



## ARMoured RANGE ROVER

Society is changing fast with vehicle crime of every kind on the increase. As technology makes the world an ever-smaller place, criminal and terrorist activity seems able to spring up without warning regardless of country or neighbourhood.

It is against this background that Land Rover has put protection and security at the forefront of its strategy.

No vehicle in the world can approach Range Rover's unique blend of pure British luxury and legendary performance. In the armoured version, we have a vehicle that possesses the power and handling to cope effortlessly with any situation both on and off road, making it probably the most

effective armoured vehicle available.

The expert team at Land Rover have developed this class-leading specification to provide a vehicle that is fully engineered, validated and warranted through Land Rover's extensive distributor and dealer network worldwide.

Ballistic and blast protection has been designed to answer both customer and specific market needs with a range of security options tailored from detailed and continuous feedback.

The vehicle has been subjected to the most stringent tests conducted by the independent test agency, QinetiQ (formerly DERA) and has been awarded their full Certificate of Conformity.

Armoured Range Rover vehicles are currently in operation in over 25 countries and to discuss any specific requirements contact Nick Youdan, Land Rover's Global Armoured Vehicle Sales Manager on +44 (0)1926 649242 or email nyoudan@landrover.com



## TITAN'S MAIDEN VOYAGE

Titan has just been launched and will be visiting the Pool of London near Tower Bridge 10-15 January. Built to Solas standards, 22 guests can sleep aboard this highly impressive 60 metre (197') yacht. For your invitation to inspect Titan, telephone our London office.



# ANTENNAE

Issue  
**11**  
Winter  
2004

THE EDMISTON NEWS UPDATE

# 2005 CHARTER BROCHURE LAUNCH

THE 136 PAGE 2005 EDMISTON CHARTER BROCHURE will be launched in January. Our most spectacular brochure to date contains an incredible collection of the finest yachts for charter worldwide, a number of which are exclusive to Edmiston.

The scope is wider than ever and includes the very best from 18 to 80 metres; motor, sail, contemporary and classic. Highlights include the enormously impressive 82 metre Annaliesse, 80 metre Talitha G, arguably the world's finest classic motoryacht, 60 metre Titan – brand new and available for 22 guests and a fabulous selection of 50 to 60 metre yachts including Virginian, Fortunato, Sycara III, Lady in Blue, Perfect Prescription and Alfa Four. Not to be outdone, mid-size yachts include the brilliantly designed Domani, speedy Perfect Persuasion and La Mascarade, the only modern 30 metre Feadship.

Sailing highlights include the massive 75 metre sloop, Mirabella V, helicopter-compatible Tiara and an outstanding collection of Perini Navi's finest including the 64 metre Felicita West, Atmosphere and Ohana with her contemporary interior design.

For charter in 2005, it's never too early to book, especially if you want to reserve a particular yacht for a specific date.

Our Travelscope sections span the globe taking in the ever-popular Côte d'Azur, west coast of Italy, the Adriatic islands of Croatia, the Eastern Mediterranean and the Balearics. We've covered the Caribbean, investigated the Indian Ocean and present the dreams and facts with style, wit and some incredible photography. The Edmiston Charter Brochure – over 75 of the finest motor and sailing yachts, what to see, where to be seen and where to escape from everything.

## THE GRAND TOUR

In July Edmiston sponsored The Grand Tour, a car rally/treasure hunt from London to Monte Carlo. This year marked the 20th anniversary of the event, which has raised a total of almost £1.5 million for charity. The 30 teams were waved off the start line on Albert Bridge and the spectacular 5-day route through rural France included nightly stop-overs at chateau hotels. Drivers endured dastardly cryptic clues and a picnic high in the Alps. The finale to the 2004 event was a cocktail party and prize-giving dinner aboard the magnificent 260ft SS Delphine in Monaco Harbour.

To take part in next year's event, which starts on 17th July, contact Anna Bucknall +44 (0)1460 241452 or email annabucknall.gto@btinternet.com

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AS PART OF OUR ESSENTIAL AGENCY PROGRAMME, Edmiston has been analysing the large custom-built yacht market. The results highlight the seemingly inexorable growth in both the number and length of yachts commissioned.

According to the 2005 Showboats Order Book Survey, the market for yachts over 24m (80') has increased by over 28% in just one year. Over 14 miles of yachts are on order including more than 110 yachts over 45m (150'). With an average spend of €20 million per yacht, the market is worth over €2.2 billion.

The open top market has increased 256% reflecting both the increase in competition and marketing aggression behind this sector. Having had the large,



luxury open market (largely) to themselves, Rodriguez's Leopard and Mangusta brands now face stiff competition.

Whilst it is easy to see the growth in global orders now attracting shipyards worldwide, the reality is that the established builders have, if anything, increased their market share for 50m+ (164') motor yachts and 40m+ (130') sailing yachts.

In Italy, Benetti have geared up production to the extent that they can offer high quality custom or semi custom yachts from 30m (100') right through to over 70m (230') and with the purchase of the Fincantieri yard, up to 100m+ (328').

People have commented that Germany's Lürssen shipyard relies on a few enormous projects for their output statistics. Current orders prove that this is no longer true and they have now achieved the enviable status of being the industry's largest builder of yachts over 52m (170'). (Pictured opposite - Carinthia VII.)

US yards have made considerable progress both in the quality of production and number of orders and with the current Euro/dollar exchange rate, this seems set to continue. However in the way market forces often change purchase decisions, if more yachts are built in the US (and other locations), lead times at the top European yards will shorten making them more attractive to clients who are prepared to pay for the very best.

When combined, Holland's shipyards are still the dominant force across large motor and sailing yacht construction. Oceanco's resurgence is well on track and if new orders continue with the size and quality of what is currently in build, they will re-emerge as a major force.

Clients wishing for further information on new construction should contact their Edmiston broker. Independent of any shipyard, our impartial advice gives you the reassurance that the best concept will be placed at the most appropriate shipyard for your short and long-term benefit.

CUSTOM BUILDERS OF 50M+ (164') MOTOR AND 40M+ (130') SAILING YACHTS		
YARD	PROJECTS	AVERAGE LENGTH
Lürssen	10	71.3m (234')
Feadship	9	60.0m (197')
Benetti	8	57.0m (187')
Trinity	10	50.3m (165')
Sensation	7	51.5m (169')
Amels	6	59.4m (195')
Perini Navi	6	58.2m (191')
Royal Huisman	3	58.2m (191')
Oceanco	3	69.2m (227')
Delta	3	56.7m (186')
Proteksan Turquoise	3	53.9m (177')

14 miles of yachts under construction in a market worth over €2.2 billion.

TYPE OF YACHTS 24M+ (80')		
	NEW ORDERS	% OF MARKET
Motor	474	73
Open Sports	89	14
Sail	59	9
Expedition	20	3
Sport Fishing	9	1

ORDERS FOR 45M+ (150') MOTOR YACHTS				
2001	2002	2003	2004	2005
62	73	84	91	103

ORDERS FOR 45M+ (150') SAILING YACHTS				
2001	2002	2003	2004	2005
10	15	14	14	10

COLD WINTERS DO NOT EXIST for Edmiston clients with central agency yachts for charter in some of the world's best winter cruising grounds.

In the Indian Ocean, there is little compare with the sophistication of the Golden Fleet. 80m Golden Odyssey sleeps 12 guests in outstanding luxury, whilst private staff sleep aboard the support ship Golden Shadow. An awesome array of auxiliary equipment is also available. This is an extremely discreet charter

and the fleet sails eastwards through the Seychelles, Maldives and on to Thailand until April 2005.

The excellent 43m sailing yacht Red Dragon is also in the Indian Ocean for 8 guests with a captain and crew that are highly experienced in these waters.

In the Caribbean, Edmiston has motor yachts Talitha G and Domani as well as sailing yachts Felicita West, Atmosphere and from next March, the newly refitted Salperton.



Above: Felicita West. Right: Domani. Right, below: Golden Odyssey. Below: Talitha G. Far right: Red Dragon.



## MOTOR YACHTS

■ **GOLDEN FLEET**  
Discreet sophistication. Indian Ocean until April. GOLDEN ODYSSEY Blohm & Voss, 1990 80.15m (262'11"), 12 guests From US\$434,000 per week for Golden Odyssey. GOLDEN SHADOW Support vessel to Golden Odyssey. Campbell Shipyard, 1995 66.75m (220'), 12 staff From US\$574,000 per week for both yachts.

■ **TALITHA G**  
Immaculate English style classic. Caribbean until April. Mediterranean for Summer. Krupp, 1929/1993 80m (263'), 12 guests From US\$315,000 per week.

■ **SENSES**  
World class discovery yacht. Schweeners, 1999 59.2m (194'), 10/12 guests From US\$240,000 per week.

■ **DOMANI**  
Huge volume for a 45m yacht. Caribbean from 8 January. Benetti Vision, 2004 45m (146'), 10 guests From US\$160,000 per week.

■ **ANTARCTICA**  
Classic Feadship. Mediterranean for summer. Feadship, 1966/2003 44.68m (146'7"), 10 guests From US\$87,500 per week.

■ **D'ANGLETERRE**  
Space and value for corporate events. Mediterranean in February, March, April, May. WA Souther & Son, 1986/01/04 41.21m (136'), 10 guests From US\$92,500 per week.

■ **LIGAYA**  
Space and value for corporate events. Mediterranean in February, March, April, May. Ocean Pacifico, 2002 38m (125'), 10 guests From €85,000 per week.

■ **INCA ROSE**  
Space and value for corporate events. Mediterranean in February, March, April, May. Ocean Pacifico, 2000 38m (125'), 10 guests From €80,000 per week.

## SAILING YACHTS

■ **FELICITA WEST**  
Largest Perini Navi. Great presence and performance. Caribbean until April. Mediterranean for summer. Perini Navi, 2003 64m (210'), 12 guests From US\$180,000 per week

■ **SALPERTON**  
Total interior refit. Outstanding performance. Big rig style. Caribbean from March. Then Mexico, Tahiti, Polynesia. Alloy Yachts, 2002/04/05 53m (174'), 10 guests From US\$168,000 per week

■ **ATMOSPHERE**  
Outstanding Perini style. Vast deck space at all levels. Caribbean until April. Perini Navi, 2000 53m (174'), 12 guests From US\$189,000 per week

■ **RED DRAGON**  
Multi-faceted deck space. Handsome interior. Indian Ocean from January. Vitters, 2000 42.90m (140'8"), 8 guests From €75,000 per week

■ **HYGIE**  
Ideal classic for corporate charter. Mediterranean in March, April. Le Marchand, 1930/2001 24m (80'), 6/8 guests From €14,750 per week



# BROKERAGE



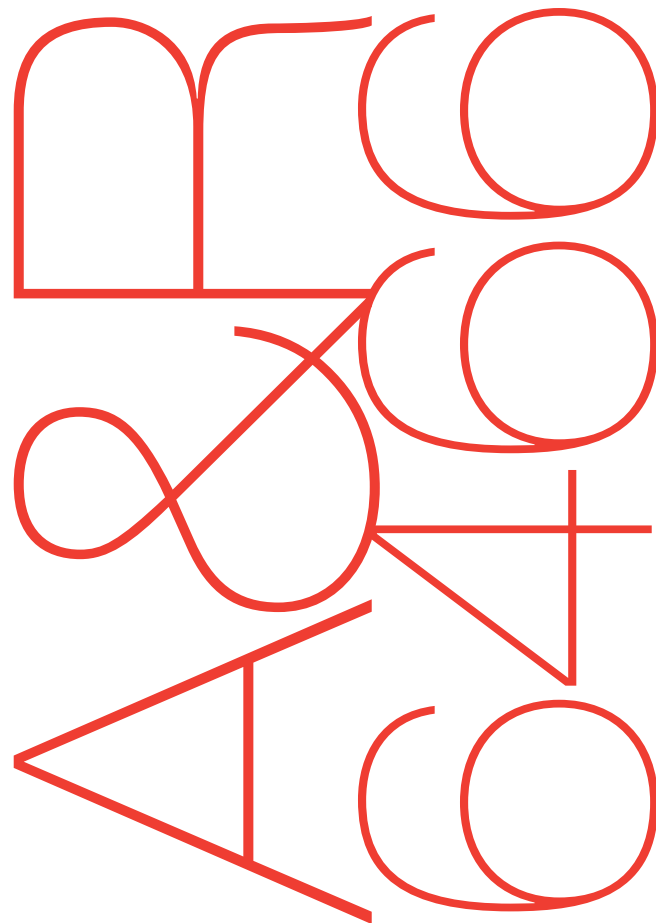
THE A&R 6466 IS CURRENTLY under construction at Abeking and Rasmussen in Germany. With delivery this April, perfectly timed for the Mediterranean season, the turn-key, state of the art project will arguably be the most impressive sub 50 metre launch of 2005.

Designed by Raymond Langton, the enormous interior volume includes 220 square metres of guest space. The spectacular design features a wall of glass surrounding the main, upper and dining saloons. The finest materials have been used throughout.

Twelve guests sleep on the yacht with a full-width owner's suite (left) situated on the main deck and a very large VIP suite on the upper deck. Two double and two twin staterooms are on the lower deck.

The contemporary interior includes pale sofas, ebonised mahogany decks, integrated interior controls, fibre optic lighting, the finest china, Baccaret crystal, Christofle silverware, Frette linens and cutting edge television and DVD systems.

Near silent whilst underway, the impeccable build quality is assured by A&R's outstanding reputation. The yacht, furniture and every detail is included in the price of €27.95m.



An innovative award-winning yacht designed by Donald Starkey and built around the concept of fast cruising at speeds in excess of 24 knots. Indeed the combination of performance, deck space and level of comfort has rarely been bettered.

Leisure equipment is neatly carried on the sun deck and when launched, leaves enormous space for sunbathing. Shaded sunbeds, a spa pool, barbecue and bar complete this 30 metre enclave. In addition, considerable space is available forward and aft on the upper deck as well as aft on the main deck, where the saloon leads to an outstanding area with buffet dining, seating and easy access to the water.

Large windows, the entire length of the main and dining saloon, fill the interior with natural light. The upper deck saloon and bar leads out a covered, outdoor dining area with sofas set around the bulkwalk and a circular, semi-enclosed open lounge.

The full width master suite is on the main deck with two bathrooms (one with a double Jacuzzi bath), a study and walk-in closets. Two double and two further convertible twin/double cabins are on the lower deck. Richly detailed and decorated, the interior has been impeccably maintained.

MCA certified, Perfect Persuasion is one of the finest yachts of the late 90s. Huge volume and clever ideas on deck, result in a yacht with little competition. Her speed is the final coup. Price US\$17.6m



## TWO TO VIEW

Magnifica (43m) designed by Nuvolari and Lenard, with comprehensive audio visual equipment and Alfa Four (60m) with her highly distinctive Andrew Winch interior.



■ **ALFA IV** (Left)  
Oceanco, 2004  
60m (196' 11"), 12 guests  
2 x 1,650hp Caterpillar, steel hull  
Price: €52.5m

■ **MAGNIFICA** (Left, above)  
CRN, 2001  
43m (141'), 10 guests  
2 x 1,950hp Caterpillar, steel hull  
Price: €19m VAT paid

■ **A&R 6466** (Above)  
Abeking & Rasmussen, April 2005  
45m (147"), 12 guests  
2 x 1,087hp MTU, steel hull  
Price: €27.95m



# PERFECT PERSUASION

The combination of performance, deck space and level of comfort has rarely been bettered.

# SALES TALK



GIMLA LAUNCHED in late summer to much acclaim. MCA certified, she is an extremely attractive 43 metre sloop, designed by Ed Dubois and superbly built to the highest standard at Vitters.

With a Dick Young designed pale, contemporary

## GIMLA



interior, Gimla sleeps up to 10 guests, an unusual achievement for a sailing yacht of her length and performance. This is a rare opportunity to purchase a yacht that is tried, tested and still in mint condition. Price: €18.4m

with steps up to the Jacuzzi. A tried, tested and proven formula. Price: €11.9m.



## O'ORION

LAUNCHED THIS SPRING, O'ORION achieved a highly successful first charter season. Built at Siar Moshini in Italy, the main saloon is elegantly furnished with pale cream carpets and full length sofas, contrasting against the richly grained mahogany cabinets.

Twelve guests sleep in a master suite, three double and two twin cabins all with ensuite marble bathrooms. There is abundant deck space including two covered dining areas as well as a large sun deck



AFTER THE SUCCESSFUL LAUNCH of Cover Drive, Palmer Johnson has announced the availability of hulls 3, 4 and 5 of their aluminium 36.5m Express Motoryacht. Accelerating to over 40 knots, vibration and noise levels are almost non-existent. Designed by Nuvolari and Lenard, the handsome interiors have considerable volume and cabins for eight guests. With superb build quality, these MCA yachts are available from Spring 2005. Priced in dollars they are excellent value. US\$13.5m

## PJ 120

## SHELEILA



28 KNOT, 36.7M SHELEILA was built at Guy Couach, where military engineering standards ensure top quality hulls. Accommodation for eight guests is in one full width master, one double and two twin cabins. The main deck includes a cinema and lounge forward, separated from the main saloon and dining area. The upper deck has a large sunbathing area with further space on the flying bridge. Interior style is decidedly modern and minimalist with considerable audio-visual equipment throughout the yacht. Price: US\$9.75m

pools, a cinema and even a golf driving range complete with target flags that can be set out by the crew.

MCA certified, ten guests sleep in a master, three very large doubles and an additional double that converts into a twin stateroom.

In addition to the main yacht, Lady Lola Shadow is a 26m (85') support ship built at Halter Marine and designed to carry an huge inventory of spares, stores and leisure equipment. The list includes a mini submarine, helicopter, amphibious car, 135mph Eliminator racing catamaran, 32' mahogany tender and other tenders, jetskis and floats.

## Motor yachts for sale

Name	Builder	Year	LOA	Guests	Price	E Comment
NAHLIN	John Brown & Co	1930	90.22m / 295'11"		On application	A piece of history. Ultimate restoration project.
UTOPIA	Feadship	2004	70.60m / 231'8"	12	€75,000,000	Immediate delivery. Newest and largest Feadship for sale.
LADY LOLA	Oceanco	2002	62.60m / 205'4"	10	US\$85,000,000	Stunning Zuretti interior. Brilliant sundeck. Vast owner's suite.
LADY LOLA SHADOW	Haltermarine	1980/04	56.40m / 184'0"	9		Price includes helicopter, submarine, powerboat and tenders.
ALFA IV	Oceanco	2004	60.00m / 196'11"	12	€52,500,000	Eclectic Andrew Winch interior. Outstanding build quality.
CHAMAR	Brooke Yachts	1992	56.74m / 186'11"	12	US\$35,000,000	Stunning condition. Timeless originality. Waterjets - 25 knots.
THUNDER GULCH	Amels	1999	50.30m / 165'0"	10/11	US\$27,500,000	Terry Disdale interior. A classic.
BLUE MOON	Feadship	2000	50.30m / 165'0"	10	US\$41,500,000	Lavish Don Starkey interior - superior quality.
NOA VII	Feadship	1997	48.17m / 158'0"	10	US\$25,700,000	Art deco interior. Enormous owner's cabin.
PERFECT PERSUASION	Oceanfast	1997	45.73m / 150'0"	10	US\$17,600,000	Quick. Excellent repaint. Good interior. Good deal.
A&R 6466	Abeking & Rasmussen	2005	44.90m / 147'0"	12	€27,950,000	Delivery April '05. Enormous volume. All inclusive price.
BENETTI VISION	Benetti	2005	44.22m / 145'0"	10	€19,200,000	Outstanding volume, comfort and silence. August delivery.
ULTIMATE	Oceanco	1996	43.59m / 143'0"	10	€12,600,000	Very keenly for sale.
MAGNIFICA	CRN	2001	43.00m / 141'0"	10	€19,000,000	MCA compliant. VAT paid. Extensive audiovisual equipment.
ASPIRATION	Oceanco	1998	42.37m / 139'0"	10	US\$15,950,000	Keenly for sale. Large sundeck. Good interior layout.
D'ANGLETERRE II	Souter	1986	41.60m / 136'6"	10	US\$7,500,000	Undergoing refit and engine overhaul.
O'ORION	Siar Moschino	2003	41.00m / 134'6"	12	€11,900,000	Great charter record. Very well maintained.
SEAFLOWER	Feadship/Van Lent	2002	40.00m / 131'2"	10	€17,750,000	Super yacht award winner - lavish interior.
SECRET LOVE	Amels	1990	38.59m / 120'0"	8	€6,500,000	Canoe stern. Light wood interior.
LA COVETA	Heesen	1992	37.55m / 123'2"	8	US\$8,000,000	Low hours. Very well maintained.
COVER DRIVE	Palmer Johnson	2003	37.00m / 121'4"	8	€10,500,000	Eyecatching silver style. Beautifully finished interior.
SHELEILA	Guy Couach	2002	36.00m / 118'1"	8	US\$9,750,000	Minimalist interior. Cinema room. High speed.
MANA	Akdeniz	1997	35.84m / 117'6"	10	€4,950,000	Elegant, well-equipped, value for money.
PRINTEMPS	Heesen	1988	34.14m / 112'0"	10	US\$4,900,000	Refit 2002, maintained to the very highest condition.
KIRING	Brooke Yachts	1993	33.86m / 111'1"	9	US\$ 7,950,000	Unique yacht. Great opportunity.
BLUE ALBACOR	Feadship	1962	32.00m / 104'11"	8	€2,500,000	Lovely classic. Good condition after recent refit.
LA REINA DEL MAR	Hakvoort	1985	31.10m / 102'0"	8	US\$ 4,500,000	Long range. Canoe stern.
SPIRIT OF ASHANTI	Technomarine	1998	30.60m / 100'4"	8	€4,200,000	Recent refit. Good sun deck space.
OSCAR h	Overmarine	2003	28.27m / 92'9"	9	€7,900,000	Big volume, open sports boat. Superb build quality.
ANUSANI TWO	C.N. Arno	2002	26.10m / 85'6"	8	€3,850,000	VAT paid. Recent price reduction.
GOOD GOLLY MISS MOLLY	Baia	2001	25.00m / 82'0"	4	€2,250,000	42 knot cruising speed.
THREE D	Ferretti	2002	24.55m / 80'6"	8	€2,495,000	MCA, commercially registered. Contemporary Italian interior.
ARKADY	Sunseeker	2003	21.20m / 69'6"	6	£960,000	Race bred. Under warranty until 2005.

## Sailing yachts for sale

Name	Builder	Year	LOA	Guests	Price	E Comment
TIARA	Alloy Yachts	2004	54.27m / 178'0"	10	€28,000,000	Dubois designed fast cruising sloop. Heli-pad.
ELEONORA	Van der Graaf	2002	49.00m / 160'7"	8	Please enquire	A beautiful classic gaff-rigged schooner - magnificent.
THALIA	Vitters	1994	48.42m / 158'10"	12	US\$15,500,000	Fast, gracious and luxurious. Far ocean capability.
GIMLA	Vitters	2004	42.67m / 140'0"	10	€18,400,000	Outstanding Dubois performance sloop. 5 guest cabins.
MARIETTE	Herreshoff	1915	42.06m / 137'9"	6	US\$9,750,000	The most famous Herreshoff.
ALTAIR	William Fife & Sons	1931	40.80m / 133'8"	6	US\$4,750,000	Queen of the classic yachts. Price reduction.
ALITHIA	Abeking & Rasmussen	2002	39.78m / 130'4"	10	€12,500,000	Ultra modern, Andrew Winch designed, family racing boat.
MAGISTRAL	Cammenga	1972	38.00m / 124'7"	8	US\$7,500,000	Rebuilt from hull up. Stunning but full price.
MIDNIGHT	Fitzroy Yachts Ltd	2003	37.13m / 121'8"	8	€9,800,000	Virtually brand new. Good deal.
VIRIELLA	Maxi Dolphin	2002	36.00m / 118'0"	9	€9,950,000	High performance sailing yacht. Modern interior.
LADY BARBARETTA	CMN	2003	32.00m / 104'11"	8	€9,200,000	Fast, carbon catamaran. Great charter yacht.
ASPIRATION	Nautor Swan	1988	26.79m / 86'0"	6	€2,500,000	Refit 2003. Performance sloop with great interior comfort.

CLASSIC YACHTS FOR SALE:  
Moonbeam IV, 95ft Fife gaff cutter, 1914. Price: €3.5m (reduced)  
Kentra, 84ft Fife gaff ketch, 1923. Price: €2.95m  
The Blue Peter, 65ft Mylne, 1930. Price: €0.9m  
Moonfleet, 79ft Luke Brothers, 1928. Price €0.48m

## LADY LOLA



LADY LOLA AND HER SHADOW are for sale. Built at Oceanco, this 62.4 metre (205') award-winning yacht has an extraordinary specification. Designed by Francois Zuretti, the interior is both enormously complex and flawlessly finished using just about every material imaginable. The curved main saloon achieves the perfect balance with both large and intimate spaces.

The owner's private deck includes a stateroom with curved windows offering panoramic views, a study, twin bathrooms and a large saloon.

The sundeck has one of yachting's finest Jacuzzi