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the crew

The magazine reporting on the key issues
directly affecting today's large-yacht crew

REPORT



it's showtime

divertimenti in düsseldorf

If you're shopping for a yard to build your project, or outfitting your existing build, you might consider taking your wish list to Boot Düsseldorf, where the heavy players in yachting come to network and do business together in comfort.



There's something decidedly schizophrenic about Boot Düsseldorf, held this January, as always, in this charming northern German city along the river Rhine. Think bathing suits meet fur coats and wet suits meet neckties. Braving the typically damp bitter cold weather, an astounding 1,700 exhibitors from 55 countries, spread over 17 enormous exhibition halls, attract the largest public attendance to any boat show in the world. Nor is this a show geared towards the superyacht market, exhibiting instead almost every major international production yacht builder, both power and sail. It might not be the warm boat show atmosphere you're used to, but Boot Düsseldorf is still very comfortable, offering plenty of cozy spaces and a raft of excellent social events. This is a major meeting point for the international large yacht crowd, from captains to owners, and designers to builders – all come to Boot, ready to do serious business together – no matter the weather outside.

After shopping for everything from electronics to uniforms, fabrics to signal flags, art work to dock boxes, the best place to hang out at Boot is in the two Superyacht halls. Superyacht exhibitors include builders from Holland, France, Spain, Italy, even Egypt, New Zealand and the US. Service businesses displaying there are yacht transport firm Sevenstar, software specialists Idea, insurance leader Pantaenius, marina developer Camper & Nicholson Marinas, rigging company Rondal, and brokers from C&NI to Dahm International. National booths for countries including France and Germany provide still more places to meet and greet. The über popular Superyacht Lounge is without a doubt the 'in place' to be every day with many making this convivial spot their unofficial office. The marathon ten-day duration of Boot ensures a more relaxed pace than the average show, and nowhere else can you see designers such as German Frers, Philippe Briand, Bill Tripp, Tony Castro or Jens Cornelsen shooting the breeze by the hour with builders and owners (and when they go into the many hidden conference rooms tucked behind booths, then you know it's real business happening). Builders reported excellent

results from Düsseldorf, with Jan Jongert flashing a happy 'V' for victory, and Royal Huisman flush from its four new orders accepting congratulations left and right. Joining the celebrating in this always popular spot were captains Malcolm Bromilow, Hans Doodkoorte, and Duncan Softe.

In properly punctual German fashion, Boot closes promptly at 1800 hours, when the nightly parade of social events starts. The Exhibitors' Party is enormous, yet the 1,500+ attendees seem to enjoy the variety of more than 30 food and entertainment choices ranging from Dixieland to flamenco, rap and disco. Rather a more high-brow evening was offered by Richard Bach and Duncan Swanson of Savehaven International, who hosted a chamber music concert "An Audience with Bach" followed by a typical Düsseldorf roasted meats dinner attended by 40 fortunate yachting insiders, including *Queen M's* Capt. Roland Andersson. The annual Pantaenius soiree at the Yacht Club is the show's most coveted invitation, with this year's packed crowd cheering on the latest oeuvre "International Rule" by filmmaker Tom Nitsch. Proving their native hospitality, the Deutsche Yachten group, representing German yachting concerns, attracted dozens to their after hours social, attended by a big captain networking group including Jonas Svensson of *Moecca*, Carsten Franik and Aris Ziros.

Boot Düsseldorf, may not be tops on the international yachting agenda, but for serious networking, and for real business conducted, it's always a winner. French photographer Nicolas Claris called this year's Boot "one of the best shows I've ever had. This show is long and low, my clients have the time to see me, to meet and talk." C&N Marina's Jeff Houlgrave finds the business-to-business aspect of Boot positive, although they have also sold marina berths directly at the show. Idea's Sebastian Allebrodt continually has captains crowding his booth, checking out his yacht management software, with regular faces including skippers Frank Hesse, Kevin Burke, Mark Falconer, Heimo Tauern, and *Renaissance* captain Ivor Petrov making themselves right at home. Sebastian found Boot 2007 his most successful yet: "Our business is 50% shipyards, and 50% owners and captains. We had five to six megayacht owners on the stand, so owners are still coming to this show. Normally we don't expect to do much business, but unexpectedly, we signed three clients, so yes, it's really good." Captain Hans Doodkorte, researching a new build for his long-time employer, spent his days being wined and dined by builder and suppliers, and found the show a little slower than in previous years but still worthwhile.

The weather might not be fabulous, but the networking and valid business opportunities for yachting professionals can't be beat, so see you next January at Boot Düsseldorf. Just make sure to bring some winter woolies – and plenty of business cards.

*Story by Norma Trease
Images courtesy of Boot Düsseldorf*



crew seen

nautical winter wonderland

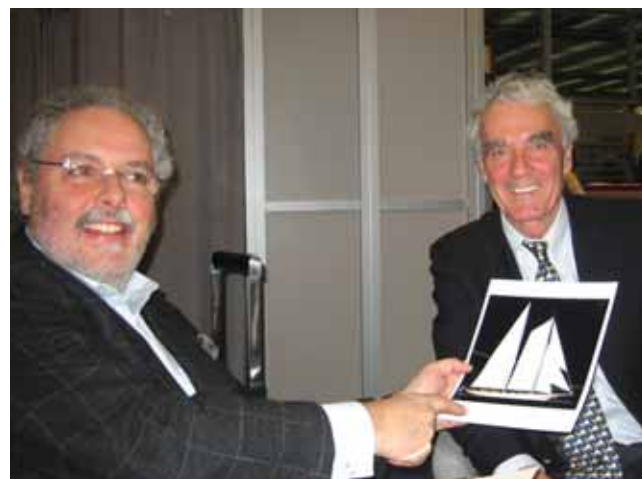
ONE-STOP SHOPPING BOOT DÜSSELDORF

For captains and yachting professionals alike, January's Boot Düsseldorf is a mecca for serious schmoozing, offering world-class business networking opportunities, and the chance to enjoy good German hospitality. With more than 1,600 marine exhibitors from all over the world, it's also one-stop shopping for anyone with a long project list. As always, when the international yacht crowd comes together, there's at least a little bit of fun to be had along the way.

Images by Norma Trease



Captains Carsten Franik and Kevin Burke



Yacht designer Tony Castro and Capt. Malcolm Bromilow looking over Malcolm's design for a mini *Borkumriff*



Hanging out at the Idea stand are Sebastian Allebrodt, Capt. Frank Hesse, Capt. Heimo Tauern and Monique



Capt. Mark Falconer and Ben Mennem of Compositeworks



Roy Owen Roberts and Capt. Duncan Soffe of Evolute on the Royal Huisman stand



Captains Jonas Svensson and Aris Ziros networking at Boot

crew seen

yachting's rat pack



Just when you're bored with the same old golf tournaments, regattas and rendezvous, along comes another yachting happening to tempt your interest. Organised by those fun-loving folks from National Marine and Awlgrip, the first annual Poker Run, held just before the Miami Boat Show was an instant hit. Imagine 42 motor cycles with 52 leather-clad yachties on board roaring through the streets of Fort Lauderdale and Hollywood, making pit stops at Nikki's Marina, Tarpon Bend before finishing with a loud flourish as they were escorted (complete with VIP police motorcade) into the Seminole Hard Rock Café. Drivers could collect four playing cards at each stop, with the winner of the best hand, Capt. Paul "Whale" Weakley drawing a lucky straight flush to proudly win 1st Place. Bringing together captains including Darrell Junck, and "Goose" Kornagay, representing yachts such as *Seabird*, *Moon Goddess*, and many others, mixed with representatives from local marine businesses Interlux, Bradford Marine, Gold Coast Marine and Steen Machinery, "bad-ass biker dudes" all enjoyed "everyone had the time of their lives" according to National's Dean du Toit. This inaugural Poker Run was planned as a prototype for a much larger charity event scheduled just before October's Fort Lauderdale International Boat Show, so ladies and gentlemen – start your engines, for Yachting's Rat Pack will be returning soon.

Images courtesy of Joe Purtell/Interlux, Lisa Walker/National Marine and photographer Billy Black