

# **PYS** PROFESSIONAL YACHTING SERVICES



**SYMPHONY, 102 METERS  
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**YEAR N°1  
OCTOBER 2015**





# CONSORZIO NAUTICO TORRESE



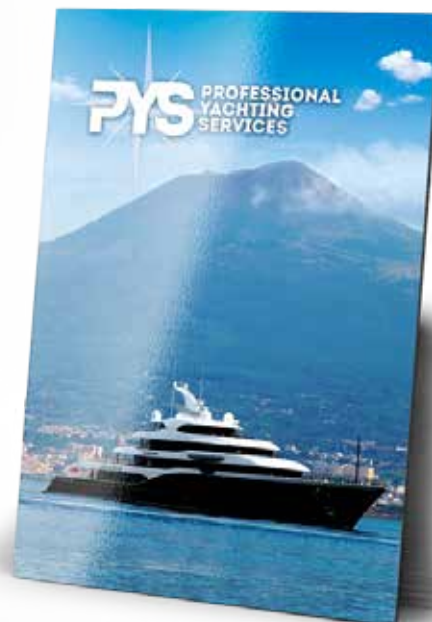
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## PROFESSIONAL PARTNERSHIP WITH



NAVIGARE NECESSE EST, VIVERE NON EST NECESSE



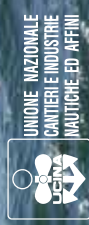
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# NAUTICA ITALIANA ASSOCIATION ESTABLISHED

PRIORITIES ON NAUTICA ITALIANA'S AGENDA INCLUDE LAYING THE GROUNDWORK FOR AN INTERNATIONAL STRATEGIC DEVELOPMENT PROJECT

Founded by leading Italian nautical manufacturers, representing an impressive set of 25 brands, the association "Nautica Italiana" aims to bring together top firms from the entire sector — Industry, Services and Territories — to draw up a strategy for the development of the nautical industry, thus fo-

stering system-wide growth both in Italy and internationally.



Top priorities on its agenda include:

- supporting exports by clearly reaffirming the nautical industry's credibility and reliability, through the adoption and promotion of

the Charter of Values as an integral part of the



Starting on the left: Cataldo Aprea (Vice Chairperson of NAUTICA ITALIANA); Alberto Amico - Amico & Co (Vice Chairperson of NAUTICA ITALIANA); Ugo Pellegrino - Arcadia Yachts; Roy Capasso - Baia; Salvatore D'Agostino - CNM - Cantieri Navali del Mediterraneo; Luigi Foresti - Cantieri di Sarnico (Sarnico Shipyards); Paolo Vitelli - Azimut Benetti; Giovanna Vitelli - Azimut Benetti (Vice Chairperson of NAUTICA ITALIANA); Lamberto Tacoli - Chairman of NAUTICA ITALIANA and CRN - Gruppo Ferretti; Renato Luglio - Maltese; Corrado Salvemini - Mase Generators (Director of NAUTICA ITALIANA); Enza Pane - Salpa; Antonio Pane - Salpa; Lorenzo Pollicardo - General Secretary of NAUTICA ITALIANA; Stefania Lazzaroni - General Director of the Altagamma Foundation".



Lamberto Tacoli,  
*Chairman of Nautica Italiana*







**Cataldo Aprea**, Vice Chairperson of Nautica Italiana

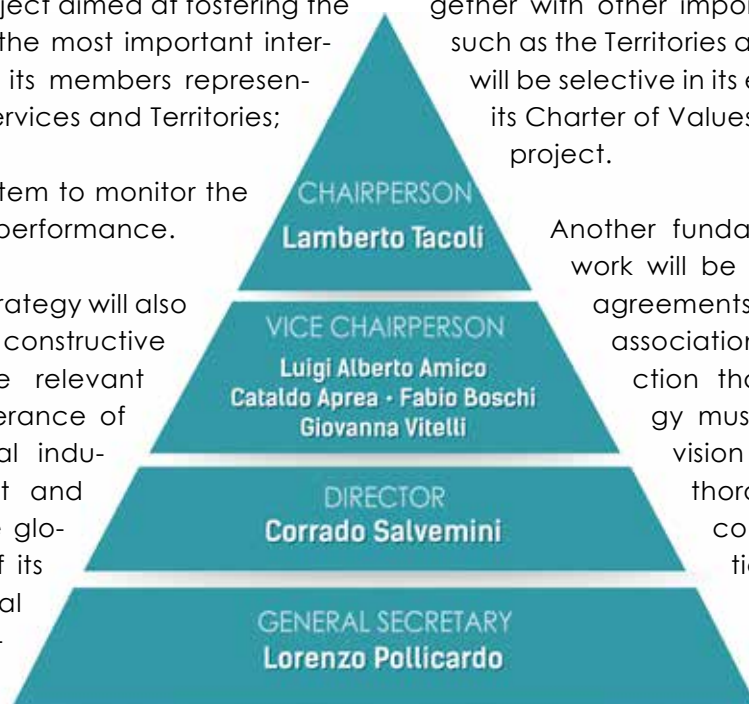
Articles of Association;

- completing a project aimed at fostering the presence at all of the most important international events of its members representing the Industry, Services and Territories;
- developing a system to monitor the nautical industry's performance.

The association's strategy will also include constant, constructive dialogue with the relevant institutions in furtherance of the Italian nautical industry's development and leading role at the global level in light of its unique technical expertise and cultural heritage. Nautica Italiana has been con-

ceived as an association open to working together with other important industry players, such as the Territories and regional Districts. It will be selective in its efforts, with a focus on its Charter of Values and shared strategic project.

Another fundamental aspect of its work will be liaising and reaching agreements with other industry associations, out of the conviction that a systemic strategy must include a common vision to be turned into a thorough, complete set of concrete actions. Nautica Italiana's positioning and particular focus on international markets are traits that it shares with Fonda-



**PRESIDENTIAL COMMITTEE**





**Luigi Alberto Amico**, Vice Chairperson of *Nautica Italiana*



**Giovanna Vitelli**, Vice Chairperson of *Nautica Italiana*





**Fabio Boschi**, Vice Chairperson of *Nautica Italiana*

zione Altagamma, which since 1992 has been a common forum for top Italian cultural and creative firms recognized as true ambassadors of Italian style to the world.

"Nautica Italiana" has thus chosen to become affiliated with Altagamma due to its international vocation and transversal reach. Altagamma's members, which come from the fashion, design, food, hotel, jewelry, and automotive industries, pursue all possible synergies with one another in various fields: market studies and research, institutional relations, corporate culture, promotion and co-marketing initiatives.

Andrea Illy, Chairman of Fondazione Altagamma, stated: "Eleven of the brands represented by Nautica Italiana have chosen to become members of Fondazione Altagamma, and this is an honor for us, because the Italian nautical industry can boast unique expertise and achievements at the global level.

The choice of forming an affiliation between Nautica Italiana and Altagamma is also an in-

novative step that strengthens the ability of the industries represented by our members to work together in support of that culture of economic cohesiveness of which Italy has such great need."

Lamberto Tacoli, Chairman of Nautica Italiana, commented: "Today, in the prestigious location Panorama in Milan, where we were honored to present our association, we were literally surrounded by the history of Italian craftsmanship. This history traces its roots to the strong culture of beauty, uniqueness and harmony that combine with the ingenuity and vision that throughout the centuries have enabled Italy to generate innovation in all arts and industries.

Part of this history of excellence and innovation of Italian industry is written daily by companies in the nautical sector, which the new association Nautica Italiana, affiliated with Fondazione Altagamma, now provides a major opportunity for growth and a chance to regain the international stature that they deserve."



## ABOUT THE FOUNDERS

Branch of Industry	COMPANY
Refit & Repair	AMICO & CO
Boat Building	APREAMARE
Superyacht Building	ARCADIA YACHTS
Boat Building	AZIMUT
Superyacht Building	BAGLIETTO
Superyacht Building	BAIA
Superyacht Building	BENETTI
Boat Building	CANTIERI DI SARNICO
Boat Building	CANTIERI NAVALI DEL MEDITERRANEO
Boat Building	CERRI
Superyacht Building	CRN
Superyacht Building	CUSTOM LINE
Boat Building	FERRETTI
Boat Building	GIACOMO COLOMBO
Boat Building	ITAMA
Refit & Repair	LUSBEN
Refit & Repair	MALTESE
Marina	MARINA DI VARAZZE
Marinas Accessorized	MASE GENERATORS
Boat Building	MOCHI
Superyacht Building	PERINI NAVI
Superyacht Building	PERSHING
Superyacht Building	PICCHIOTTI
Boat Building	RIVA
Boat Building	SALPA

## 10 NEW PARTNERS

### CANTIERE DELLE MARCHE SHIPYARD

Cantiere delle Marche Shipyard is the world's leader for the production of steel and aluminium yachts. Its masterpieces are the "Explorer Yachts" steel and aluminium made, Darwin Class and Nauta Air from 80 to 110 feet.

### CANTIERI DI PISA

Since 1945 Cantieri di Pisa gave importance to the ancient tradition of the boat-builder. It was purcha-

sed from Mondomarine company in 2015. It still is a reference point for design and style.

### COMAR

Comar is one of the oldest brand of the Italian boat industry. It was born in 60's producing sailing boat. In 1998 Massimo and Flavia Guardigli bought the old brand bringing life to a new generation for sailing boat production.

### EQUINOXE YACHTS

Equinoxe Yachts was born in 1986 and founded by Corrado Di Majo and Alessandro Ussi. Over 500 yacht sold, more than 6.000 boat charter contracts for 30 years. 360 grades service let people discover the distant corners of the world.

### PORTO LOTTI

Porto Lotti is situated in the closely-guarded Gulf of La Spezia. It could offer 520 boat spaces up to 100 meters long and a 10 meters deep draught. Porto Lotti is one of the most exclusive marinas of the Mediterraneo.

### MONDOMARINE

Mondomarine works and builds all the boats in Savona. The shipyard is about 35.000 square meters wide in front of the sea. Furthermore, a dock ( with a travel lift of 820 tonnes ) 100 meters long lets maxi-yacht moore. This appoint it as one of the widest shipyard of the Mediterraneo. Recently, Alessandro Falciai and Roberto Zambrini took over the brand "Mondomarine".

### TECNOPOOL

Tecnopool was made by Alberto Spina and Giorgio Ciampini in order to give people their best experiences for nautical refit. They are specialised in fixing and preparing ( inside and outside ) yacht from 20 to 140 meters long .

### VECO - FRIGOBOAT E CLIMMA

Since 1971 Veco S.p.A. buildt and produced a lot of systems for air-conditioning and refrigeration.

### FRIGOBOAT

Using the historical brand "Frigoboat", Veco is producing refrigeration rooms based on direct-current system for boat industry.

### CLIMMA

Furthermore, using the brand Climma, Veco is producing air-conditioning systems for boat industry.

### VISMARA

Since 1984 Vismara Marine worked in order to improve their techniques building. The main leader and designer is Alessandro Vismara specialised in employing hydrodynamic systems and Performance Prediction at Southampton Colleg of Higher Education.



Main Office on  
Marina Molo Luise - Napoli

## Your **Technical Assistance** in the *middle of the Mediterranean.*

**Technical assistance** to Super-Yachts **24/7** and in any **emergency** situation.

'Problem Solving' - endeavouring to solve/research the correct solution to your request and needs within 1-hour.

- Dry dock / lifting equipment – Refit
- Engines & Generators  
(including overhaul, replacement and alignment)
- Mechanics  
(including regeneration and construction of components)
- Propulsion systems
- Refrigeration
- Navigation and Communication systems
- Firefighting systems
- Electrical & Electronic works
- Wood and Steel Carpentry
- Fiberglass
- Hull & Yacht Paint
- Piping/Hydraulic/Plumbing
- Insulation
- Upholstery
- Perspex/Glass/Marble/ Every fine material
- Sea Toys
- Tender repair
- Pool & Jacuzzi
- Pest Service
- Home Automation
- Entertainment systems
- Interiors refurbishment/Appliances
- Installation and maintenance of lighting systems
- Technical Spare Parts & general Ship Chandler





# GRACE E, THE ITALIAN MOTOR YACHT AWARDED IN THE WORLD

73 METERS LENGTH, IT WAS BUILT IN PERINI  
PICCHIOTTI SHIPYARD  
IN LA SPEZIA

## Dario Sautto

It was awarded as the "Motor Yacht of the Year" during the World Superyacht Awards. One is talking about Grace E, a 73 meters yacht built by "Perini - Picchiotti" group.

Made in Italy, Grace E is the motor yacht of the year - in weight terms - less than 3000 tonnes. It received a lot of valued awards thanks to its qualities and design during the Neptune Awards, a











very important international Yachting Oscar. Grace E is the third motor yacht branded Picchiotti and built by Perini Navi group. It has the "Vitruvius" series design and features, especially for the keel lets more efficiency of these big boats.

Grace E is able to sail about 7.800 miles reaching 12 knots speed cruise and 17,5 knots at full speed. Grace E is based on a double Azipod and electric diesel propulsion technology which gets energy management better and removing the annoying noise and trembling on board. Thanks to Service&Refit working, Grace E will be able to sail upon the Hudson river close to the "Statue of Liberty" and then around the Mediterraneo seas; It will stay in the New York north-east coast all summer then sailing

around Atlantic seas in order to reach Scandinavia, then "coming back home" sailing upon the Mediterraneo seas.

A honoured ship got nice appreciations worldwide. It got over the top gaining four cups during the Neptune and Showboats Awards in Amsterdam and gaining the "Baccarat Cup" for the "Best Interior Design".

"Perini Navi Group" get 59 ships which are sailing, 56 sailing boat and 3 motor yacht. It is the world leadership for sailing big boat planning and building. Since 2007 it started working on motor yacht branded "Picchiotti", reintroducing this historic brand from 90's. The group works in "Picchiotti" shipyard in La Spezia where a lot of motor yacht are built and refitted.





**Fiona Maureso,**  
*President of Myba Association*

## INTERVIEW WITH FIONA MAURESO

### PRESIDENT OF MYBA ASSOCIATION

The world about charter brokers is unbeknown to many people. It is an essential work for yacht and superyacht. The charter broker organise the itineraries for guests and all services on board making sure of keep their promise. This take some time out, patience and experience as well. For further information we done an inter-

view with Fiona Maureso the President of Myba Association who represents charter brokers profession in the world of the superyacht.

What are the most important characteristics for a yacht to be considered a perfect vessel for charter?

***In my opinion, the five most important characteristics for a yacht to be considered a perfect***



vessel for charter are:

- *a smiling crew with an excellent chef and an approachable captain;*
- *the yacht must be spotlessly clean and in good condition;*
- *it must be comfortable under way and stable at anchor;*
- *a sturdy swim platform*
- *a good range of water sports equipment."*

Why join MYBA?

- *To demonstrate that you are accepted as an industry professional, serious, reliable and offering the guarantees such as Professional Indemnity insurance;*
- *To be part of our developing and maturing industry by serving on a Committee or participating in other MYBA ventures which can influence the future of yachting in a positive manner;*
- *To benefit from MYBA lobbying and other actions;*
- *To access the latest industry information and benefit from tools such as the private website, MYBA Messenger;*
- *To enjoy preferential tariffs on all MYBA products;*

### **Fiona Maureso, President of Myba Association**

After graduating from university with a degree in European Studies, Fiona left her native England to explore the world of yachting in the South of France.

Initially, Fiona worked as a deckhand/stewardess on a 40 metre motor yacht and then moved ashore in 1986 to train as a charter broker.

Her training led to a successful career in yacht charter with Peter Insull's Yacht Marketing and Yachting Partners International over the following years.

In January 2013, with over 25 years of experience as both a retail broker and a charter manager, Fiona joined Northrop & Johnson as Charter Director to expand their presence in the South of France. Fiona currently serves as President of MYBA - the Worldwide Yachting Association, and chairs the IT panel. She speaks English, French and conversational Italian.





# INTERVIEW WITH FRANCESCO LUISE

## MANAGER OF LUISE GROUP



Francesco Luise , Manager of Luise Group

Even actors, singers, sheiks, tycoons and politicians are slap bang in the middle of the sea, but there is "Luise Associate" who is going to take care of them! "Luise Associate", now led by Francesco Luise, is the historical company who has been managing the Port of Mergellina since 1847 and is being present in 275 ports around the world. The story began in 1847 when four brothers coming from the Port of Marsiglia arrived at Napoli in order to set up an empire: the "J.Luise & sons".

*"The name is Anglophone due to one of the original founders, Joseph who realised that giving it this name he would have been able to capture the minds of the English and the French i.e. the vast majority of the fancy maritime tourism from the late 1800s".*

Luise Associate is still keeping its promises, taking care of clients everytime.

*"We manage for everything, start from calling a taxi when our clients will arrive at the airport, to the organization on board. Even provisions and exemption from administrative practices, sometimes even being a tour guide! After all we are talking about an high quality tourism".*

A lot of Vip ask us for anything.

*"I have been a witness to many strange cases! This summer we organised a synchronized swimmers exhibition in the sea of Capri in front of the Alicia Keys 120 meters yacht. Some clients ask us for blue parrot, grasses for the needs of the dogs and someone ask us for baby's nappies "Made in Japan". It could be absurd,*

*but it is not. These are simply the needs of the Vip and we try to do our best anyway to satisfy their requests".*

All of the employees for "Luise" ( about 100 in Italy ) work especially in the offices with their tablet and smartphone.

*"We must be on call 24 hours per day. This is our success and the best is what the clients expect from us. They can get in touch with us through the Gps, whenever. I am put in mind of one day when a Russian financial expert, in the middle of the night, asked us for taking care of him due to a Sting concert at "Isola di Gallura". We had to quickly book a stay in Naples to him. I put in mind of the first fax i received, i was gob-smacked!"*.

Naples, a sweet but bitter pill as well.

*"The Gulf is still attracting people from around the world. One is able to reach many places in few nautical miles as well as Ischia and Ischia termale, Capri and all beauties on the coast."*

The "Luise" grew up thanks to the clients as well.

*"They ask us for following them everywhere. We made a company in "Sardegna" and then Venice, Trieste, Rome, Ostia, Sanremo, Viareggio and in Sicily as well as in 14 foreign countries, Croatia, Turkey, France, Montenegro, Miami, Antigua, Caraibi and Newport".*

Very important results achieved about the 500 clients marked on the Gulf of Naples daybook.

*"We are talking about some unity longer than 100 feet, from 33 to 160 meters. We cause a lot of work for everybody, such as taxi drivers, petrol pump attendants, mooring men, mechanics, restaurateur and more".*

These mega yacht 1 million euro per meter ( without equipment ) are the best who can afford them.

*"Recently, a famous Lebanese person rented two yachts for 4 millions euro. Very lucky people".*

Almost all the Arabian Head of State put their trust in "Luise Associate". The world trade is changing, what is the way?

*"The Anglo-Saxon dominated before. An English tycoon, Andrea Liveras got my favourite yacht, Rosenkavalier. Today are dominating the Russians and Arabians, but we are still moving to the Orient. People say that the Japanese hate the sea but if they come in this business, this could be a great target for us. Talking about superyacht, people know that yacht dimensions are increasing. People talked about super and mega yacht before; today people are talking about giga yacht more than 100 meters long".*



# FERRETTI YACHTS 690, 21 METERS LENGTH: ELEGANT AND LUXURY YACHT

IT WAS BUILT THROUGH THE COOPERATION  
BETWEEN "STUDIO ZUCCON"  
AND "AYT&D GROUP"



## Dario Sautto

Ferretti Yacht 690 represents a very important work from 18 to 21 meters brand. A further big idea came from the cooperation between "Studio Zuccon International Project and Research and Development Department Group AYT&D - Advanced Yacht Technology & Design".

Classic as much as valued and original desi-

gn thanks to the new outesides features. The building of the outsides glasses let the insides brighter. On the watercraft, big window placements "open view" level with shipowner's state-room, gives light to Vip state-room on the bow. The outsides features are emphasized by "flybridge" and large hard top full size of the backside makes guests feel safety and relaxed.









Of great importance is the new luxury adornment inside.

Ferretti Yachts 690 keep safety standard up as well as all the merchant navy "Ferretti Yachts" both honoured with "Design Category CE-A" title, the highest title decided by European Union planning and building rules for pleasure boats.

"Ferretti Yachts 690 - as Sales Director Ferretti Group Asia Pacific Alessandro Tirelli explain - represents a big novelty for Ferretti Yachts. It was built for family feeling and based on modern-classic style and fashion design inside attaching importance to spaces.

The "Ferretti Yacht 690" cockpit has some interesting features: the most important feature is the hidden boat deck on the larboard stern. This let leave more space to cockpit for sofa and teak table for 8 people. The Ferretti Yachts 690 insides - 21 meters lenght and 5,50 meters width more - are arranged for housing unit as well.

Ferretti Yachts 690 could use two different engine sizes. The first and the most powerful let you reach 33 knots - 250 nautical miles autonomy - and the second one let you reach 30 knots speed - 280 nautical miles autonomy.





## SHIPPING AND FORWARDING AGENCY



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## LÜRSSEN YACHTS, ESTER III

LED BY GINO BATTAGLIA, PRESIDENT OF THE  
ITALIAN YACHT MASTERS ASSOCIATION

### Giuseppe Sangiovanni

The 66 meters Ester III was built by Lürssen Yachts shipyard who was founded in Germany in 1875. An historic shipyard is specialised in building luxury yacht and military vessels. Some luxury yacht have to be mentioned: Azzam, the world's biggest yacht, 180 meters long; Rising Sun, 138 meters long and sold for 200 million dollars and megayacht Octopus, 126 meters long owned by Paul Allen, the co-founder of

"Microsoft".

Ester III was planned by Espen Oeino whilst Raymond Langton Design organised the insides. This yacht can house 12 guests split into 6 shipowners staterooms. It also get an heliport, a gym and wellness center completely outfitted with massage room, sauna and steam room. The main deck hosts a big pool with a drop-down waterfall. Russian owner, snazzy insides.









The Captain is Gino Battaglia, President of the Italian Yacht Masters Association. The main favourite places of the shipowner are Sorrento, Capri and Montecarlo. In fact, he bought a luxury terraced house in front of the sea along the Sorrento Peninsula, so one could easily see "Ester III" sailing the seas from Sorrento to Naples, more closer to "Molo Luise" and Naples International Airport. Ester III is going to moor between Montecarlo and the North of Italy during the winter season. It have been showing during the Monaco Boat Show in the great company of its captain, Fabio Mistri.

### CURIOSITY

Ester III in the picture, delivered to the shipowner in 2014. As one can see in the picture, the yacht have been in the Old Commerical Port of Castellammare di Stabia ( where the famous "Amerigo Vespucci" was built ) where the com-

mercial dock was recovered and modernised. Now are made available for superyacht clients a lot of services: watercourses, wi-fi and the chance for mooring alongside the dock. The port was named as "Stabia Main Port" thanks to its position about the city center. A few steps from the 28 thermal springs of "Antiche Terme di Stabia ( Stabia Old Thermae )" and "Regio Cantiere Borbonico ( Bourbon Regio Shipyard )", "Fincantieri" company today. Stabia Main Port is close to the train station and Sorrento. What to say, it is perfect for the shipowner of Ester III for mooring his yacht and reaching his new terraced house in Sant'Agnello along the Sorrento Peninsula.

Last but not the least, come to the aid of the Ester III's the Maritime Agency "Luise Associates", located in Naples and many other places in Italy.



# ITALIAN YACHT MASTERS

DESIGNED TO PROMOTE  
THE ITALIAN MARITIMES COMPETENCE



ARE NECESSE EST, VIVERE NON EST

Italian Yacht Masters is the only one Italian Association who is professionally promoting the Italian maritimes in the yachting luxury world. Together with the association, led by the Captain Gino Battaglia, are including maritime agents, brokers, shipowners, shipyards and many other maritime associations with the aim at creating synergies in relation to reinforce Italian Maritimes role.

That is why "By Tourist srl", ( as the only one Italian company for publishing and communications about yachting world since 2007 ) with English editions and press offices, decided to buy into a new editorial project named "Professional Yachting Services" in order to support Italian Yacht Master activities and telling about world yachting news, establishing a new forum for all Captains, launching annual training courses about Warsash Maritime Academy, improving the Italian Maritimes career development.

## ITALIANYACHTMASTERS

### 3rd CAPTAIN'S DAY

15th October in Loano

- Capt. G. Battaglia President IYM Starts the show.
- Mr. G. Loffreda lawyer, Managing director of the law governing waterway transports "studio Gianni", Origoni, Gruppo Cappelli & Partners: "STCW Regola 15.2 and detailed rules for applications in Italy, compared with UE's rules."
- L. Triggiani IYM: "The value of constant formation at IYM"
- Ing. V. Poerio Ceo Benetti and President of Navigo - Penta "From training to marketing"
- Prof. M. Sena "Cadets on Board with IYM"
- Dr. L. Del Sorbo introduces a new magazine: "PYS Professional Yachting Services"
- Capt. F. Mistri IYM, "Synergy with mega yachts port directors and PYA/GEPI"
- Mr. A. Meloni lawyer, Floris - Litta - Di Pietto - Fabbro & partners "Penal aspect involving masters and stowaway"





## SANLORENZO 460EXP, THE FIRST ONE 42 METERS STEEL YACHT LENGHT

LUXURY, SAFETY AND COMFORT AS WELL AS  
HANDICRAFT, EXPERIENCE AND INNOVATION

Cured by Dario Sautto.

It is the first steel superyacht explorer type, and the first one based on Francesco Paszkowski outsidess design. Sanlorenzo 460Exp (42 meters) get a steel keel and an alluminium super-structure.

This yacht is textured by unique design lets have more space rather than the size and lower usage. Only 460 tonnes weight and 42 meters lenght, the 460Exp lets you have more space, safety, stability and limited draft which lets it be agile and able to go far staying more closer to the coast.

It is characterized by three different features: Safety, a lot of space and indipendence. The explorer Sanlorenzo offers self-sufficiency and great capacity for bringing toys and equipments on board. One could explain luxury, safety and comfort as good as handicraft and experience talking about Sanlorenzo shipyard and superyacht.

The lower bridge get a beach-club and bar, sauna, fitness area and pool.

460Exp makes you happy on board, thanks to its great capacity for bringing a lot of small









boats on the stern such as speedboat and fishing boat until 9 meters, as well as sailing boat, water ski and windsurf. Furthermore, the bigger teak bridge on the stern (when it is unoccupied) became a pleasure area where one can get some sunshine and swim in the pool. On the other hand, there are big double cabins



and wellness area, a second pool, gym, sauna and turkish bath on the lower bridge.

Regarding the performance, 460 Exp get two motors CAT C32 Acert (1319 HP) let it reach 11 knots speed and more than 4.000 nautical miles without using a 50 thousand liters additional tank.

A lot of space on board, safety and total in-

dependence, 460Exp makes shipowner happy for adventure and the searching for distant and uncontaminated places. The shipowners feel themselves safety and comfortable on this superyacht which combines Sanlorenzo experience and innovation. At the end, Mr. Flavio Albanese totally see to inside design.



Enjoy a new cruising destination, **every day**

Enjoy an amazing atmosphere, **every night**



**Marina d'Arechi**, recently completed and situated to the East of the historic city of **Salerno**, is set in one of the most glamorous, beautiful and interesting cruising areas of the Mediterranean sea. The marina provides a gateway to such cherished areas like the **Amalfi Coast, Positano, Capri, Ravello, Pompei, Ischia** and many other stunning and treasured sites. Salerno has easy access to road, rail and air travel routes.

**Marina d'Arechi** is one of the largest full facility marinas in the Mediterranean. And, because of its proximity and design, provides owners with an all year round safe haven and a perfect place for a holiday break, **Italian style**.

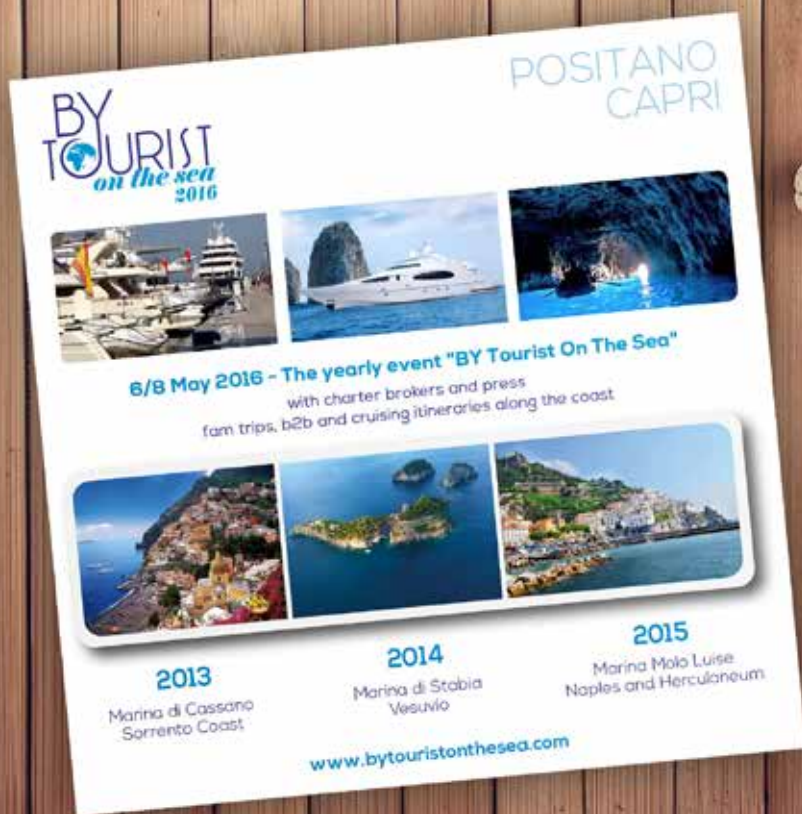
**FACILITIES & SERVICES:** 950 berths up to a max LOA of 120 meters, with restaurants, bars and private beach. A fully equipped boatyard; 220 tons travel lift; 14 fuel dispensers bunker station; 6 MW power supply; bike hire; car rental; airport and rail station transfers; winter yacht care and valeting.

40°38.740'N 14°48.645'E. Channel VHF 74.

[www.marinadarechi.com](http://www.marinadarechi.com) / [info@marinadarechi.com](mailto:info@marinadarechi.com)







## BY TOURIST ON THE SEA 2016 CAPRI AND AMALFI COAST

THE NEW KERMESSE WITH THE AIM  
OF PROMOTING MARINAS, NATURAL BEAUTIES  
AND CAMPANIA COASTS FLAVOURS

Positano and Capri are going to host "By Tourist On The Sea" 2016 Edition. The beautiful kermesse "branded" By Tourist and dedicated to Sud Italia passing through fam Trips, cruises and b2b meetings between International charter brokers and tour operators.

All the marinas are the starting points however changing location every year. The event consist in doing 3 days

of b2b and itinerary coast to coast, to the attention of charter brokers and tour operators from all around the world, in order to promote the new marinas, the natural beauties and flavours of the Campania coasts. "This initiative - as the organiser Luisa Del Sorbo explained - is supporting by businessmen from Campania.

It is a travelling exhibit coming soon in Po-

BY  
TOURIST  
*on the sea*  
2016









# BY TOURIST ON THE SEA



GUSTO  
Mediterraneo







sitano and Capri in 2016. The event is planned from 6 to 8 of May 2016, with special appearance by our partners, leader of the maritime and culinary tourism, valued brand for the fashionable and people from tourism services sector as well. The event was born in

2013 in order to improve National commercial brokering between Charter and Maritime Agencies, Hotel and Tour Operators Italian and not.

In the space of a few years, the event became popular engaging prestigious people









from SuperYacht Industry as well as charter brokers came from Monaco, Zurich, London and Fort Lauderdale.

The main characters who are going to take part in the show will be valued chef and companies leader in the production of typical products from Campania.

" The first year - Luisa Del Sorbo carries on - we have been in "Penisola Sorrentina", the second we moved to get closer to Vesuvio, the third edition took place in "Ercolano Scavi" and Naples.

During the 2016 Edition we are going to reach the well known, gorgeous areas in Positano and Capri.







## MYBA CHARTER SHOW 2016

MAY, 2-5, GENOA (ITALY)

From the 2nd to the 5th May 2016, Genoa will host the 28th edition of MYBA Charter Show, one of the most important international exhibitions dedicated to Charter professionals and Superyachts.

The MYBA Charter Show in Genoa is a private trade show not open to the public. Registration during the Show will only be accepted for MYBA Members and YACHTFOLIO Subscribers.

In keeping with the tradition of the Show, a lively social programme will ensure everyone makes

the best use of the potential for networking.

This is an event not to be missed by yacht charter professionals, attended by the most prestigious Charter Agencies and Brokers globally. The exhibition is a select showcase for luxury charter yachts and the most exclusive display of ancillary services for the yachting industry.

The continued success of MYBA Charter Show is highlighted by the number and quality of attendees over the years.

Over the last few years the Show has supported,







and is still supporting, a very important charity: SNSM Antibes – A local charity, anyone requiring assistance using the waterways between the Alpes Maritimes coastline and Corsica will call upon the Antibes Lifeboat.

This exhibition is owned by All Yachting SAS. The organisers, Pesto Sea Group s.r.l., guarantee an unforgettable run show. The numerous events surrounding the Show and the splendid location in the Porto Antico (Ancient Harbour) of Genoa justify this event's hard-won professional

reputation.

MYBA strives to promote professionalism in the large yachting sector. The aim is to improve the quality standards in the sectors of charter, sale & purchase and yacht management.

In 2001, MYBA took on the ownership of one of the most important European yacht shows, for professionals only, dedicated to charter brokers. The former International Yacht Charter Meeting took on the name of the MYBA Charter Show a few years after





# FEADSHIP, GIGAYACHT SYMPHONY

A 102 METERS BY FEADSHIP SHIPYARD  
OWNED BY BERNARD ARNAULT.  
FROM AMSTERDAM TO GULF OF NAPLES



## Luisa Del Sorbo

Gulf of Naples was won over in June by prestigious and unique presence: the Gigayacht Symphony. This beautiful yacht was built by Feadship for Bernard Arnault.

Bernard Arnault is a French business magnate, investor, philanthropist and art collector. He is the chairman and Chief Executive Officer of LVMH since 1989. In March 2015, Forbes estimated his wealth to be \$37 billion, making him the 13th richest person in the world and the richest

in France.

His yacht "Symphony" can house 20 guests split into 8 staterooms including a master suite, a Vip stateroom and 6 double staterooms. It can house 27 crew members on board let one enjoy comfort and the best services on board. Its areas of the deck let one use a lot of services such as outdoor bar, jacuzzi tub and wide relaxing area to get some sunshine. "Symphony" is able to reach 14 knots speed and 22 knots



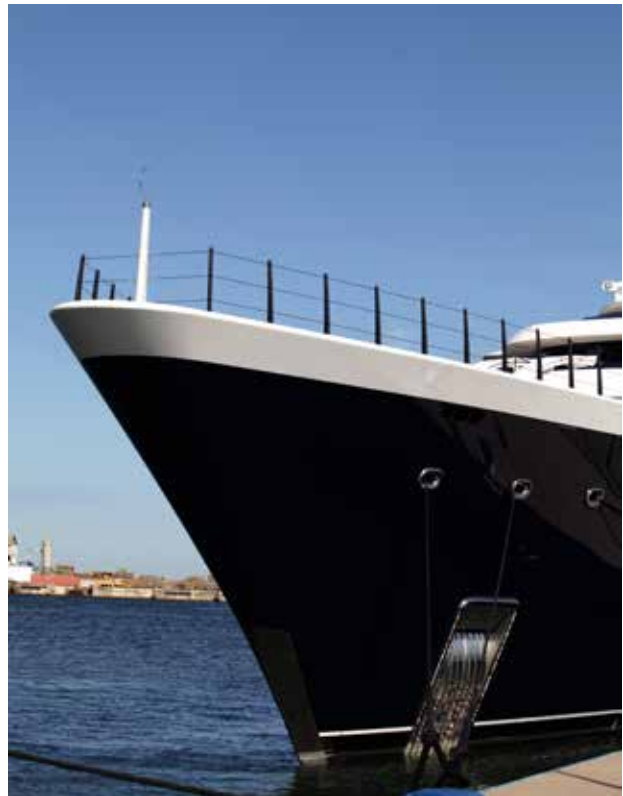




at maximum speed. It depends upon the range of the 5000 nautical miles and 256000 liters in the fuel tanks. These are the perfect ways to combine "high performance and luxury". The Captain is Otto Linzel a very friendly and professional guy. The crew is well-coordinated and it works eagerly. This summer "Symphony" spent two months in the Gulf of Naples for technical checks and the first chartering.

### **Amenities**

At anchor Stabilizers , Jacuzzi ( on deck ) , Lift ( Elevator ) , Swimming Pool , Movie Theatre , Beach Club , BBQ , Tender Garage , Swimming Platform , Air Conditioning , Underwater Lights , Exterior Bar , Gym , Spa , Sauna , Helicopter Landing Pad , Separate Crew Passageway , Outdoor Cinema , Massage Room , Owner Stu-







dy , Observation Lounge , Outdoor Bar , Beauty Salon , Steam room , Dance Floor , Golf Tee Box , Air Conditioning , Stabilizers at Anchor , WiFi connection on board , deck Jacuzzi , Gym / exercise equipment , Library , Beauty room , Floor

### **Special Features**

A huge 6 - meter contraflow swimming pool with a glass -bottom , complete with its own

waterfall is located on the main deck . A glass corridor leads through the state-of - the-art engine room features an all-purpose interactive multi media screen projecting images from the underwater camera plus the latest information on the yacht 's current location , and propulsion systems .









# THE SANCTUARY OF MARINE MAMMALS

## PROTECTED AREA THAT STRETCHES STRAIGHT UP FROM FRANCE TO MONACO AND ITALY

The Marine Protected Area takes care of Mediterranean cetacean who is trying to establish inflexible and static rules.

This is the Sanctuary of the Marine Mammals, a sea area that

stretches from France, Monaco and Italy where the environmental rules and marketing often collides. It was born thanks to an international agreement in 1999. In 2001, during the XII

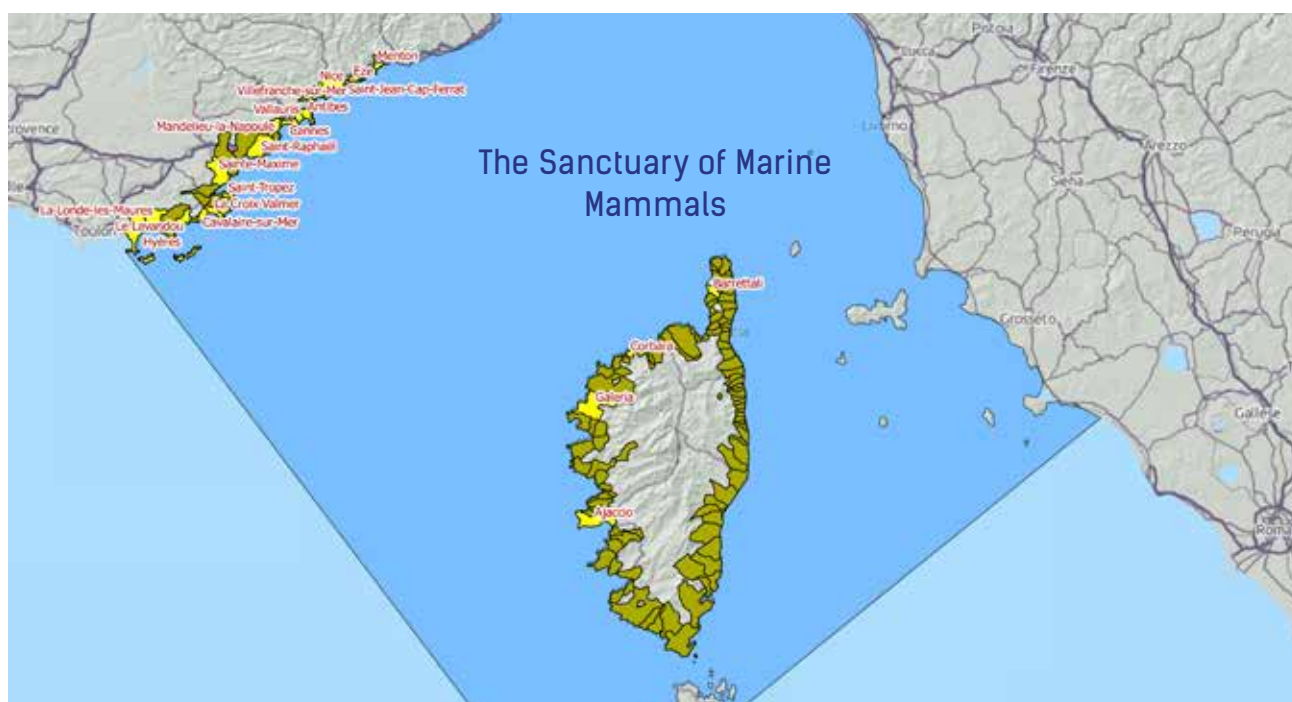


Conference of the supporting States for Convention, it was put into the list of the "Special Protected Areas" of the Mediterranean.

One is talking about a transboundary protection area 87.500 Km<sup>2</sup>

stretches from France, Monaco and Italy passing through Corsica in the middle.

The highest places level are: the Giens Peninsula on the French Mediterranean coast, Punta







Falcone in Sardinia, Capo Ferro on the Sardinia north-east coast, Fosso Chiarone on the border with Tuscany and Lazio.

Italian national waters in Sanctuary include some provinces as well as Genoa, Imperia, La Spezia, Savona, Olbia, Sassari, Livorno, Lucca and Pisa. Previous studies have shown that a

great number of cetacean is found in this area of Mediterranean seas, may be thanks to wealth of food.

Marine Mammals include twelve different species: The fin whale ( It is the second largest animal after the blue whale ), the sperm whale, the short-beaked common dolphin, the Atlan-





tic bottlenose dolphin, the striped dolphin, the pilot whales, the risso's dolphin and the goose-beaked whale. The rarest species are: the northern minke whale, the rough-toothed dolphin, the killer and false killer whales.

In 1992, Thetys, Greenpeace and Barcellona University institutes made possible for estimating the number of the rough-toothed dolphins ( about 32.800 specimens ) and fin whales ( about 830 specimens ) who are living particularly in the summer.

A previous study by Greenpeace have shown that the marine mammals have suffered a further drastic fall in all areas, who was probably caused by poor safeguard rules. In 2008, Greenpeace has calculated only a quarter of the fin whales number in the area and less than half number of rough-toothed dolphins rather than 90's. This big problems could be solved restricting the vessel traffic, especially for cruise lines and mega yacht that - as some studies tell - disturb marine mammals communication due to the noise of their engines.







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**Sarah Sebastian,**  
*Charter Specialist*

## ANTIGUA AND BARBUDA SUPERSTAR

### INTERVIEW WITH SARAH SEBASTIAN, DIRECTOR AND CHARTER SPECIALIST

Luisa Del Sorbo

**Why Antigua and Barbuda are important for Superyacht and Charter Company?**

The islands Antigua and Barbuda are situated in the middle of the Caribbean chain of islands and so is very central, enabling yachts to move north and south easily to pick up charters. Antigua over the years has built large safe marinas and has many shore side services for yachts such as electronics, mechanical companies, provisioners and suppliers of wine and

food. We get American and European products in Antigua.

Nicholson Yacht Charters (my company) is the oldest charter company and port agent in the Caribbean and has a rich history on the island, we have a good knowledge of the whole Caribbean which we share with visiting yachts and have great itineraries for our charter guests in all areas of the Caribbean.









### what's your job? can you describe it?

Our job at Nicholson Yacht Charters & Services is to sell yacht charters to clients in the Caribbean and around the world in all major yacht cruising destinations. We are also Port Agent for yachts arriving into Antigua and Barbuda and can help with Customs and immigration formalities, receiving of all ships spare parts and supplies and give knowledge on ports, anchorages and anything yachts need while in Antigua and the Caribbean.

### Are there news about The event in december to Antigua?

We have a second company called Antigua Show Management and we are contracted to

run the Antigua Charter Yacht Show, now in its 54th year. Nicholson Yacht Charters started the Charter Yacht Show, but in 2003 we sought government help with the whole yachting industry on the island and turned the Show into a Not for profit company. This year the show runs from the 4th to the 10th December and we have some fabulous yachts coming over and a packed schedule of events. Please see the show website [www.antiguayachtshow.com](http://www.antiguayachtshow.com) however I must impress that this is a private, industry only show, for charter brokers and marine professionals only, its is not open to the general public. We usually have between 85 and 100 yachts exhibiting that want to sell charters in the Caribbean.







### Can you tell me two itineraries by yacht around Antigua and Barbuda?

Antigua is perfect for a week charter, we have many large bays, great barrier reefs and many off lying islands, and with Barbuda just 15 miles away, there are 11 miles of pink sand beaches, a famous frigate bird sanctuary and many unspoiled coral reefs it's easy to spend a week between the two islands, one day you can be in a historic port such as English Harbour, museums, restaurants, marinas, night clubs,

walking trails, beaches and the next day you can be in a deserted island with no other boats around and a beach all to yourselves.

### Your preferit places in The World?

My perfect places in the world, would have to be all connected to water, such as Antigua & Barbuda, The Grenadines, the Amalfi coast, cruising in Thailand, Greece, Turkey, Alaska and the list goes on, there are so many beautiful places to visit and especially by boat.







# DUBAI INTERNATIONAL BOAT SHOW 2016

MARCH, 1-5

## Giuseppe Sangiovanni

Showcasing more than 430 of the finest collection of super yachts and leisure craft from all over the world, attracting more than 26,000 visitors in 2015, the combined mix of family entertainment and live events offers the complete visitor experience, with something for everyone.

At Dubai International Boat Show 2016 you will be able to enjoy all the new happenings and exciting experiences of the event ( March 1st-5th). People could visit the Marine Display, the world's most luxurious superyachts on showcase. Then DMEX, supported by Emirates Diving Association (EDA), the show let you enjoy all new experiences passing through live presentations and interactive demonstrations. And then DIBS

Sailing, an interactive area where they could find and see sailing tips, the latest boats & equipment and test drive some on water dinghy's. DIBS Fishing will arrange for all of their fishing needs. DIBS Watersports, if people likes watersports they could find what they need. Luxury and Lifestyle Brands, marine related luxury brands that showcased their latest products and services from across the region.

Supercar Promenade, the unique opportunity to see up close the fastest, the newest and the most innovative vehicles in the motoring market. Retail Village, where you could keep in touch with the nautical fashion tendencies for 2016 and choose between swimwear, footwear and a lot of accessories. Finally, Enter-





tainment & Competitions, daily live shows and the chance to snap up the best price!

The last Dubai International Boat Show in 2015 achieved resounding success. The five day event attracted about 28,273 visitors (19% increase vs 2014) and 7,000 VIP's.

Once again the show is proving to be a hit with exhibitors and visitors alike. But new features announced for the 2016 edition: casting and winching competitions, fishing & sailing trips, jetski stunts & tricks, match racing and a lot of interactive activities!

At Dubai International Boat Show people could also find Exclusive Rendezvous (multiple bespoke events alongside the show through the partnerships with key luxury and lifestyle companies targeting High-net-worth individual from across the region), Match Racing & Sailing Expe-



riences (targeting shipowners and potential buyers, these sessions will give visitors first hand experience of what it is like on the water), Do-it-Yourself Seminars (targeting shipowners and buyers, these sessions will comprise of boating experts sharing their expertise about navigation ( do it-yourself project ) and Underwater Photography Competition (dive in with your camera and go eye to eye with the ocean's most incredible creatures in the region and take part in underwater photography competition open to all diving enthusiasts).

"The quality of visitors last year has been superb and business is truly booming – As Sultan Al Shaali CEO of his family Marine group said -. The overall vibe at this year's show is extremely positive, even amongst competitors, and it really feels like the true maritime culture coming together. There is no better place where we could have unveiled our newest superyacht, AS100, and we are very happy to report a successful year again".











## ARCADIA YACHT

### MORE THAN 25% CLEAN ENERGY USE

"The current range of the yacht, from 85 to 115 feet and made completely out of fiberglass, -Ugo Pellegrino Manager of the Arcadia Shipyard says - is going to be expanded thanks to the building of the new 100'. On top of this, the 2015's fleet is characterised by new planings based on steel/aluminium yacht from 145 to 180 feet".

Let's go to know the newest models of Arcadia shipyard ( Torre Annunziata - Napoli).

**ARCADIA 85 – 10** yacht built and sold around Mediterranean areas, United States and China. The hulls #11, 12 and 13 currently in production. The Order Book of Arcadia 85 shows a lot of sold units in China which are going to

release the next 5 years. The first one was released in Hong Kong the last year in December. About the materials : the Arcadia boat is completely made out of fiberglass strengthened by artificial vinylester resin on the three outsides. The broadsides are made out of PVC and fiberglass in the middle. The superstructure is made out of GRP and the porches are made out of steel. Arcadia 85 is buildt for two varieties : Med ( standard ), Far East/US.

**ARCADIA 100** - new yacht of the 2015 - Hull #1 currently in millwork. About the materials : the Arcadia 100' is made out of fiberglass and strengthened by artificial vinylester resin on the three outsides. The broadsides are made out of PVC and fiberglass in the middle. By increasing the "GT" it let people enjoy more living space.







This new yacht is characterised by three bridges 31,06 meters long completely extended; 29,19 mt are dedicated to buoyancy, 7,75 mt to the beam and full-load displacement of 110 tonnes. The new Arcadia is able to reach 18 knots of cruise speed sailing with low fuel consumption. Sailing at the rate of 16 knots the overall usage is about 260 liters/hours as good as sailing at 14 knots speed this range goes down to 160 liters/hours. Furthermore sailing at economic speed cruise the energy consumption goes down again to 80 liters/hours. The solar panels fitted on the superstructure let Arcadia 100' manage the energy autonomy at the best way.

**ARCADIA 115** - 4 units built and sold - About the materials : the Arcadia 115's hull is made out of fiberglass strengthened by artificial vinyl-ester resin on the three outsides. The broadsides are made out of PVC and fiberglass. The superstructure is made out of GRP and the porches are made out of aluminium. Arcadia Yachts builds semi-planing yacht ensuring a sailing with low consumption management. Its special hull ( NPL ) is named from the "National Physical Laboratory of England" where some studies were done to decide the best hull set and the best quality-price ratio about the hydro-dynamic efficiency. Further studies were done by the Chief Engineer and Designer of Arcadia Yachts, Francesco Guida before choosing NPL hull set on his yacht.

**ARCADIA 145** - new yacht of the 2015 - The plan was lately completed and now the shipyard is working for the building. More than 44 meters long and wide volumes. Arcadia 145' get a Gross Tonnage less than 500 GT however it gets a very comfortable main bridge - built on "wide body" concept. The solar panels are able to give 6 kW off increasing the range of

clean energy to 25% more. According to "family feeling", Arcadia Yachts let people enjoy more space and light on board of 145'.

**ARCADIA 180** - new concept in 2015 - the double glazing solar panels Arcadia are installed on the superstructure in order to give comfort and energy recharging on board as well. There will be installed new double glazing solar panels on all Arcadia yacht in order to increase energy production up to 25%.

Since 2008, Arcadia Yachts was recognised as one as the best company based on eco-friendly philosophy. Since the beginning, Arcadia proposed its theory about the reduction in consumption. This is the main feature of the old and newest Arcadia yacht.

The works of Arcadia designers are based on studies done together with "Federico II University of Naples" team led by prof. Adolfo Palombo.

The high quality solution is based on using of special glasses well known as "low-electric energy sources" thermally-insulated with Krypton gas. The result is a decrease of about 18 grades in terms of thermal equilibrium.

Furthermore the "Eco-Tech" solution used by Arcadia is based on special water-cleaning systems in order to avoid water pollution.









# CREW SUPPORT AND YACHTING SERVICES

## ANTIBES, INTERVIEW WITH ALESSANDRO MACRI MANAGER OF THE COMPANY MAIN RAISE



Alexander Tamagni and Alessandro Macri, Main Raise

The French Riviera is the most interesting area in Mediterranean talking about yachting world. A beautiful coast, essential step in Vip and valued shipowners summer holidays and not. Antibes, Saint Tropez and Nice are the more appreciated places next to the "Queen", Montecarlo. This let the birth of service companies and maritime agency in the area, especially for Main Raise company by Alessandro Macri and Alexander Tamagni, leader in maritime and airline industries. A new business world 15 years old with the aim of

making shipowner's life easier, from buying to selling a boat, setting up the best crew for chartering. "I was the captain of 40/60 meters yachts - Alessandro Macri says - I am able to share a personal experience for shipyard and charter services. And, before long I was starting to buy into marine industries. Previous studies have shown that Italy supplies about the 80% of the yachting world, but the yacht ( and their shipowners ) are still moving abroad for holidays. Starting from Antibes, we are trying to become a sort of "italian magnet in the French Riviera" keeping our promises, seriously and professionally with clients, improving the "incoming" in Italy. A professional work and great attention to clients let us customise all services of Main Raise who, today, is able to guarantee protection to the crew's boarding contracts ( forwarding the crew about the Insurance ) giving advices about the routes to charter brokers in order to improve the chartering.

We would like to provide excellent service, to the attention of captains and managers in order to let shipowner be safe taking advantage of all services on board as well. Looking at the possible solutions to the yachting world as well as the size, navigation areas and crews number are steadily increasing. This is the reason why "Maine Raise Yachting" decided to create "GYS", a team of highly trained operatives cleverly placed at the navigation areas such as:

- French Riviera
- Baleari
- Sardinia
- Tyrrhenian Italy
- Sud Croatia
- Montenegro
- Guernsey
- London
- Turkey





# MAIN RAISE

## YACHTING



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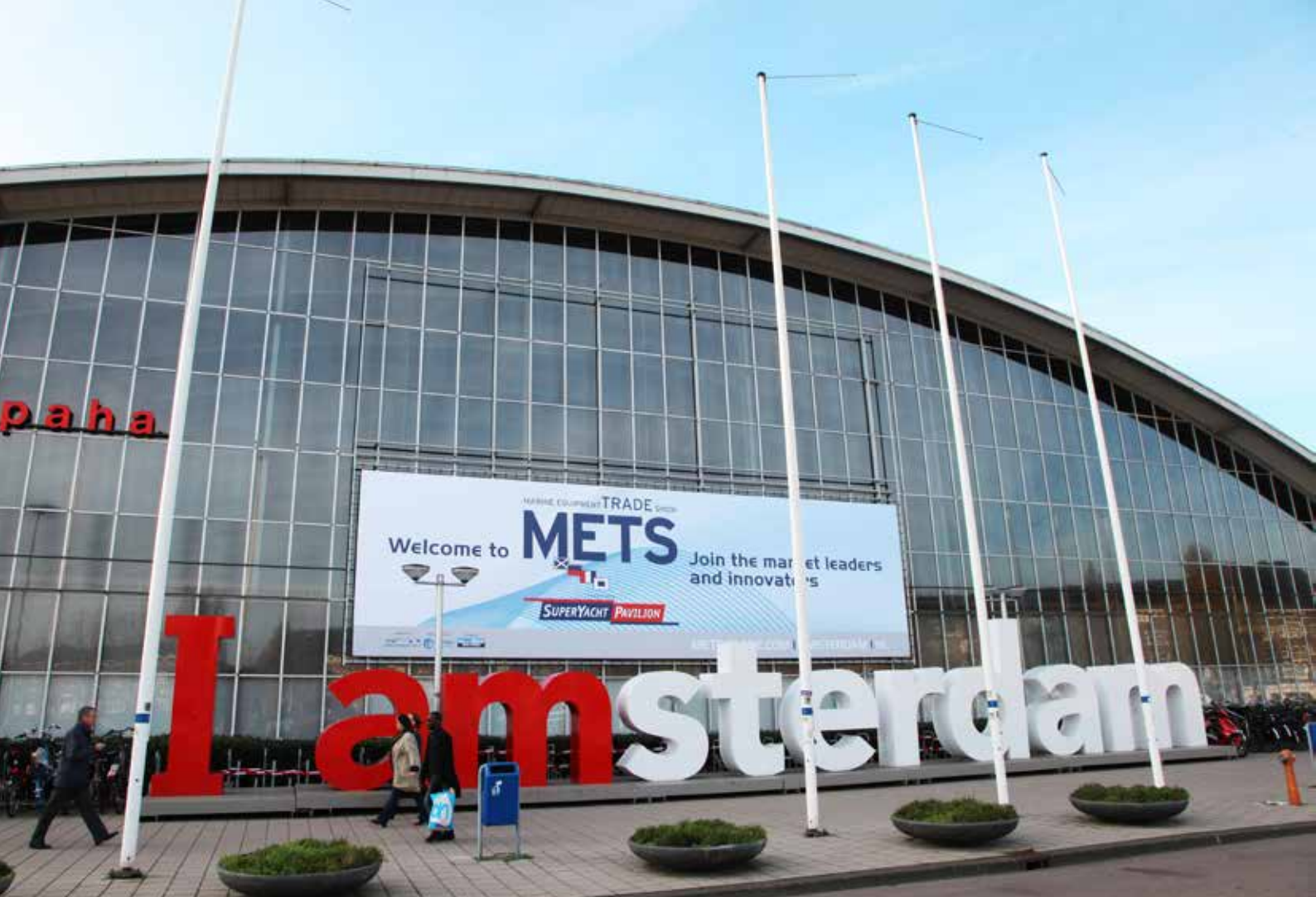
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## METSTRADE SHOW 2015

NOVEMBER, 17-18-19 IN AMSTERDAM RAI

The METSTRADE show, 17-18-19 November 2015 in Amsterdam RAI, is the only international B2B exhibition for the marine leisure industry. It is the perfect place to forge business relationships and a great opportunity for the 1,358 exhibitors (from more than 40 countries) to launch their new products. Not just exhibition, the METSTRADE show combines new products, seminars and unrivalled networking opportunities for visitors in order to bring near countries, technologies and industry sectors.

The innovation has been a crucial theme at the METSTRADE show since this is leading B2B ma-

rine equipment trade show opened its doors in 1988. In addition to the DAME awards, with its extra focus on design, the METSTRADE show always put on display thousands of innovations and new products from over 1,345 exhibitors. From 17 - 18 - 19 November 2015 some 20,500 international marine industry professionals will convene in Amsterdam RAI. During 3 days filled with inspiration and innovation, the METSTRADE show provides the perfect platform to network, exchange ideas and do business.

Visiting the METSTRADE show brings unmatched value to your business, it's the world's biggest



and most visited B2B leisure marine equipment show.

The Global Superyacht Forum (GSF) is the industry's longest serving and most professional conference for the large yacht world and has been part of the METSTRADE show for years. The theme for 2015: Putting the fun into Fundamentals. GSF's mission is to bring together a team of visionaries, innovators and free thinkers who will make you think differently about the future of our industry, how we can inspire and engage with new owners and show them how much fun we can deliver.

The ICOMIA World Marinas Conference will be held from 17-19 November in Amsterdam RAI Convention Centre. It is the perfect platform to network, exchange ideas and do business. It's the leading light in ensuring succesful future developments of marina facilities around the

globe.

The conference is the key initiative of the ICOMIA Marina Group (IMG). This extraordinary event is aimed at marina owners, operators, developers, consultants, service providers, government officials, equipment manufacturers, nautical tourism promoters and port and harbour operators.

The International Superyacht Coatings Conference (ISCC) is a business-to-business event organised by Amsterdam RAI in association with ICOMIA and the Superyacht Builders Association (SYBAss).

Specialising in superyacht coating processes and related rules and legislation, ISCC is much more than a conference and networking event - the delegates are encouraged to participate and contribute.







## **“QUATTRO PASSI” RESTAURANT – NERANO PASSING BY YACHTING VIP TASTES**

**NEXT OPENING IN DUBAI, MIAMI AND NEW YORK  
WITH THE CHEF ANTONIO MELLINO**

**Luisa del Sorbo**

A lot of sea routes for Superyacht guests include food, especially by valued restaurant and prestigious chef who make a place unique. Let us take as the best example “Quattro Passi”

restaurant in Nerano also managed by chef Antonio Mellino. The restaurant shows off 2 Michelin Stars and it is built in the striking area of “Baia di Nerano” which is situated at the bor-







der between Sorrento and Positano.

"Quattro Passi" is the most appreciated and favourite restaurant by shipowners and seamen are sailing around the Italian coasts for decades; It let you eat outdoors bounded by pristine nature of the Mediterraneo Coast. The master-chef is Antonio Mellino, who always make international charter broker hopeful, succeed in taking part in world-famous events.

Lets talk now to Antonio Mellino, who tells about business news and curiosity in this late summer.

How came the idea for calling it "Quattro Passi" ?

**- The "Quattro Passi" idea came out from good position it has got. We thought about people took "Four Steps" reaching everywhere. As an example people take "four steps" reaching Nerano city center and the beautiful seaside "Baia**



Antonio Mellino , Chef of " Quattro Passi" Restaurant









*di Marina del Cantone”.*

What are shipowner and yachting clients eating and drinking tastes?

*- Everybody searching for local products and vegetables grown by ourself. Especially for yachting clients who feeling closer to the seaside like tasting vegetables and fish based dishes. They love our famous pasta dishes: “Linguine alla Nerano con zucchine e fiorilli - Nerano linguine with courgettes and fiorilli”, “Spaghetti al pomodoro fresco, basilico e pomodorini pachino - Spaghetti with fresh tomato, basil and pachino tomatoes”, “Tubettoni ai frutti di mare - Tu-*

*bettoni with seafood” as well as the well known “Pasta e patate con le cozze - Pasta with mussels and potatoes”.*

What VIP got into your good graces?

*- A lot of VIP come to “QuattroPassi”, i should like to refer to “Beyoncé and JayZ, Mariah Carey, Lawrence Stroll, Ron Dennis, Dottor Galassi, Mr Mansour Bin Zayed Al Nahyan”.*

Is “Quattro Passi” restaurant worldwide?

*- Yes, it is two years about we opened in London and now we are moving to Dubai, Miami and New York.*









# MEDITERRANEAN COOKING CONGRESS OPATIJA (CROATIA)

OCTOBER, 12-13

Maria Consiglia Izzo

The 12th and 13th on October will take place in Opatija ( Abbazia - Croatia ) the 2nd edition of the "Mediterranean Cooking Congress", a first

time organized event in 2014 for reinforcing Italy high quality exports in the foreign market starting from Mediterranean countries.

A lot of Italian and foreign producer will take part in the show as well as Italian and foreign



chef who will let people discover all the best typical products.

The ratio of marketing is going slowly on step by step in order

to let them choose the best price/quality ratio representing everytime the Italian guarantee.

The official show took place in the Port of Naples on October 2014 on board Navi Tirrenia













ships, along with the vocational school for catering, universities, valued and emerging chef, italian and foreigner producers and chef.

This year the Mediterranean Cooking Congress will take place in Opatija ( Croatia ) on the Adriatic coast.

It planned for Monday 12th the guests arriving.

### On Monday 12th on October

- The presentation conference at 6 p.m. with the speech by: Ivo Dujmic - Major of Opatija, Luisa Del Sorbo - Communication Manager for By Tourist S.R.L. and event planner for the Mediterranean Cooking Congress, the chef Andrej Barbieri, the "Bevanda" Restaurant in Opatija, the starred-chef Paolo Gramaglia from "President" Restaurant in Pompei and the coordinator for the art of cooking.

- A dinner for fourty people at 9 p.m. at Bevanda Restaurant with the chef Andrej Barbieri in cooperation with Italian, Spanish and Greek chef.

### On Tuesday 13th on October

- At 10.30 a.m. there will be a meeting of producers, chef and importers from 10 different Nations of the Mediterraneo. The producers will have the opportunity to carry out their trade talks with the foreign countries and taking care of the high quality choices. The "OneToOne" method.

- Light Lunch at 1.30 a.m. with the introduction of the format "Pizzerie Gourmet" by Gma Speciality in cooperation with "Pizza Gourmet Association" lead by Luigi Acciaio with the speech by chef Andrej Barbieri from MasterChef Croatia too.

- A visit in the afternoon to abbey producers ( the farmer and the breeder ).

- Dinner at 9 p.m. at "Kururiku" with the croatian chef Nenad Kukurin and Italian, French and Tunisian starred-chef.







## WHERE YOU CAN FIND PYS MAGAZINE





## Professional Yachting Service at its best

Luise Associates provides captains, charter brokers and managers with a unique and easy to dial service for instant and efficient support during their Italian Cruise. The offices stretch the length of the Italian Coast, providing a seamless experience wherever its clients may be cruising. The objective of the Operative Department is to provide Luise Associates' clients with a complete assistance coordination, including berth bookings, cruise planning consultation, APA - payment services, bunkering, transportation, accommodation, provisioning, spare parts, private events and all necessary support services which are in point of fact, required by large yacht operations. All staff at Luise Associates have been rigorously selected for their professionalism, integrity and sincere desire to serve clients to the highest possible standards!

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- Yacht Clearance
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**PUBLIC RELATIONS**  
**BRAND DEVELOPMENT**  
**COMMUNICATION TO MEDIA AND TO BUSINESS**  
**EVENT ORGANIZATION**  
**SOCIAL NETWORK MANAGEMENT**