



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

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In this issue

BAREBOATING GOES MAINSTREAM

**SECURITY BOND/DAMAGE WAIVER/
TRAVEL INSURANCE**

ASIAN TIGERS - WELL CATS REALLY!

GULET (LA VICOMTESSE)

**YACHT IN FOCUS - BENETEAU SENSE
50**



Dear Charterer,

Our family had a great summer gliding down Australia's East Coast and learning a lot about longer term cruising.

The lack of protected anchorages and length of legs required were a great adventure, but provided a sharp contrast to the normally restful and protected charter regions we are most used to.

Thanks to those of you who helped with advice along the way, like John - who was an expert on the Lauriton Bar and Terry Wise at Pacific Sailing School (Rushcutters Bay) who arranged the best mooring for New Year's Eve.

I don't think I will be alone in this, but my ultimate trip would be a several month cruising sojourn through Greece and Turkey. There is a rhythm that you get into the longer you are aboard and it is a great way to live. When the school years are behind us, Lynn and I are determined to do this having helped a number of clients do the same thing.

Back in the chair now and looking forward to a busy year ahead. I hope the following is of help or interest to some of you considering your next charter destination.

BAREBOATING GOES MAINSTREAM

I have been commenting on it in previous newsletters, but this year more than ever, we are finding very limited availability for the coming season in the Mediterranean - especially in Croatia. As at the end of January, Catamarans are almost fully booked and the average build date of monohulls available being 2008.

There are certainly less new boats arriving in the fleets however the largest factor has been the exponential growth in demand, especially from the non-yachting market. In other words 'The word is out'. Cruise ship growth has also been exponential and when you think about it one cruise ship of 5000 people trying a sailing holiday with a skipper is probably enough to overwhelm the bareboat fleets in Croatia who are increasingly turning to skippered charters.

This holiday style also appeals to a wide age group and sailing in Croatia now sits alongside, an Oktoberfest or Pamplona as the must do's in Europe for travelling 20 and 30 somethings.

We are finding increasingly that we unfortunately have to say 'sorry we cannot help' as we will only offer operators that are well known for their high service levels and care factors.

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We believe that booking early is the only way to now secure the best availability options and if you are thinking of 2015 it is not too early to get the crew together for a planning session.

Ñ SECURITY BOND/DAMAGE WAIVER/ TRAVEL INSURANCE

The choice of non-refundable Damage Waiver and insurance options versus refundable Bonds is a decision that must usually be made either some time before your charter dates or at the base prior to departure.

Some operators offer Security Bond only, some Damage Waiver only and some a combination of Damage Waiver & Security Bond.

The latter (Damage Waiver plus Security Bond) is becoming quite common. The Damage Waiver does not completely annul the Security Bond but reduces it to a smaller amount usually around \$1000. The reason for this is that if it were Damage Waiver only, there is the option for charterers to say the handheld GPS etc. fell over the side, but since I have paid a Damage Waiver - nothing else is due (believe it or not this has happened!).

Of course taking the Security Bond only or Damage Waiver & reduced Bond is a value decision. In the past I have said if you are a family or a group that sails together, then the Bond might be the best option as it is unlikely there will be a claim and you save the Damage Waiver fee of approx. \$50 per day. If you are a group of 20 something who don't really know each other then take the Damage Waiver.

One point to make is that even with a skippered charter, a Bond or Damage Waiver is payable - although I have never heard of a claim being made. The reason for this is that a Skipper cannot be totally responsible for a charter parties' actions - coming back to the boat late at night and forgetting to tie the dinghy on properly is an example.

With the value of boats rising, it is not uncommon for Bonds to now approach \$10,000, so the exposure can be significant.

Generally the only way a Bond can be exceeded is if gross or wilful negligence is proven - (although I have never heard of it) under the influence of alcohol or drugs would fit into these categories.

Interestingly, some travel insurance policies now cover rental vehicle insurance excess (including boats) in their terminology for vehicles, so a Bond deduction would be a claimable event.

We are of course always happy to discuss the best options for you charter party.

ASIAN TIGERS - WELL CATS REALLY!



Asia still lags behind in terms of Australians chartering when compared to the Pacific and Mediterranean regions, yet I believe it offers fantastic chartering potential.

Perhaps the main reason that Asia is not as popular is that the best season is over our traditional summer period of November to March. There is no doubt Australians generally love to enjoy their summers at home and like to book a late spring through winter holiday, especially in the southern states. Having said this the weather from April - August is conducive to yacht charters where it is deemed the best season in the eastern areas such as Koh Samui and Koh Chang as well as Tioman in Malaysia.

In Phuket and Langkawi these months produce 28 degree temperatures around the clock with the chance of late afternoon downpours. If you do consider this season in this area a catamaran would be recommended.

Catamaran choices continue to grow in Asia with a large range of makes and models - Lagoons, Fountaine Pajots, Robertson Caines, Catanas and Dean's In most sizes from 36' - 47'.

The flagships I believe are the new Lagoon 450's which are available in three and four cabin versions and well equipped with watermakers, gennakers, solar panels and generators with air-conditioning - which are a great bonus if it does get a little humid. Priced from \$960 per night these vessels offer exceptional comfort for a party of four couples. A local Thai Skipper can also be arranged for a nominal rate.

Budget carriers such as Air Asia, Scoot and Jetstar also offer great fares from \$600 - \$700 return from Australian cities and these fares combine to make it one of the best value charter holidays going.

☺ GULET (LA VICOMTESSE)



La Vicomtesse has produced many satisfied charterers as a great value Gulet operating for many years along the Turkish coast.

European owned and managed she has a stable and caring Turkish crew of four. Accommodation for ten in 5 cabins - 1 master, 2 doubles and 2 twins. Equipped with air-conditioning, tenders and interestingly an RS sailing dinghy La Vicomtesse caters extremely well to family groups or couples.

The value is exceptional with a May special of \$200 per person per day including meals based on 10 share.

<http://www.charterworld.com.au/charter-boats/gulet-la-vicomtesse>

Please call for further details.

☺ YACHT IN FOCUS - BENETEAU SENSE 50



One of the most radical design changes in monohulls in recent years, the Beneteau Sense series are I believe a good attempt to incorporate the advantages of a catamaran while maintaining good performance.

The shallow step down from cockpit to main saloon is achieved by

there being no aft cabins in these models. Unparalleled use of glass windows gives clear aft views from down below which also has a raised floor allowing great vision, even when seated.

All of the above create the light and vision which are so popular in powerboats and catamarans and the 'down below' living feeling of monohulls is greatly mitigated.

A large flat cockpit is also a great benefit when chartering in warm climates and sheltered seas however, moving in a seaway might be difficult as the cockpit is large with not much to hold on to.

The Sense's have begun arriving into Mediterranean chartering fleets however they will begin to filter across the globe as their suitability for charter is recognized. Having said this they were not designed for charter (the lack of aft berths compromising their total capacity), but for the owner cruise market.

Standard equipment includes bow thrusters, generators and fully battened mainsails.

A Beneteau Sense 50 (2013 built) as an example is available in Greece from \$1085 per day in late September.

Please call for further details.

Good chartering!

Brook Felsenthal
and the Charter World Team
