but still be in contact.

In the meantime keep chartering for 1, 2, or 3 weeks, but don't for a second think that you would not love to charter for 11, 12 or 13 weeks.

Email: [charter@charterworld.com.au](mailto:charter@charterworld.com.au)

Website:

<http://www.charterworld.com.au>

Phone: 03 9521 0033  
Toll Free 1800 335 039

Fax: 03 9521 0081

## Ñ Feature Vessel - Lagoon 400

One of our most popular vessels across the globe for bareboat charter is the mighty Lagoon 400. With almost a foot higher freeboard than her larger sister (the Lagoon 440) this big/little cat offers unparalleled room for her size and stands alone as the only 40' cat to comfortably accommodate eight people.

The main saloon is enormous and built forward of where the mast meets the deck, to give the feel of a much bigger cat. Like all boats they are a compromise, and all of this space and room does affect the sailing ability - but for most, sailing is not the main purpose to charter. I might qualify this by saying in the Mediterranean I find that there is so much to enjoy at anchor, on the quay and on shore that there is often not a great deal of time to enjoy the sailing!

If I were going to an area such as the Pacific or Caribbean, I would generally want a boat that was more fun to sail and covered the miles more quickly. But not to take away from the Lagoon 400, which offers exceptional comfort and value. With availability from as little as \$650 per day for a 2012 model, it is cheaper than staying ashore and in overall space would equate I believe to a 60' monohull.

## Ñ Charterer In Focus - Alan Morgan

Alan Morgan has been a regular charterer for many years but has never been known to just take the one vessel. Perhaps it is because he has so many friends (and he is a very friendly guy), but when Alan says I am going, one boat is never enough.

From memory Alan's first trip was in the Ionian with two Bahia 46 catamarans, then two Jeanneaus in Croatia and last year two Jeanneau 54 D/S's in Turkey. Alan has just booked again for 2014, taking two of the near new Jeanneau 53's from Split.

You can always tell if charterers have a great time when the same names keep lining up again and again for subsequent charters and this is certainly the case with Alan's group. We are looking forward again to arranging this charter with a crew that we consider old friends.

## Ñ Long Term Charters

We are noticing an increase in enquiries and bookings for long term charters usually in the Mediterranean. I have always said that two weeks is a minimum, three weeks fantastic - 4, 6 or 8 weeks really special.

There is always a bit of pressure on a two week charter to move almost every day to see as much as possible, yet I know from experience that staying in the same port for 2 or 3 days usually results in the restaurateur being your second best (if not your best) friend.

I don't believe in the Mediterranean you can find yourself on board too long. The lack of tides nearly always allows anchorages that are 'step ashore' which give you far more space and freedom than being anchored out.

We have even had clients mid-charter find a nice harbour-side taverna to spend a few nights ashore - do the washing and stretch out before stepping back aboard.

Popular routes include a pick-up in Corfu and drop off in Rhodes which allows a diverse itinerary often including many 'off the beaten track' anchorages which are in many cases a highlight.

Chartering down the 300 mile Croatian coastline taking in Slovenia and Montenegro or a Tuscan triangle of Corsica/Sardinia and the Italian and French Rivièras are two of the other popular long term charter regions.

Internet access and coverage in all of these areas is almost faultless so keeping the home fires burning has never been easier. Most operators now sell internet packages with full coverage across the Mediterranean.

One popular option is to have friends cycle in and out on different dates and legs of your trip.

I believe the best time for chartering (if considering 2 - 3 months) is May/June/July. For a start the weather gets warmer instead of cooler at the end of the season and this part of the beginning of the season you find the locals fresh as well as being relatively good value for charter rates. Chartering with a reputable multi-based operator is vital to ensure that you get the back-up required, and if you do begin early in the season you will be the first charter after a 5 - 6 month layup and refit.

This can again help with the charter cost as you might consider an older model in these circumstances.

One thing that you will not be able to do is sail from East to West across the Med, as yachts are only licenced to travel within certain limits. These include (1) France and Italy, (2) Croatia, Slovenia and Montenegro, as well as (3) Greece and Turkey.

We have had clients in the past do a month in France/Italy and then fly across to pick up another charter in Greece and Turkey.

Discounts for long term charters are not as substantial as one might imagine as the Med has a short 4 - 5 month season and operators expect to fill their yachts back to back. With the increasing demand for this holiday style and reduction of new yachts entering fleets we are also finding availability tighter than ever.

To get the best deals and secure a larger block on a yacht it is not unusual to book 1½ years or even longer out. In most cases we will secure this year's rates at up to 25% discount on the charter rates depending on the length of charter.

If you are interested in planning a long term charter please do not hesitate to call, I always enjoy looking at all the possible routes and options on what I would consider the ultimate sabbatical.

Some examples of costings are below, including all long term, early booking discounts.

#### CROATIA

2008 built Harmony 42, 6 weeks = \$13,325 (beginning 18 May 2014)

#### TURKEY

2009 built Jeanneau Sun Odyssey 36i, 6 weeks = \$12,600 (beginning 27 April 2014)

2012 built Fountaine Pajot Mahe 36 Catamaran, 6 weeks = \$22,340 (beginning 27 April 2014)

#### SARDINIA

2011 built Jeanneau Sun Odyssey 409, 6 weeks = \$16,855 (beginning 27 April 2014)

## Ā CROATIA

Croatia continues to be our number one requested destination both for first time and repeat charterers.

Jacques Cousteau described the Adriatic as 'one of the cleanest seas on earth', while George Bernard Shaw suggested 'those who seek paradise on earth should come to Dubrovnik'.

Both of these statements still ring true but there is no denying that Croatia has lost its undiscovered tag.

'Joe public' have been flocking in large numbers to Croatia for many years, with charter flights and a driving proximity of approximately 4-5 hours to a European market of around 100 million people.

Leaving the coast will thankfully avoid 80% of these tourists, and the great news is that if you plan well you can still see the Croatia of 10 years ago. The cruising options are immense, 1185 islands and an 1100 mile coastline offer many gems only accessible by yacht. Traditional fishing villages in picture-postcard bays are still prevelant to the tranquility seeker. For those who like to intersperse these anchorages with some more lively towns the options are always available.

It has always been said that the best cruising is a little bit

north and south of Split (and although I still believe this to be the case), it is very hard to get an itinerary wrong in Croatia. The Kornati Islands to the north were traditionally rocky outcrops that Europeans liked to escape humanity on. While this is in essence still true, there are many restaurants that have sprung up in recent years to entice those (like most Australians) looking for more cultural attractions.

There is no doubt that Australians do not travel to the Mediterranean to sit at an anchorage for its natural beauty, the fact is we have an abundance of natural beauty in Australia and many cruising grounds and close by in the Pacific.

Charterers returning to Croatia are often happy to charter for another two weeks Split/Split, and really there is probably 8-10 weeks of cruising from Split, without revisiting an anchorage.

Some however are moving south to Dubrovnik and Montenegro and some north out of Biograd, Zadar and Pula.

We have completed a number of suggested sailing itineraries including versions for minimum miles, but also for medium and extended routes.

Please see our [website](#) or contact the office for copies.

## Ñ SPECIALS

### ASIA: Phuket & Langkawi

20% Discount for charters taken 05 April - 31 May 2013

For charters taken 13 May - 10 Nov 2013:

\*Pay for 8 & sail for 10 nights

\*Pay for 11 & sail for 14 nights

\*Pay for 16 & sail for 21 nights

\*Pay for 22 & sail for 28 nights

### TAHITI

20% Discount for charters taken 01 - 30 April 2013

20% Discount for charters taken 01 - 30 June 2013

### THE WHITSUNDAYS

25% Discount for charters taken 06 April - 31 May 2013

20% Discount for charters taken 01 June - 23 August 2013

ITALY

20% Discount for charters taken 01 April - 31 July 2013

TURKEY

20% Discount for charters taken 01 - 30 June 2013

CROATIA

20% Discount for charters taken 01 - 23 May 2013

GREECE

For charter dates 20 - 27 April 2013:

\*Oceanis 373, ATHENS-KOS (one way) = 30% discount

For charter dates 27 April - 04 May 2013:

\*Lagoon 450, ATHENS-ATHENS = 25% discount

\*Lagoon 400, CORFU-CORFU = 30% discount

\*Oceanis 43, CORFU-CORFU = 30% discount

\*Lagoon 400, LAVRION-CORFU (one-way) = 40% discount

\*Oceanis 31, LAVRION-CORFU (one-way) = 60% discount

For charter dates 04 - 11 May 2013:

\*Cyclades 39.3, CORFU-CORFU = 25% discount

***Good chartering!***

Brook Felsenthal  
and the Charter World Team