



SEAYOU!

IN THE CARIBBEAN

2016 Issue 1

TRAVEL & DESTINATIONS ST. MARTIN COMMERCIAL PORT GALISBAY / **BUSINESS** CARIBBEAN CRUISERS MOST RECOGNIZED SUPPLIER

TRAINING SAILING ON TALL SHIPS AND OTHER VESSELS / **INTERVIEW** JAN VERKERK / **EDUCATION** THE MARITIME SCHOOL OF THE WEST INDIES

EXCLUSIVE PHOTOGRAPHY JEAN JARREAU / **RISEING STAR** MAUD LE CAR / **DESIGN ENGINEERING** RONDAL

TOYS FOR BOYS GET READY FOR A CHANGE / **MEET THE LOCALS** TIM & ANKE ROOSENS / **SAFETY FIRST** LIFE RAFTS ETC.

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WELCOME TO *SEAYOU in the Caribbean magazine*

THIS IS THE FIRST ISSUE OF THE NEW ANNUAL PUBLICATION "SEA YOU IN THE CARIBBEAN",
A PHOTO MAGAZINE WITH SOME INTERESTING ARTICLES, REPORTAGES, INTERVIEWS,
YACHTING AND BUSINESS NEWS AND MUCH MORE.

With a little help from some friends (you can see their ads) and assistance from family members and yachting enthusiasts, we have been able to produce this "look" magazine and distribute it to a selection of mega and superyacht owners, captains, crew and guests in the Mediterranean and many countries in Europe, the USA and of course the Caribbean.

Because yachts are moving you might find SEA YOU in the Caribbean also in Australia, the Pacific or Asia.

In addition to this printed version you can also find us on line:
www.SEAYOUintheCaribbean.com

As mentioned earlier, this is a "LOOK" magazine; we have selected classic and other yacht photographs, some model pictures and general interest photographs. We hope that you will enjoy looking, reading and shearing this magazine with others.

We look forward to the next one, which will be bigger and better.



Welcome to the Caribbean.

JEAN JARREAU PHOTOGRAPHER AND EDITOR



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ST. MARTIN'S COMMERCIAL PORT *to undergo major expansion*

Artist's impression of THE PORT
EXPANSION IN GALIS BAY, ST.
MARTIN.

TEXT ROBERT LUCKOCK

FRENCH ST. MARTIN'S COMMERCIAL PORT IN GALISBAY IS PROCEEDING WITH A THIRD PHASE EXPANSION THAT WILL SEE THE FACILITY IMPROVE SERVICE AND RETAIN ITS COMPETITIVENESS IN THE REGION; NOT LEAST IN PREPARATION FOR THE INCREASED TRAFFIC EXPECTED IN THE CARIBBEAN FROM THE PANAMA CANAL DEVELOPMENTS.

French St. Martin's commercial port in Galisbay is proceeding with a third phase expansion that will see the facility improve service and retain its competitiveness in the region; not least in preparation for the increased traffic expected in the Caribbean from the Panama Canal developments.

"Our aim is to increase domestic throughput and capture trans-shipment cargo by increasing draft in the channel from 6.5 meters to 12 meters to accommodate much larger vessels," Port Director Albéric Ellis explains. "We will also create an extra 60,000 square meters of storage space for cargo which means having additional berthing space involving an extra 300 meters of dock."

Financing is to come from a private/public partnership and in return the selected operator will benefit from a long-term concession to manage and develop the port.

"We are in the process of finalizing the dredging process, working with an engineering study firm to clearly define the amount we have to dredge, to create the channel and turning basin for these vessels that will give us a clear idea of the cost," he added. "A first report was given to us a few weeks ago and validated. Our objective is to have a complete file of the project with the cost in our possession soon, and of course with the authorizations to dredge. Providing all the financing is in place we will commence later this year."

In 2014 close to 1.5-million euros was invested in the resurfacing of storage areas as well as installation of rainwater evacuation systems, a water distribution system, and a waste oil collection system for vessels.

The commercial port expansion is separate from the Collectivité's Bay of Marigot waterfront development project which will see the construction of a dedicated cruise ship pier and increased docking facilities for mega and superyachts among other improvements, but Ellis notes that project will have some impact on the commercial port too. "We do receive mega yachts at the commercial port and one of the

major services we offer is providing good quality fuel," he said. "The expansion project gives us more capacity to accommodate larger mega yachts if the need presents itself."

He noted all the fenders are in the process of being replaced and a big part of the dock has been finished already. Some fenders and bollards were replaced in 2014 and 2015 on the smaller dock and this is continuing in 2016 for the main dock.

"Most of the big mega yachts today prefer to put out their own fenders and I do understand cosmetic damage to a white hull is a crucial issue," Ellis acknowledged. "Some of the old traditional



ALBÉRIC ELLIS, Director of the Ports Authority, St. Martin, receiving the prestigious Caribbean Sail Training "MOST FRIENDLY PORT IN THE CARIBBEAN" award from CST President Jan Roosens while captain Kurt Andersen of the STV Danmark looks on.

schooners and the Sail Training Vessels don't have their own fenders and rely on the port fenders." With dredging also needed for the adjacent Bay of Marigot development project, Ellis anticipates for efficiency and cost effectiveness, it would be prudent to combine both dredging projects into one, for a complete dredging of the area.

Sensibly, following various presentations, the Collectivité did not limit the draft possibilities in their plans, approving an increase in draft to handle the vessels of the future. Currently there is a

helicopter pad at the Marina Fort Louis pier for emergencies but it was not known by publication time if this pad will remain in the Bay of Marigot waterfront project or be relocated. The commercial port has no plans for a helicopter pad.

The port authority implements anchorage fees in the bay based on duration of stay and length of vessels and whether the vessel is locally registered or not. A head tax is also collected on cruise ship passengers.

"Regular controls are carried out by my agents, and we are aware a few vessels get away without paying," Ellis conceded. "But it is the responsibility of ship's and mega yacht agents when they do the clearing in and out to pay these fees. Most agents abide by regulations and some try to get away but increasingly we are putting measures in place to close any loopholes to have better control.

"The good thing about my job is that I travel frequently so I know what's happening in the ports of other countries," he continued. "Contrary to what some vessel operators are saying, fees in other parts of the world are more expensive and these same operators comply with them. Commercial or charter vessels want to come here and make money but don't want to contribute and that's wrong. If our fees were ridiculously excessive, then I would understand. But they are reasonable and competitive in comparison with the rest of the region."

In keeping with its policy of encouraging and supporting youth development, the Port chooses to either charge a minimum fee or

waives the fees entirely for traditional sail training vessels that are members of the non-profit association Caribbean Sail Training and have a stop-over in St. Martin during seasonal itineraries. But this is an exception to the rule.

"It would not be my policy to not charge yachts or other vessels that are making millions, and honestly the captains are not expecting that," Ellis concludes.



TEXT ROBERT LUCKOCK

FROM BACK-BEDROOM STOCKIST TO THE CARIBBEAN'S LEADING CHANDLERY CHAIN

Most successful companies evolve from very modest beginnings and behind that success are usually persons with a vision and drive who have the courage of their convictions to achieve the desired goal. Budget Marine, the Caribbean cruiser's most recognized supplier, is one such company. Today the chandlery with its ubiquitous name and logo boasts 13 stores on Caribbean islands and has become a household name in the cruising world, enjoying a turnover of \$30 million a year.

It's a far cry from the early days though. Budget Marine was literally conceived in the back bedroom of a house opposite Bobby's Marina, Sint Maarten, in the early 1980s. A certain Robbie Ferron, Budget Marine's founder, had arrived on the island in 1979 and soon realized that boat parts were in short supply and not easy to obtain.

A Dutch national raised in South Africa, Robbie studied building science, taught sociology at university and was deeply involved in the anti-Apartheid movement. But when things "got a bit rough" as he puts it he escaped by sailing to the Caribbean, dividing his time there between yacht deliveries and studying in Holland. Arriving in the Caribbean at age 26, three more years would pass before he set foot in Sint Maarten.

"I started by fixing things on boats and I was particularly good at toilets," Robbie remembers of the early days in St. Maarten. "But I needed parts and had to buy them from a supplier. Then I thought I can do this for myself so I approached Dr. Claude Wathey, the then political leader of Sint Maarten for permission to open a business to which he agreed. I called it Budget Marine to highlight my competitive pricing. From that point I started having a stock and selling parts to other people."

Having started his parts company in 1982 and realizing the bedroom operation was no longer fit for the purpose he moved his stock together with a windsurfing shop belonging to Alfred Koolen who arrived in 1978 and would later become a partner in the company. Alfred had followed his librarian wife to a new posting in Sint Maarten from Suriname and initially took a job with a local dive operator. Alfred and Robbie had met through a mutual love for windsurfing and Sunfish sailing. Without enough stock to warrant having his own premises it made sense for Robbie to share space with Alfred.

In return for rent Alfred became a salesman for Robbie. "In those days in the Caribbean it was difficult to get marine equipment. There was a lot that was missing," Robbie recalls. "But the dollar in the early 80s was very strong so you could buy parts

from Europe very cheaply. A lot of the boats came from Europe anyway so what was missing needed to come from Europe. That's how I became known, getting my first niche through buying European equipment. Nowadays products are much more global." The bedroom version of the future Budget Marine lasted four years and the first shop version from 1986 to 1999.

But with an increasing number of containers in use, 26 at one point parked on spare land loaned by the former Sang's Supermarket, and using two floors of the shop, it quickly became apparent the operation was getting too big to remain opposite Bobby's Marina. The company started distributing when Antigua opened a branch in 1992 and Trinidad in 1996, before the move to the present location in Cole Bay in 1999, bordering Simpson Bay Lagoon.



ROBBY FERRON AT BOATSHOW ST. THOMAS 1985

The third partner, David de Vries, came into the picture in 1988. "David was the cerebral guy doing the accounting and thinking which was what we needed, Alfred took care of the operational side, and I just kept everything moving forward," says Robbie. David's arrival in Sint Maarten in 1986 came by way of the teaching profession. He and his wife, also a teacher, had worked in Suriname and Curacao before deciding to try Sint Maarten. David worked at the Milton Peters College teaching maths, physics and computer science "I first met Robbie when he had a piece of land next to mine and at one point we needed to discuss drainage," David divulged. "Robbie was in the process of moving out of the bedroom and into a shop

opposite Bobby's Marina and the business was still very small. We started talking and he said he could do with some help. I thought why not and gave up my teaching and became an employee. "I found it very interesting doing a bit of everything; the selling and ordering, choosing a computer system," he added. "For accounting I didn't have a clue but I did know about mathematics and computers. But as time went on I got more into the accounting. If I remember well, Alfred also started as an employee but later the three of us became partners and it all evolved from there. The three of us became good friends and we shared a passion for sailing. It worked very well as we combined our individual strengths to build the business."

Today David is still a managing partner but has little involvement in the day-to-day running of the company. He divides his time between travelling and officiating at regattas as an International ISAF Judge.

As Budget Marine grew, managing inventory when products became widely available from anywhere and maintaining profit margins while managing staff costs soon became a major challenge.

"In order to get the branding and support, you need a big operation so by setting up all over Caribbean the cost of the support could be centralized," Robbie explains. "We had to find partners and convince them of the value of the support then manage the support costs in a way that kept everyone reasonably happy.

"How can do you all this in the Caribbean to get the biggest footprint, and manage the marketing, IT and inventory control costs? That's what's unique about Budget Marine, and not just about us but our competitors too who followed us to a large degree too. Through that footprint you can enhance your services, your branding and sharing of information which has huge financial advantages."

A significant part of the purchasing is done from the central hub in Cole Bay but products are also shipped direct. Containers are constantly being shipped making Budget a good customer of the port. "A store in Bonaire for example can't buy shackles from Taiwan but we can," Alfred notes. "Customers from the other islands also know if the product breaks they can change it here instead of trying to get a refund or get it fixed in Bonaire. That makes the service very attractive."

Budget Marine's inventory in St. Maarten stands at 18,000 skus (stock keeping units) of committed stock in 40,000sq.feet of warehouse space although 47,000 products are listed on computers. The smaller stores carry around 6,000 skus. Needless to say the

company invests in the latest software to manage inventory and has recently made another hi-tech software upgrade. Equipment on boats has become more standardized making the process of ordering easier. Changes are usually driven by technology changes, i.e. compliancy for life jackets to conform to Caribbean or US coastguard requirements, or compliance with environmentally friendly paint. Solar panels, wind generators, water makers and larger batteries have been more recent trends in the industry and the emergence of bow thrusters, LED lights, 4-stroke from 2-stroke engines, rigid dinghies to inflatable ones, aluminum to fiberglass etc.

Alfred remembers the old days when Robbie bought one of the first fax machines available on the island for \$2,000, a dinosaur that took three minutes to transmit a page. "That was the good thing about David coming on board because he knew about computers and hi-tech gadgets," laughs Alfred.

The Cole Bay store in St. Maarten employs 65 staff. It was originally built on two floors and while designed to be purely functional, it was fondly dubbed "Bunker Marine" by customers for its lack of any aesthetic architectural appeal.

Electec and Tropical Sails were the first two tenants but they soon moved out as their businesses also began to expand. Later a third floor was added to the building. Robbie and Alfred both describe Budget Marine's growth as "constant, steady."

"Apart from the 2008 to 2013 recession when our growth leveled off but came back in 2014, we've always had very satisfactory growth," Robbie indicates.

"It wasn't so much a certain percentage every year, but roughly half a million dollars more turnover every year, from 1992," interjects Alfred.

Alfred Koolen is no longer a partner in the company having taken out his share seven and a half years ago. He is still involved with the company from time to time.

The Budget Marine Group supplies almost everything for boats and cruisers and also for mega and superyachts. The chandlery has stores in Aruba, Curacao, Bonaire, Trinidad, Grenada, Antigua, Tortola, St. Thomas, St. Martin and Sint Maarten.

Web site and on line catalogue: BudgetMarine.com



Overview of Budget Marine's flagship store in Cole Bay, Sint Maarten.

Alfred Koolen (left), David de Vries (middle) and Robbie Ferron (right)



BUDGET MARINE THE FIRST SHOP VERSION FROM 1986 TO 1999

Budget Marine, Sint Maarten, boasts 40,000 sq.ft of warehouse space.



CARIBBEAN SAIL TRAINING

Sailing on Tall Ships and other vessels

CARIBBEAN SAIL TRAINING (CST) WAS ESTABLISHED SEVERAL YEARS AGO AS A REGISTERED NONPROFIT ASSOCIATION WITH THE AIM TO HELP IN PROVIDING EDUCATION AND SAIL TRAINING FOR YOUNG PEOPLE OF ALL NATIONALITIES, CULTURES, RELIGIONS AND SOCIAL BACKGROUNDS AND SPECIFICALLY GEARED TOWARDS PEOPLE LIVING IN THE CARIBBEAN.

Caribbean Sail Training basically receives funds from businesses, private persons and other organizations that are used to provide youngsters with sponsorship to board ships and yachts as trainees so that they don't need to find the necessary money themselves.

Many of the Caribbean youth or their parents and family are not wealthy enough to come up the funds to provide their youngsters a sail training term on board a vessel, so that's where CST comes in to help. As an organization CST select cooperating Tall ships, square riggers, large yachts and even race boats that take youngsters on a sail training trip.

They arrange the funds (each sail training vessel needs some money from trainees in order to keep working and exist), they do all the paperwork, arrange and pay for transport to and from the ship (and pay for airline tickets if necessary) CST will also pay for food and drinks and most of the expenses on board.

NO FEES for docking, harbor, Marinas etc. for CST member Sail Training Vessels

In addition to helping youngsters (and sometimes also older) youth and trainees, the CST organization has made arrangements with several ports in the Caribbean in order to help reduce the costs for the Sail Training Vessels while they sail around in the Caribbean.

CST member Sail Training Ships do NOT have to pay and will benefit from reduced docking fees when moored or on a pier at several Islands.

This agreement with the ports and CST is only valid for the real training ships, so Tall Ships like Star Flyer, Star Clipper, and others that are beautiful ships but operate commercially and don't have trainees on board, cannot benefit from those arrangements. Some commercial vessels however, if they accept trainees on board through CST, can also take advantage of those agreements.

Tall ships, Sail Training Vessels and sail training yachts that have trainees on board need to contact Caribbean Sail Training prior to their arrival in the Caribbean, in order to apply for and eventually receive those free or reduced docking fees and other benefits.

Caribbean Sail Training has also sponsored harbor, docking and other fees for several Sail Training Vessels and Tall Ships in the past where local port authorities had not reached an agreement with CST as yet to provide free or reduced docking and other services to official sail training vessels that work with CST.

In most cases, CST paid the fees for the vessels.



Ship Agent Services

The Ship and Yacht agency Yacht Assistance offers FREE agency services for all qualified CST member sail training vessels in St.Maarten and St.Martin, Guadeloupe, Martinique, St.Lucia and many other Islands.

This means that the ships ONLY have to pay for the actual expenses (for example fuel, provisioning, custom fees etc.) but not for the agents time, pick up of crew by car, driving around, clearance and customs service etc)



A Tall Ship for the Caribbean Youth

Years ago, we started the project to build our own sail training vessel and we commissioned No Limits Yachts to manage the design and building in case we could find funding. At that time, we wanted to name the vessel: THE NETHERLANDS ANTILLES. Well known naval architect Olivier Van Meer made the designs and we had calculations done.

(see <http://www.nolimitsyachts.com/tallshipproject.html>)

The vessel would be a 285 ft 3 mast schooner.

The latest drawings for the project of the Tall ship have been finished several years ago.

Meetings with No Limits Yachts, who started the Tall Ship project together with Harry Klein from Klein Management Consultancy in the Netherlands, and naval architect Olivier F. Van Meer and Klaas Huizinga in Enkhuizen Holland, resulted in many changes over the years and a great result.

People from No Limits Yachts and from Klein Management Consultancy who have been working on the tall ship project have been involved in the building of the 4-mast barquentines Star Flyer and Star Clipper years ago.

Naval architect Olivier Van Meer has built a great reputation in designing several large sail ships and other yachts. He was also involved in the Star Flyer and Star Clipper building process.

(see www.vanmeerdesign.nl)

When all the plans were more or less ready we heard that the Netherlands Antilles would be dissolved, so we could not use the name anymore and even worse, we never received any money to start the project.

Our organization is still planning to build this vessel and we are in continuous contact with sponsors, donors and wealthy people with philanthropic ideas. Hopefully one day, Caribbean Sail Training will receive donations and generate enough money to build, maintain and sail this ship for the Caribbean youth.

Sail Training for the Caribbean Youth

The Caribbean Sail Training Association has placed many youngsters on Tall Ships and yachts over the past years mainly in co-operation with the Maritime School of the West Indies in St. Martin and the ship and yacht agents Yacht Assistance.

CST accepts requests from maritime related schools, marinas, harbors and institutions that are interested in placing a student on one of the vessels as a trainee. Private persons, youngsters and parents are also encouraged to contact the CST association directly to participate in a sailing adventure on board one of the ships.

Applicants need to have the minimum age of 15 and not be older than 25 years on most of the Tall Ships but sometimes older trainees are also accepted on board sail training vessels.

For information please contact info@CaribbeanSailTraining.com Maritime Experience Days

Every season Caribbean Sail Training organizes several Maritime Experience Days during which school kids and youngsters are invited to sail on a vessel for a day while learning and having fun. All costs are paid for by CST while lunch and drinks are sponsored.

Classic Boat Restoration

The Caribbean Sail Training Association has purchased a classic 32 ft Tahiti Ketch which will be going through a refit done by students under the supervision of qualified teachers, shipwrights and craftsmen.

When the boat is ready to set sail again she will participate in several regattas sailed by Caribbean youngsters.

CHANGE YOUR COURSE AND MAKE A DIFFERENCE, DONATE TO THE NON PROFIT ASSOCIATION CARIBBEAN SAIL TRAINING

If you want to become a sponsor or donate money to the Caribbean Sail Training non profit Association please contact us :

info@CaribbeanSailTraining.com

or visit the web sites:
www.CaribbeanSailTrainingAssociation.org
www.CaribbeanSailTraining.org

IGY MARINAS

Servicing boaters and their vessels for over 10 years



TEXT KAY MELLINGER IMAGE WWW.HELIPHOTOCARIB.COM

FOUNDED IN 2005 AND HEADQUARTERED IN FORT LAUDERDALE, FLORIDA; NEW YORK, NEW YORK; AND ST. THOMAS, U.S. VIRGIN ISLANDS, ISLAND GLOBAL YACHTING MARINAS (IGY MARINAS) FOCUSES ON ACQUIRING, MANAGING, AND SERVICING LUXURY-YACHT MARINAS AND THE SURROUNDING UPLAND REAL ESTATE PROPERTIES.

Operating under the signature Yacht Haven Grande Collection as well as the IGY series brands and several private labels, IGY Marinas offers an unprecedented collection of marinas throughout the Caribbean and Americas catering to a variety of vessel types including cruisers, sportfishers, sailing vessels, and motor yachts. IGY's network of properties is setting new standards for service and quality in nautical tourism throughout the world making many of its marinas exclusive home ports for some of the world's largest megayachts. Additionally, the IGY Marina network provides many benefits to the vessels, the communities in which they operate, as well as the individual marina.

All IGY destinations are known for the highest levels of management and service and many of its marina general managers are Certified Marina Managers (CMMs). As a result, IGY marinas are most recognized for the superior levels of service provided to their guests and five (5) IGY marinas have been awarded the 5 Gold Anchor Award, with Yacht Haven Grande in St. Thomas, U.S. Virgin Islands, also being recognized as the 2016 Superyacht Marina of the Year. The CMMs ensure guests are provided with the best marina experience possible and work together within the IGY network to offer the most updated information to guests. IGY Marinas also provides a Loyalty Rewards Points program allowing the marinas to give back to their repeat guests. Additionally, IGY hosts many marina events for the enjoyment of its patrons, as well as participates in 10 of the world's biggest and best sport fishing tournaments,

making our marinas in Cabo San Lucas, Mexico and St. Thomas, U.S. Virgin Islands, highly sought after destinations.

IGY Marinas destinations work very hard to give back to their local communities. Each destination works directly with area schools, educational programs, and community centers to provide opportunities to introduce children of all ages to the maritime industry. Additionally, each year, IGY Marinas, accompanied by IGY Anchor Club Strategic Partners, has dedicated two (2) days per year in which the corporate offices, sister companies, and marinas fully commit to a local non-profit organization of their choice to assist in major projects as a way to give back and show their appreciation for local support. This global community service project, "Inspire Giving through You," brings together hundreds of volunteers throughout 16 different locations across the western



hemisphere and provides positive changes in the lives of people in the individual communities. Sticking to its motto, "Help the life of a community, and you can change the lives of many," IGY Marinas will continue to hold the annual network event for many years to come.

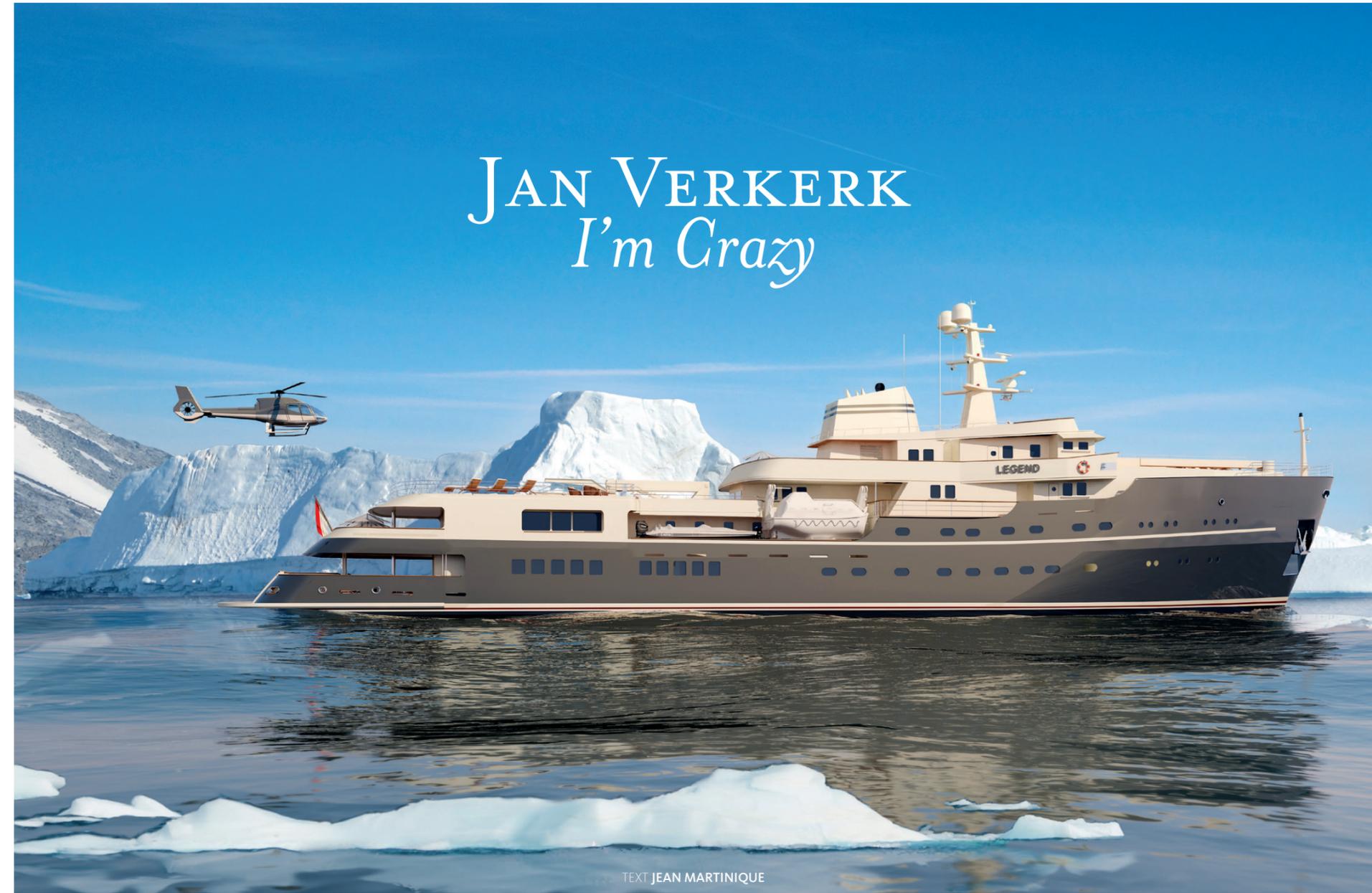
IGY Marinas provides benefits to the vessels as well as the communities, however, individual marinas also receive a variety of benefits as part of the IGY Marinas network. IGY works with

many leading industry service providers and partners through the IGY Anchor Club Partnership program. This program brings a plethora of industry knowledge and opportunities for the Marinas and the Anchor Club Partners to work together to increase business and provide the IGY level of service to vessels owners, captains, and crew members. Additionally, the marina staff is able to help provide guests with recommendations for future travel if they are staying in a destination with an IGY facility, as well as ensure guests are fully aware of the unique aspects of each marina to suit the needs of each vessel. For instance, The Yacht Club at Isle de Sol, located in St. Maarten, is able to provide superyachts with the ability to utilize the services of a 150 ton crane directly at the slip due to its perimeter road, which is a rarity throughout the Caribbean. Each IGY marina offers unique highlights, from full service boatyards, on-site resorts, and even world famous historical sites, thus providing experiences only IGY Marinas can offer.

IGY Marinas has been servicing boaters and their vessels for over ten (10) years, and is looking forward to future endeavors. IGY plans to continue expanding its network and collection of luxury destinations while continuing to improve its superior level of service. Additionally, the marinas will continue to provide experiences specific to the IGY Marinas vision and provide rewards and perks to our guests, communities, and to each other.



JAN VERKERK *I'm Crazy*



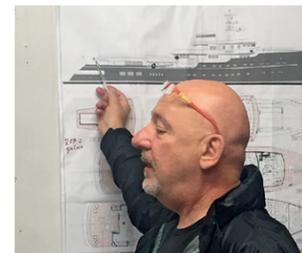
TEXT JEAN MARTINIQUE

I'VE KNOWN JAN VERKERK FOREVER, OR MAYBE, THAT'S JUST HOW IT FEELS. JAN IS MISTER "SYMPATICO" ALWAYS SMILING, ALWAYS HAVING FUN, AND OFTEN PARTYING OR MAYBE, THAT'S JUST HOW IT LOOKS.

Jan Verkerk was born to Dutch parents who had been in the bar and restaurant business on one side, and a fishing boat builder family on the other side. As a kid, while helping guests and serving drinks, he decided to take courses to become a mechanic instead of entering the family businesses. He never went to a university, choosing instead to learn whatever lessons life would give him. Becoming the owner-operator of a superyacht wasn't something he could even imagine at that time. But he liked boats and sailing, and even while he learned everything about engines and machinery, he could not change the feeling that where he really belonged was out on the water. Jan received his first small boat when he was barely four years old from his parents.

"After that, I had all kinds of sailing boats. I was racing in different classes. I had a Flying Dutchman. I had a catamaran. Sailing was the big thing for me." His first real "yacht" was a 55-foot classic sailboat designed by Andre Hoek. It was the same style of boat that the Queen of Holland owned, one that was instantly recognizable to the Dutch people. "It was like a local status symbol, it gave a taste of how it felt to have an important presence in a harbor". During this interview I told him that he was crazy and he agreed. "To build and own a single boat you have to be crazy", he says. "To build or rebuild and own superyachts, you need to be serious crazy", he smiles. We have an appointment at the Icon Harlingen Shipyard where I

arrive after a 3 hour drive from Antwerp and an hour ahead of our scheduled 9.00 am appointment. The lady at the reception desk shows me the way and yes, Jan is already in his temporary yard office, he actually arrived before 7.00 am... "We started the work on the Ice breaker Giant in 2014 around X-mas and we wanted to have the yacht ready in the beginning of 2016, so it is an "over two year" job. We need to start early and work late to have her ready in time" he says. "We will do sea trials and tests first here in Holland first and move on to the Mediterranean for a while because we have to do tests with the helicopter, the submarine and of course the yacht, crew and more. After that we're heading to Antarctica for our first charter in February and on to Greenland for a month of Helicopter Skiing". At least, that's the plan but in the yacht building business every plan can change. (big smile)



SY: "In any case, this will be a little different than sailing the Caribbean Islands with your other superyacht Sherakhan!"

JVK: "Completely different, it's a complete different market, different clients, although with Sherakhan we've also been to the colder parts of the world. This boat is an ice breaker expedition class AI superyacht and the whole construction and reconstruction is different. If you think insulation, the hull and interior panels, all has to be protected from the extreme cold and ice. Engines, fuel systems, pumps, all sanitary and pipes, you name it, need to be "minus zero proof".



On the other hand, the yacht is also completely outfitted to work in the tropics with air-conditioning and other systems. Our system is regulated to handle temperatures from minus 35 to + 35 Celsius.



SY: "You are doing most of the engineering yourself with the help of some engineers here at the shipyard. Will you have some of those people working as crew on the vessel?" JVK: "That's possible but it is not necessary. We are building a product and it needs to be good. There is not a real need for an engineer to work during the building process and later on board, if you have your crew a few months in advance that's enough time to learn everything they have to know. If you have too many people during the building process you risk having too many ideas, don't get me wrong, it's good to have ideas from others, but you don't want too many because it will slow down the building process.

SY: "Well in your case it is quite simple because you are the main engineer AND owner who will be on board most of the time. You know every pipe, system, wire and fuse in the yacht".

JVK: "I'm afraid Yes. (smiles) It would be nice to have a lot of money so that you can step into your jeans and go to a shipyard and tell them, please build this boat for me. (big smile) But that's not the case, I have to count every dollar or Euro and do a lot myself. But, I love it. That also means that the crew will always come to ask me for a solution if they have a real problem. It would be easier to just be the captain or owner and rely on your engineers when something is not correct, but I like the challenge of building boats, setting up a project like this as small as it is and see a great result when it is finished".

SY: "A small project? I think this is quite a big project!" JVK: "Well, the project is probably not so small but we have a small project team, that's actually what I want to say. We have four people, all the others are the day workers from the shipyard, subcontractors, suppliers and their technicians and others, but our real "A" team consists of only 4 people".

SY: "I suppose that you had indications that there was a demand for this kind of Superyacht / Expedition Yacht combination in the charter market?" JVK: "Of course, otherwise I would not have started this project. It does not mean that the "regular and more tropical" charter market is down, we are still doing well with Sherakhan in the Caribbean and the Mediterranean, but quite some people are looking into expanding their horizons and want to go for adventure. They want to see and experience extreme things. Most of the wealthy

people have been to St.Tropez and St. Barth's a million times, now they want something new. Not that they won't go to the Caribbean or St.Trop anymore, but in addition they now have a second choice. The whole expedition segment of the superyacht market is growing at 20% p/year. We are in the best position with the best boat to fill the gap.



M/Y LEGEND Salon

SY: "You used to have a few motor yachts before like Jaguar and you have experience with rebuilding your other superyacht Sherakhan and running it for years. How did you become involved in the mega yacht business?" The first mega yacht that I owned was indeed Jaguar, a 124 ft built in 1995. I was captain, general manager, and chief dishwasher (smiles), and we established a charter program that would grow and last for nearly a decade. I used Jaguar to teach myself every detail of the luxury yachting business that I was not aware of as yet, and we took clients for vacations mainly along the popular routes in the South of France. We became friends with the charter brokers from booking agencies

worldwide. I kept the operating costs down by working as engineer in the engine room instead of hiring an engineer as a crew member. And then one day in 2001 I had an idea. I was asked to organize a tandem charter with the 202-foot mega yacht Esmeralda, which at that time was among the only luxury yachts in the world that could accommodate more than twelve guests. Esmeralda had room for 22 guests, which still wasn't quite enough for the charter client.

The client wanted to charter Jaguar also and use her additional guest capacity. Then, there were more clients like him, bringing potential increasing, big-money charter business, from Saudi Arabia, Russia, and International corporations. I realized that almost all of the yachts available for charter were actually offering different versions of the same experience. They were all cruising the same itineraries, taking 8, 10 or 12 guests to Monaco and St. Tropez, and berthing side-by-side like sardines in a can each night. Esmeralda, with her super-size guest capacity, offered something truly different.

JAN IS ALSO THE SERIOUS BUSINESS MAN, THE YACHT BUILDER, THE BOSS WHO KNOWS IT ALL, OR MAYBE, NOT ALWAYS, BECAUSE WHEN HE IS SPEAKING WITH HIS CREW OR THE SHIPYARD WORKERS HE LISTENS TO THEM AND OFTEN TALKS LIKE A FRIEND.

But she was 20 years old and showing her age. So, I thought that the time was right, for a super yacht with large group capacity to make a big splash in the global charter industry. Esmeralda was already there, and the Greek Andreas Liveras was developing charter yachts such as the 280-foot sisterships Alysia and Annaliese, each of which could accommodate 36 guests. Andreas Liveras was looking for a more modern style yacht. I was looking for a classic hull shape because of the stability and the seaworthiness.

We were thinking about different types of clients." The vessel that Jan found was Sherakhan, which at the time was called Princess Margaret.

She had been built in 1966 and used as a training vessel for Dutch Merchant sailors until she was all but abandoned. "She was laying on one side," Verkerk remembers. "Her stability was bad because one of the tanks was almost full of water. She was on something like a 20-degree angle, laying in Holland.

I knew that the Princess Margaret, in that state, would not be just a restoration job, she required a total reconstruction. Still, the price was right, and the vessel offered two things that were key to my ideas: she was already certified as a passenger ship, which meant that she could take more than 12 guests, and she had a steel hull that was 20 to 40 millimeters thick all around.

Modern boats are 16 millimeters, maximum. She was strong, so she could go anywhere in the world.

We spent the next three years turning that steel hull into one of the most glamorous, amenities-packed superyachts that one could find.

We re-launched Sherakhan in 2005 with staterooms for 26 guests. Seven of the yacht's 13 staterooms have king-size beds, four have double beds, and two have twin beds and fun styling for children. The sundeck hot tub is still among the largest afloat—able to fit 18 people at a time—and its bottom is opaque, doubling as a massive skylight for the yacht's interior".

"We've been everywhere with Sherakhan, but Antarctica is for me the greatest place I've been so far. It was late 2010 when, for the first time, we crossed the southern latitude line leaving Brazil, Uruguay, and northern Argentina astern, and steered toward Tierra del Fuego and beyond. Sherakhan's strong bow moved almost effortlessly amid the glaciers and vast stretches of untouched nature."

Verkerk describes seas full of penguins, pods of 20 meter whales riding the waves of Sherakhan's bow like Dolphins, icebergs as big as skyscrapers and thousands of sea lions lining the beaches.

"Guests were on deck all the time," he recalls. "When we arrived in South Georgia for example, the first thing we saw were three whales

And none of them are in any way scared of you. It is fantastic! That's where I started thinking about an expedition yacht/Ice breaker specially build for the Poole circles, Antarctica and other places".

SY: "Since you will market this superyacht Legend as an ice breaker/expedition yacht, what kind of helicopter and other "toys" do you have on board?"

JVK: "We can handle helicopters up to 3 Ton, the platform and structure is certified for that.

(note, a Bell 206 Long Ranger's weight is approx. 3000 pounds (1360 kg) a small Robinson 44 only 1000 pounds (450 kg) and a twin engine Eurocopter EC155 B1 approx. 6000 pounds (2700 kg) We are also able to do refueling as we have a certified helicopter fuel tank on board.

In addition to one or two helicopters, we have a 3 person submarine, special tenders and a lot of other stuff".

SY: "Jan, you are a legend, too bad I can't ski otherwise you could sign me up for that helicopter skiing!"

We look forward to seeing Legend cruising in the colder waters soon and hopefully she will also come to the Caribbean one day!

M/Y Legend 214 ft / 77.4 meters - 30 guests

The refit, rebuild and conversion of explorer yacht Legend has been completed. She was launched on March 24, 2016 at ICON YACHTS Harlingen Holland.

Design and engineering of the rebuild **Diana Yacht Design, Holland**

Interior design **Thom Beerens and Jan Verkerk**

Project Management **Verkerk Yachting**

Projects



M/Y LEGEND Master Bedroom

right next to the boat and the next thing we saw was several thousands of sea lions. It is all so overwhelming, you don't know where to look, you drop anchor and you are in the middle of nowhere among nature. If we took the tender out we had to clap to scare away the baby sea lions so we didn't run them over.

For **charter inquiries** please contact Verkerk Yachting, legend@charteryacht.nl or office@sherakhan.com

All Legend pictures at the shipyard Icon Yachts in Holland copyright **Jean Jarreau** Renderings and launching picture **Verkerk Yachting**



THE MARITIME SCHOOL of the West Indies

VEERLE ROLUS STARTED THE MARITIME SCHOOL OF THE WEST INDIES IN ST. MAARTEN IN THE BEGINNING OF 2003. AT THAT TIME, SHE WAS ALREADY RUNNING THE OFFICE OF SHIP AND YACHT AGENT YACHT ASSISTANCE - MARITIME SERVICES AS WELL AS SEVERAL OTHER YACHTING RELATED COMPANIES FOR A NUMBER OF YEARS.

Visiting captains and crew had asked repeatedly if there was a possibility to do the STCW'95, Yacht Master and other yachting courses somewhere on the islands and there was none.

The closest school was in Fort Lauderdale, Florida, so Veerle contacted International Yacht Training's CEO Marc Fry and asked for a meeting and discussions. Shortly after, she reached an agreement and the full cooperation to set up courses and hire instructors.

MSWI first had a temporary office at the Deher's property in Great Bay but moved soon to Port de Plaisance and later to Palapa Marina in Simpson Bay. The school was inspected and recognized by the then-Government of the Netherlands Antilles.

VEERLE ROLUS MORE AND MORE MEGA-YACHTS STARTED TO FLOCK EACH SEASON TO THE CARIBBEAN ISLANDS AND TO ST. MAARTEN/ST. MARTIN IN PARTICULAR.

Today, The Maritime School of the West Indies has successfully instructed and delivered hundreds of professional licenses to crew and captains; students come to the school from all around the world. All the professional certificates are worldwide and Maritime Coastguard Agency (MCA) recognized.

Coast Guard crew of St. Maarten and Curaçao have done courses with the school, as well as crew employed by local day charter companies and tender services, ferries from Anguilla, Saba and St. Barth, and many others.

Some eight years ago the school moved from Simpson Bay to Marigot on the French lagoon side, for better access to Marina Fort Louis and the Bay of Marigot, with moorings and dinghy dock facilities right in front of the offices.

Crew from yachts on the Dutch side in Ile De Sol and the other marinas are at the school within 10 minutes by dinghy.

Courses

The Maritime School of the West Indies offers the official STCW'95 / 2010 six-day course, Maritime Security Awareness, Refresher courses, the Master of Yachts 200 Ton captain courses, a Personal

The Bareboat Skipper, a two-week course, is one of them. This is a license used when people charter a bareboat with companies like Sunsail, Moorings etc.

In addition to the marine-related courses, the school offers safety courses for businesses, hotels, governments, etc., like Evacuation, Fire Prevention, First Aid and other courses, which are in cooperation with and recognised by the Nederlands Instituut voor Bedrijfsveiligheid (NIBV).

The Maritime School of the West Indies organizes technical seminars and special interest courses.

The school also teaches safety courses for airline pilots like In-Flight Fire Fighting and Fire Prevention and In-Flight First Aid.

Sail training at sea

The Maritime School of the West Indies offers, in cooperation with the Caribbean Sail Training Association youngsters the possibility to sail on board Tall Ships, Race Boats, Sail Yachts and other vessels to experience on-the-water practice and participate in sailing adventures.

Many youngsters have been on board Sail Training Ships sailing around the Caribbean, to Canada, Europe and other places, while others have been to Brazil and the US on board race yachts.

The school has organized special Maritime Experience Days with Caribbean Sail Training also for school youth in cooperation with the Dutch Tall Ship Eendracht, Wylde Swan, Eye of the Wind and many other vessels on which the youngsters enjoyed a day sail excursion.

The school

The Maritime School is in the Maritime Services building at Marina Royale 20 in Marigot Saint Martin.

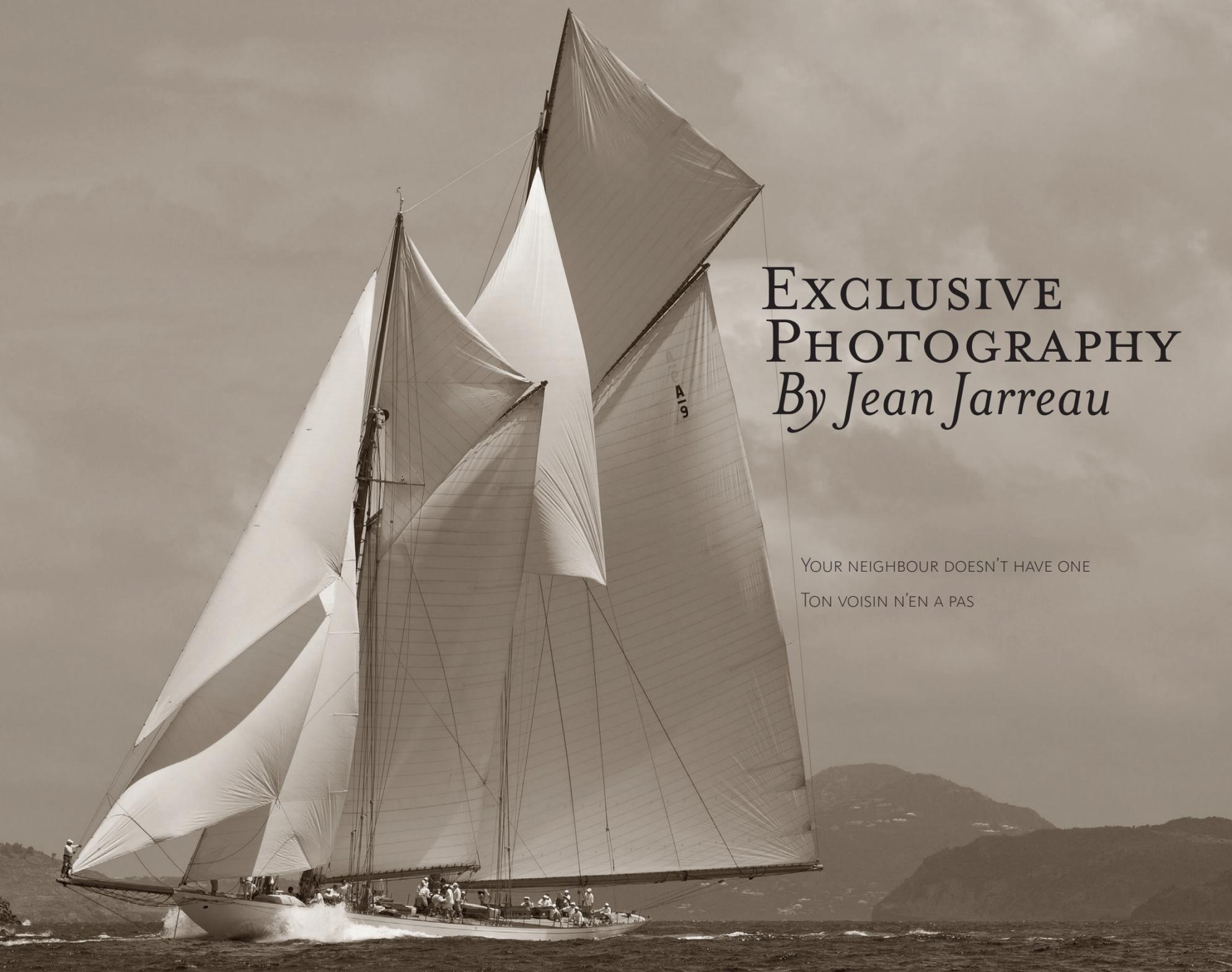
Several other yachting-related services are located in the same building, like drop off and pick up for Life Rafts Etc., life jackets, immersion suits, safety material etc., Yacht Assistance (ship and yacht agents), No Limits Yachts (mega-yachts and classic yachts charter and sales broker), and others.



Watercraft Course (for Wave Runners, etc.), a Mega Yacht Crew course, Small Powerboat / RIB and Tender course, VHF course, Stewardess Course and many others.

Some courses can also be organized directly on board mega-yachts and other vessels.

A few recreational courses are also offered by the school.



EXCLUSIVE
PHOTOGRAPHY
By Jean Jarreau

YOUR NEIGHBOUR DOESN'T HAVE ONE
TON VOISIN N'EN A PAS



Jean Jarreau has made extraordinary photographs for over thirty years. He is a Belgian photographer born in Antwerp, who moved to the Caribbean in 1991. He lives in St. Maarten-St. Martin-St. Barth's in the winter season and in the Antibes area in the South of France during the summer. Jean Jarreau started to work in the early eighties mainly as a fashion photographer and photographed female models for many fashion designers, lingerie and swimsuit brands. While living in the Caribbean he specialized in aerial photography

and photographing exclusive villas, mega and super yachts, often blending beautiful photo models with superb villa interiors and executive yachts. Jean Jarreau loves to work with female photo models, his photographs are mainly done with little or no makeup at all, mostly outside in very natural and tropical settings, as he wants to capture the moment, the beauty of women and natural light in front of his camera. He prefers to work alone with the models or with only a very small team, so there are no distractions, just the feeling of trust between

the model and photographer. Many of the museum art photographs are pictures in black and white or sepia of classic and vintage yachts. Jean Jarreau has made thousands of photographs with the most beautiful Classic, Vintage, Spirit of Tradition and other Classic Yachts at Caribbean, Mediterranean and US Classic Regattas as well as on board and on the water shots of hundreds of Classic Yachts, Mega and Superyachts all over the world. His work is widely and Internationally published and appreciated.

All commercial work and photograph sales are handled by the **Marketing Director of Jean Jarreau, Thais**. She can be contacted by e-mail : Thais@JeanJarreau.net

Web Sites www.JeanJarreau.net - www.GalleriesJeanJarreau.com - www.MegaYachtPictures.com - www.HeliPhotoCarib.com



RISING STAR

Pro surfer Maud Le Car

MAUD LECAR WAS BORN IN THE CARIBBEAN, IN SAINT MARTIN, ABOUT 25 YEARS AGO. SHE, LIKE SO MANY LITTLE KIDS, STARTED SURFING AT JEAN SEB LAVOCAT'S WINDY REEF SURF CLUB AT LE GALLION IN ST.MARTIN AND BECAME A PRO SURFER SOME YEARS AGO.



What she loves most about being a surfing pro is the lucky opportunity to live her passion and to travel the world while discovering countries, amazing waves and landscapes.

She always wanted to be a pro surfer and works very hard, being a pro means making a lot of sacrifices like living far away from family and friends and focusing all the time on her goals, but she is very happy to be living her dream.

Maud's second passion is art. She loves to paint, spray and draw. She paints a lot on surfboards, canvas or skateboards.

Maud Le Car is not only a professional surfer ranked in the World Top but also a good looking girl, she was in St.Martin recently for a photo shoot with clothing from her main sponsor Volcom for "SEA YOU in the Caribbean"





RACHEL TOP LEFT & BOTTOM RIGHT KIMANY BOTTOM LEFT & TOP RIGHT



EMILY ON YACHT SHERAKHAN

PAUL DIELEMANS *This is Rondal*



JEAN MARTINIQUE

CUSTOM SUPERYACHTS DESERVE THE FINEST COMPONENTS AND FITTINGS, BUILT TO THE HIGHEST QUALITY, AND FUTURE-PROOFED BY UNRIVALLED INNOVATION AND EXPERTISE. RONDAL IS INTERNATIONALLY RECOGNIZED FOR THE QUALITY AND ADVANCED DESIGN ENGINEERING OF ITS CUSTOM SUPERYACHT SOLUTIONS ACROSS A BROAD SPECTRUM OF PRODUCTS AND SERVICES.

The first time I spoke to Paul Dielemans was in 1991 at the Chesterfields bar and restaurant in Great Bay Philipsburg Sint Maarten while he was preparing his Hobby 33 sail boat "SLINGSHOT" for the Sint Maarten Heineken Regatta.

We had plans to shoot a first ever video documentary about the regatta and I wanted to fix one or two small cameras on his boat so that we could have "live footage" from the crew action in the video. Of course, in 1991, there was no GoPro or any other tiny camera available as yet, we used to film with the big, large and heavy BetaCam SP television cameras and we had a few smaller ones that we wanted to try out on board, so his first question was: "What's the weight of those cameras?" because he wanted to win the regatta and every gram too much counts...

At that moment I already realized that Paul was a real competition sailor, a sportsman that looked at the smallest detail to make sure that he would have no regrets if they failed to win.

Paul: I arrived in St.Maarten with my own small boat, an 8.45 m steel Trintel S-spant after a transatlantic crossing. It was actually the first boat of what later would become the well know Trintella boats.

It was a Vanderstadt design build in 1965.

Our plan was actually to sail from Holland to the Caribbean, stay a few months, and sail back via Bermuda and the Azores to Holland.

Not so.

While sitting at Chesterfields I saw several day charter boats and everyone was making good money.

I was asked if I wanted to captain one of those charter boats.

We had calculated a budget of one thousand Dutch guilders p/month to survive and I could make at least US \$60 p/day, which was about 240 guilders at that time.

In one week I could make more money than we needed for our monthly budget.

Only a few days later we sailed the Catamaran Bluebeard from Great Bay to St.Barths almost every day for six months.

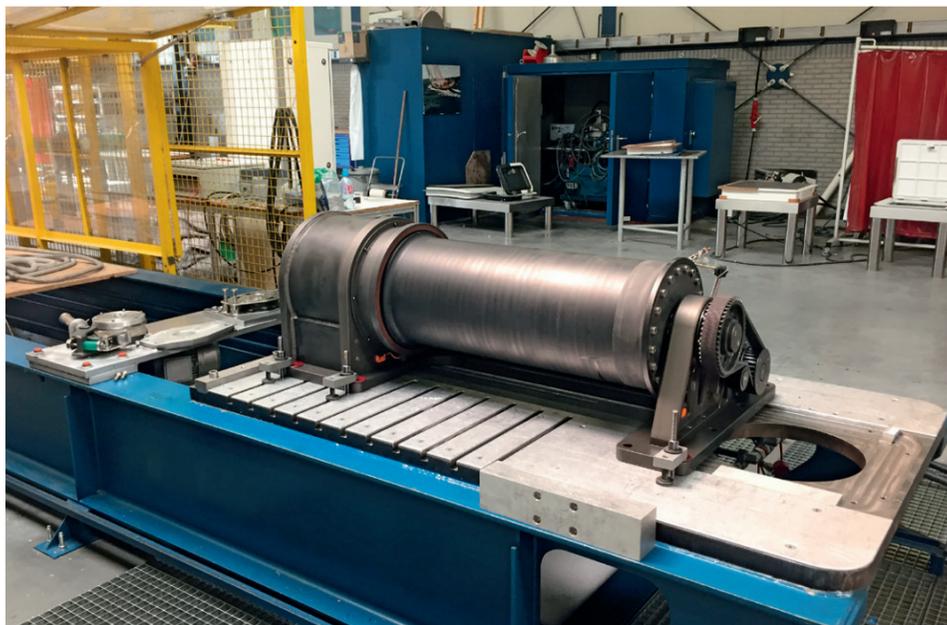
During that time we lived on board the catamaran, and one day we started to talk with people on another boat which did long term charters.

"Lady G" became the new charter boat (and our home) that we

received through Nicholsons, and we sailed around for two years in the Caribbean, to the Virgin Islands, The Grenadines etc. and we also sailed to the Mediterranean and back.

SY: "What captain's license did you have"?

Paul (smiling) : At that moment not many people had a captain's license, but we had experience and I had blue eyes. It was also the time of the sextant you know, I used that for the transatlantic. No GPS or anything.



The charter business was really just taking off, I think only Nicholson Charters existed as charter broker, they organized the Nicholson Yacht Charter Show in Antigua also.

As a charter yacht we just needed a pretty table cloth, some flowers on the table and good food every day for the guests and of course a nice smiley captain and crew.

We never had one complaint in all those years.

Our "home port" was St.Maarten and we became more and more involved in the Island life.

We became friends with Robbie Ferron, Jan Van Den Eynde and

other people from the local yacht club and business community. One day, our charter yacht was sold and a new skipper was appointed so we kind of lost our income and also our home.

Then again while sitting at the Chesterfields bar, I spoke to Jack Beentjes who just started a construction project at Mullet where Cherries Café is.

It was a project to build forty or fifty shops and twenty apartments or so. He told me that he needed someone to lead the project, and as I had a mechanical engineering background, I took the job and did it.

Two years later I started my own construction company PDC.

During that time, I started to sail Lasers and the Caribbean Laser Championships came to the Island which brought a lot of International sailors into the picture.

Later, in 1996 I represented the Netherlands Antilles and participated in the Olympics.

At the same time I continued to sail on larger boats, I also had "Defiance" a Mc Gregor 36 Catamaran for a while, but it was with my boat "Slingshot" that we won almost all the Caribbean races.

After that I purchased a Melges 24 and again we won again everything that you can imagine. I'm not sure how many Rolex watches I have (smiles).

SY: "At a certain moment you terminated your PDC company while you had about 80 people working and still quite some requests to build villas and buildings. Was there a special reason?"

Paul: "Well, the main reason we decided to stop the business was Hurricane Luis in 1995.

Of course, already before that hurricane business was a little slow but when that hurricane devastated the Island I did not have the ambition to start over again.

I was 39, I had never planned to stay in St.Maarten that long, and our kids were at the age to go to school in Holland so we had to take a decision. It was either staying here for many more years or go to Holland right away.

There was no school for quite a while after the hurricane and many other problems so we decided to go, my wife left with the kids to the Netherlands.

I spoke with my partner Albert Kreulen, and we decided to dissolve

the company after finishing the ongoing projects. I stayed in St.Maarten for another year, and competed at the Olympics the year after Hurricane Luis.

After the Olympics I stayed living in Holland."

SY: How did you manage to get a job in the yachting industry right away after working in St.Maarten in the construction business?

Paul: "Well, you need some luck in your life of course. My most recent contacts within the yachting industry came from participating in the Olympics. There I spoke to many people and one of them was Roy Heiner.

He was working for Synergy and he told me to talk to someone in the company because they needed a project leader for their Whitbread Around the World sailing campaign.

After the first meeting I was hired.

We had a super team, and all of them are still friends.

When you work so intensely together with those people you become very close and even today we speak regularly.

It was also one of the friends from that team who asked me to become the managing director of yacht builder "Holland Yacht Bouw" later on.

SY: You did that some years and now you are with Rondal.

Paul: Yes, Holland Jacht Bouw was feeling the crisis in 2010 and it was no longer wise to stay with 3 managing people at the helm, so when I again received an opportunity to change jobs I did so, this time it was in the same mega and superyacht sector so it was not such a big change. Rondal is for me the ultimate job, they make high tech masts, doors etc. mainly for sail yachts and that's my world.

It gives me a chance to work with the most beautiful yachts in the world, not only built by Holland Yacht Bouw like before but now from all the shipyards, Royal Huisman, Perini Navi, Vitters, Dubois, you name it.

Not only can I do sales, marketing, technical aspects and innovation but I also have opportunities to actively sail on the yachts in regattas like the St.Barth's Bucket, Palma Superyacht Regatta and many others.

It is extremely important to be "in the field", to see eventual

shortcomings or things that we can make better in the future.

You experience why the speed of the roller furler needs to be synchronized with your captive reel winch otherwise your jib is flapping, and many other things.

We don't just « deliver a mast » for example, we install the mast, we look at eventual problems, and we solve the problems.

We do the same for our winches, our deck equipment, our doors...

We are already quite well known for our doors in sail yachts, now we are marketing our doors to motor mega and superyachts.



Those doors are a project on their own. Watertight, fine-tuned, Lloyds certified mechanical, electronic and hydraulic masterpieces.

SY: Is sailing still the same as during your St.Maarten years?

Paul: (smile) Well, sailing is still sailing, but the yachts we mainly work with at Rondal are the large mega and superyachts and the owners are more and more often not just cruising like before but racing those yachts.

Those yachts have often and more a professional race crew in addition to their regular crew, the level has become really professional.

This means that you have to adjust everything accordingly, winches, lines, masts, deck plates, you name it, it all has to be "regatta proof". In the old days you had crew sailing in a regatta and they were happy. Now you have professionals racing and they will tell you: "What a sht speed! There is not enough power in the sails!" Does that mean that the yacht is not good? NO, the yacht is great but it is now used for high level racing and not just cruising!

So, in talks with architects, owners, captains, managers, we are now working on a "two settings" system so that when an owner is cruising with his family they can just turn the switch and set the yacht in cruising mode. Everything will be a little slower and not as heavy as it is in "racing mode". That's on what we are working right now.

S.Y. What's your next sail trip or regatta?

I'm sailing tomorrow, we have just installed a new mast on the new and largest Perini Navi sail yacht ever and and I always try to be on board with the sea trials, so that's what I'm doing tomorrow.

It's important to be there so that I can see what we may have to change or adjust eventually. We deliver "turnkey" so I want to be sure that everything is correct.

Other than that I sail mainly during a few training days just before the start of the mega yacht regattas on board one of the yachts and participate in those races as helmsman, tactician or crew member.

I don't really have the time to do the regattas on smaller 40 or 50 footers anymore, the only one in which I participate is the Flevo Race, or a one design regatta, but not enough.

Sometimes it hurts, as sailing is still my favorite thing to do, but with a house, wife, kids, a great

job, visiting boat shows, shipyards and work to do, you have to make some choices.

But, I am still competitive so when I'm on board in the 10 minutes prior to the start of a regatta it is like a switch is turned on and I go for it. Fully. To win and nothing less!

S.Y. That how I know you, thanks for the Interview.



IS THIS
the Superyacht toy of the future?

OK, YOU ALREADY HAVE A GREAT MEGA-,SUPER-, OR GIGA YACHT AND THE LATEST WAVE RUNNERS, HOOVER AND FLY BOARD, SLIDES, ELECTRIC POWERED PADDLEBOARD AND SURFBOARDS, A SUBMARINE AND A HELICOPTER... **GET READY FOR A CHANGE.**

The German company e-Volo has just done the first successful test flights with their Volocopter VC 200 and is already working on the VC400 which offers space for four people. The diameter of the rotor plane of the VC400 amounts to approx. 10.80 meters, which means that the larger super and gigayachts will be easily able to easily store and operate this amazing "Drone looking" Volocopter on board.

The premiere of manned flights with the world's first certified multicopter, e-volo's Volocopter VC200, marks the beginning of a new era in urban mobility. The Volocopter is a personal aerial vehicle that is so easy and safe to fly, literally anyone can command it.

Due to its electric propulsion, it has no exhaust emissions and is impressively quiet. For the first time humans' dream of personal flight as a daily routine becomes attainable. As such it not only offers more widespread use in conventional aircraft domains, but brings us another step closer to air taxi services and entire transportation systems in the third dimension. The Volocopter VC200 received the 'permit-to-fly' as an ultralight aircraft from German aviation authorities in February 2016.

In the context of the commenced test program, e-volo has started to conduct manned flights. The historic world premiere of a flight with a certified multicopter was made by e-volo's managing director Alexander Zosel on March 30th, 2016 on an airfield in Southern Germany.



„The flight was totally awesome” Alexander Zosel said right after his landing. „The machine was absolutely reliable, there were no vibrations, it was tremendous. Anyway, the first flight was simply unbelievable.

I got in, we did the pre-checks for what felt like maybe 20 seconds, and after that I'd already got the all-clear for flying. I didn't wait long, I simply pushed the lever upward and the Volocopter simply sprung upward in a single bound.

It was incredible, it hovered totally weightlessly, I mean it didn't at all feel like there were crazy forces at work, it was all just totally light and the Volocopter immediately converted every movement I made with the joystick.

It is definitely a sublime feeling to lift off, fly the first few meters, and then actually take my hand off the joystick and think that, yeah, it's really as if I'm standing on the ground, and then I look down and there are 20-25 meters beneath me. So it's definitely fantastic what we've achieved here. It's seriously unbelievable!" Thanks to its innovative flight control, the vertical takeoff and landing aircraft (VTOL) is extremely easy to fly.

The Volocopter is piloted one-handedly with a single joystick and significantly reduces the number one reason for accidents in conventional helicopters: human error.

To demonstrate this feature, Zosel released his hand from the



joystick to applaud his team during the premiere flight, while the Volocopter automatically holds its position. A comprehensive redundancy concept compensates any failure by critical components including the loss of several motors. This was demonstrated exhaustively during the certification process. Furthermore, the Volocopter is quiet and due to its purely electric motors along with its quickly interchangeable battery system, it is also absolutely emission free.

Technology assistance was provided by German drone manufacturer „Ascending Technologies”, which has recently been acquired by the US chipmaker Intel Corporation.

„Intel congratulates e-volo on this accomplishment”, said Josh Walden senior vice president and general manager of the New Technology Group at Intel. “Technology developed by Ascending Technologies assists in the flight controls, motor electronics and key elements that extend multi-rotor UAV technology to this new type of aircraft. We look forward to aiding the development of more manned and unmanned vehicles in the future.”

Through the shareholding position of Ascending Technologies, Intel Capital has now become a direct shareholder in e-volo. Stephan Wolf from e-volo comments "Intel has invested strongly in the UAS (Unmanned Aircraft Systems) space and now is a global leading player in the area. There will be great benefits from a cooperation on the Volocopter."

E-volo's next goal is to receive a type certification and to produce



ECLIPSE 22.00M (72'2"FT) BEAM, A 18.87M (61'10"FT) BEAM AND LUNA 17.70M (58'0"FT) BEAM
 ARE A FEW OF THE SUPERYACHTS THAT COULD EASILY STORE AND OPERATE A VOLOCOPTER.

the Volocopter in large quantities. Thus, in the next 2 years, the well-established air sports market will be entered, similar to the introduction of the gyrocopter and the helicopter.

In a further developmental step, air taxi services are expected to be established. Initially, they will be planned for predetermined routes as airport shuttles or at sensible traffic nodes such as bridges. Medium-term, brand new, increasingly autonomous mobility concepts can be offered with the Volocopter, in which individual as well as public transport can be partly shifted into the sky. At the



invitation of NASA, Florian Reuter from the e-volo management team presented the newest developments in the Volocopter to experts from air and space travel at the "On-Demand Mobility" workshop in Washington. The judicial framework, which would have to be adjusted internationally to allow individual flight in urban areas for everyone, was also discussed at the workshop. In advance, NASA had published a study addressing this topic, which highlighted the positive contribution such a system would have on the alleviation of the daily traffic congestion in the Silicon Valley region in California.

Start of the Manned Test Flight Program

The first flight of Alexander Zosel marked the beginning of the Volocopter test flight program, which will be conducted in three phases. In the first flight phase, flights at a speed of 25 km/h maximum at low altitude are planned. In the second testing phase, flight maneuvers at a speed of 50 km/h at medium altitude will be executed.

Test flights within the third testing phase aim to validate the system at higher altitudes and in the full speed range of the VC200 up to 100 km/h.

Technical Description of the Volocopter



The Volocopter is made of a light-weight, fiber composite material. In addition to cruise flights, it can also takeoff and land vertically as well as hover in the air. The VC200 Volocopter runs on all-electric motors. The electric motors of its 18 rotors are powered by nine independent batteries. When in a floating state and with a 450 kg take-off weight, the VC200 requires about 50 kW, depending on the air pressure / temperature. Its redundancy concept ensures stability, even if parts of the system were to fail. This principle is used in all system components that are necessary for safe flights. The necessary thrust required to provide lift is achieved through several independently driven rotors, each with

two fixed blades. Unlike a helicopter, the blade angle on the VC200 cannot be adjusted. The amount of thrust produced depends solely on the rotation speed of the rotors.

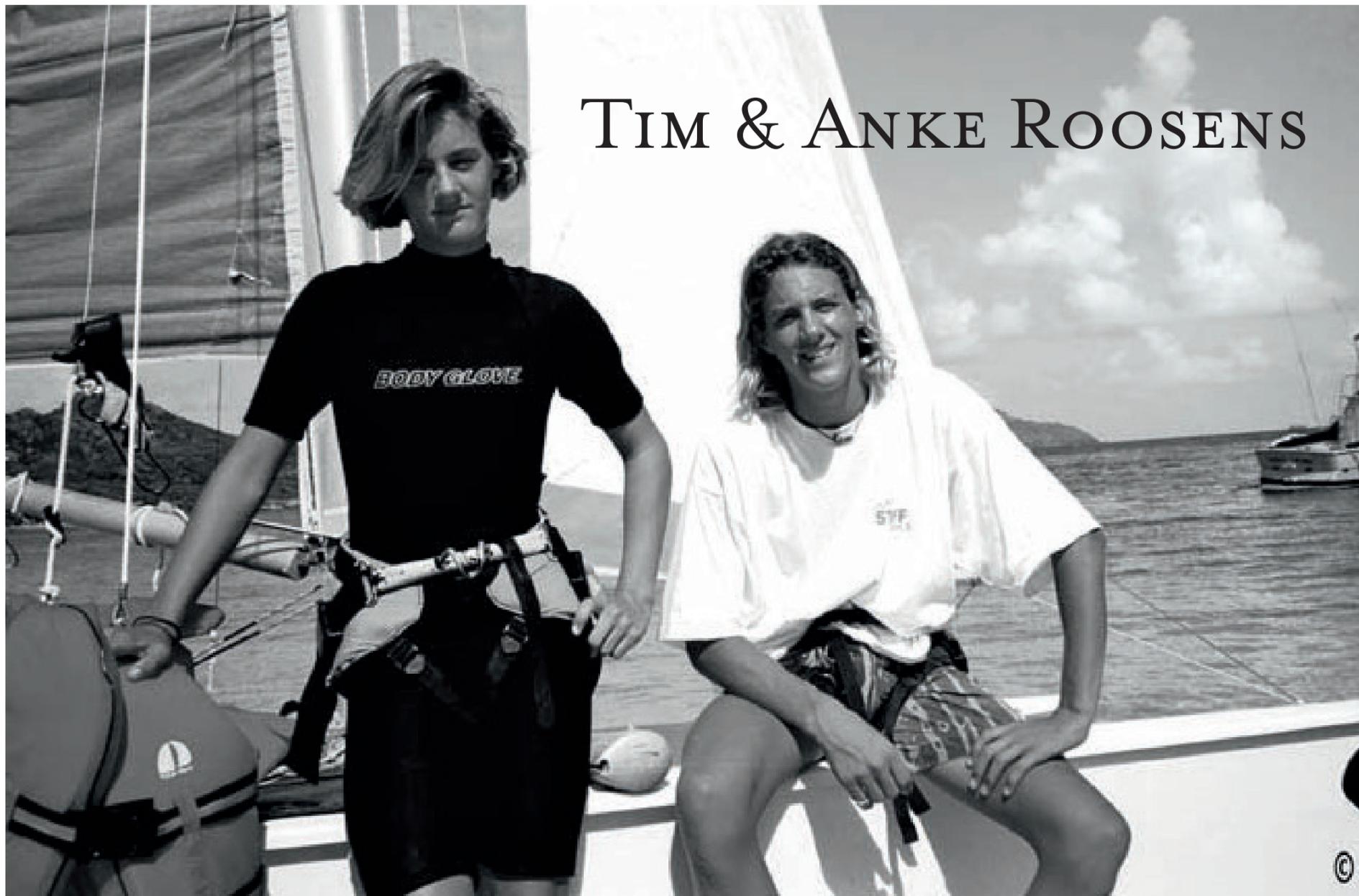
Appropriate combination of the torques produced by the speed differences of the individual rotors around the vertical axis (yaw) and perpendicular to it (pitch and roll), as well as alterations in the total thrust produced by all the rotors enable the Volocopter to maneuver in all three rotational degrees of freedom (pitch, roll, and yaw), whereas the fixed setup of the rotors allows for one translational movement (vertical, "up/down"). In combination with the position angle, the Volocopter is able to make indirect horizontal flight movements in addition ("forwards/backwards" and "rightwards/leftwards") and thus controls all six rotational and translational degrees of freedom.

Although the Volocopter initially exhibits what would seem to be unstable flight characteristics due to its relatively high number of rotors that have a fixed blade angle, its multi-redundant flight control system ensures precise attitude control and positioning stability. It is actually much more stable than conventional aircraft. It adheres to the pilot's specifications and compensates for external effects independently. This makes flying it much easier, and the pilot can control the Volocopter safely, even in adverse environmental conditions.

The flight control system comprises of several completely independent units. Each flight control unit contains a complete set of positioning sensors that consist of pressure gauges, gyroscopes, accelerometers, and magnetometers for all three spatial axes. Each of the flight control units is able to control the VC200 independently.

The Volocopter is operated with one hand using a joystick. The pilot intuitively controls all flight axes through movements and rotations of the joystick. Climb and descent commands are given through an altitude control thumb lever. In order to land, the pilot only needs to press and hold the lever down until the Volocopter is on the ground. Once it nears the ground, the control system automatically slows down the Volocopter to ensure a gentle landing.

More information and contact: <http://www.volocopter.com>



THESE SIBLINGS ARE ONLY 37 AND 36 YEARS OLD RESPECTIVELY; BUT THEY HAVE BEEN WORKING IN THE LOCAL MARINE TOURISM INDUSTRY FOR ALMOST 20 YEARS!

Tim & Anke were raised on St. Maarten; going to Milton Peters College after attending the Sister Magda Primary School. They spent almost every afternoon on the beach; sailing, surfing, swimming, windsurfing, snorkeling, diving, wakeboarding, you name it; as long as it involved water and sun they were in to it! They were often the youngest team competing in the beach-cat class (Prindle 18 and Hobbie Cat) in local and regional races.

All through their teenage years they both worked on weekends and during school vacations; Tim as a water sports attendant and "beach-boy" at Orient Bay and Le Galion Beach, and Anke first as a deckhand then as a first mate on Swaliga, the red sail catamaran that did daytrips to St. Barth's back in those days. (With her savings from that job Anke bought her own sailboat at just 19 years old; and lived on board for almost 10 years after returning from University).

After high school they both went to Martinique to further their studies; Tim specializing in boat maintenance and marine mechanics, while Anke obtained a Masters' degree in languages, literature and foreign civilizations at the "Université des Antilles-Guyane". She is a sworn translator/ interpreter for both the French and the Dutch courts; speaks 4 languages fluently and has done many translations for lawyers and prosecutors as well as for government officials during joint French-Dutch meetings.

Tim stayed in Martinique for 6 years; working in the marine industry as the manager for a local party boat excursion company after finishing school.

Anke came back to St. Martin and worked as a Tour Guide for RENDEZ-VOUS TOURS; leading mountain bike & kayak tours for cruise ship tourists while accumulating sea-miles towards her captains' license by doing deliveries for local charter boat companies.

She obtained her license and over the next few years did many deliveries including over 6 transatlantic crossings as well as multiple other long distance passages on all different types of motor and sail yachts, ranging from 30 to 150 ft.!

Anke is well known by many for being one of the captains' at AQUAMANIA; namely on the EDGE ferry; carrying passengers to St. Barth's and Saba on a daily basis for many years; as well as for being a short term relief captain on several vessels both locally and

abroad. She has the reputation of being an honest, reliable, strict but very "safe" captain; she does not cut corners when it comes to the safety of her passengers, crew and vessels!

Anke started her own company, LIFE RAFTS ETC. in January 2009; and operates the islands' ONLY officially approved service center for life rafts, life jackets and other safety gear. She has the exclusivity for all the brands she services; and participates in mandatory training courses to stay up to date with all the latest developments for each brand.



Her business is vital to the local marine industry; as it is mandatory for commercial vessels/ yachts to have their life rafts inspected annually (every 3 years for recreational vessels).

Since LIFE RAFTS ETC. opened up in 2009 the local vessels no longer have to worry about sending their rafts off island to get them inspected; and many mega-yachts contact Anke first to find out if she can service their rafts; because if not they have to choose another port of call instead of coming to our island!

LIFE RAFTS ETC. not only services life rafts, rescue boats, life jackets immersion suits and Jon Buoys; they also sell new rafts (commercial/ SOLAS and recreational), HRU's, MOB Buoys, Line-throwers, Rockets, Smoke Signals and other safety gear, and provide rafts for short and long term rentals.

Anke's workshop is fully SOLAS compliant and adheres to the IMO resolution A.761 (18). Her service station is also Bureau Veritas approved and the service technicians attend mandatory training courses for the brands they service; with new courses to add more brands scheduled yearly.

Tim also came back home a few years later; first working at the local charter boat company SUNSAIL as a purchase/stock manager; then switching to Budget Marine where he quickly went from being a Salesman to becoming the Sales Floor Manager of their flagship store in Cole Bay. Tim also earned his captain's license and while working for many years in the local marine industry Tim saw the need for opening a company that would facilitate the Mega Yachts stays in Sint Maarten. He started his own business TENDER RENTAL & TOURS in 2014. His company mainly focuses on tender and dinghies Rentals for visiting mega yachts and Sailing yachts that cannot bring their own Tenders or that need an additional one for their charter in the local area. He also offers day charters around St. Martin and to the neighboring islands for visitors who would like to discover the island with a local captain that grew up on these waters.

Both are also involved volunteering in the local community; Anke has been a board member of Intitiatives St. Martin, as well as of METIMER (the French side Marine Trade association) for over 5 years, and she is also one of 2 captains at the SNSM (French side Sea Rescue); a volunteer organization that heads out sea to rescue or aid mariners in distress at any time of the day or night. They are on call 24/7.

Tim has been on the board of CARIB SWIM TEAM for years, and was also very involved in the youth sailing program for many years.

Funny anecdote: Tim & Anke are two of the "eldest" active members of the original Carib Swim Team; they swam with them at Pelican Resort before Carib got their own pool in Cole Bay more than 25 years ago; they are now members of the Carib Masters group and still train a few times per week!

Needless to say these two Island-grown professionals are great ambassadors for our marine tourism- and yachting industry; they do their best to provide an excellent service to their customers while promoting our island on a daily basis!



WHAT YOU NEED TO KNOW BEFORE YOU BRING IN YOUR LIFE RAFTS, LIFE JACKETS, SAFETY GEAR ETC. FOR SERVICE.



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CONTACT US TODAY FOR MORE INFORMATION!

→ Check the next service due date on the sticker which should be on your raft to see until when you have the time to bring in your raft for service.

→ Do not go past this due date; rafts in the Caribbean suffer greatly from sun/heat, salt/corrosion etc. and many of them will fail to work if not inspected regularly.

→ Check the inspection booklet (Recreational) or inspection certificate (Commercial) from the previous service to get all the information.

→ Go online to CHECK on the BRANDS' website if there is a CERTIFIED and APPROVED SERVICE STATION on the Island (country) for the brand that you carry.

Your life raft, life jackets and other safety gear should NEVER BE SERVICED at a station that is not approved to service the brand that you have.

Vessels having their rafts done by an unauthorized station could be pursued and forbidden to leave the dock until their rafts/safety gear are serviced by an official brand-approved service center.

All manufacturers' warranties will be void if items are ever serviced by an unapproved service center.

In case of an incident the insurance companies will verify if the safety equipment was serviced by a brand approved service center and WON'T pay out if this is not the case; even if the incident is not related to the safety equipment.

The master of a vessel is legally responsible and punishable by law if using an unauthorized service station for safety equipment inspections.

A service center and their technicians HAVE to be audited and approved by the MANUFACTURER. A service center can "claim" to be allowed to service "all brands" and advertise all of them on their own website; but the only way to know if they are official is to look at the actual BRAND website and see if they are listed there as an approved service center by the manufacturer.

Please ALWAYS check the manufacturers' website as this is the only way to know if a station is officially approved to service your equipment!!!

→ Contact your service station in time! In high season we are very busy with visiting yachts; and in low season we have all the local vessels that come in for service; so it is always best to make an appointment well ahead of time.

→ Please send an e-mail with a copy of the last inspection report / certificate from previous service (if serviced at least once before) or a copy of the booklet/ certificate of conformity (if never serviced) as well as the dates you will be here for so that we can make an estimate on cost and time needed to complete the service and add you to the schedule. The more information you give LifeRaftsEtc. The more accurate the estimate will be.

→ For Commercial vessels please make sure HRU (Hydrostatic Release Unit) comes along with the raft; even if still in date; as we need the information for the certificate.

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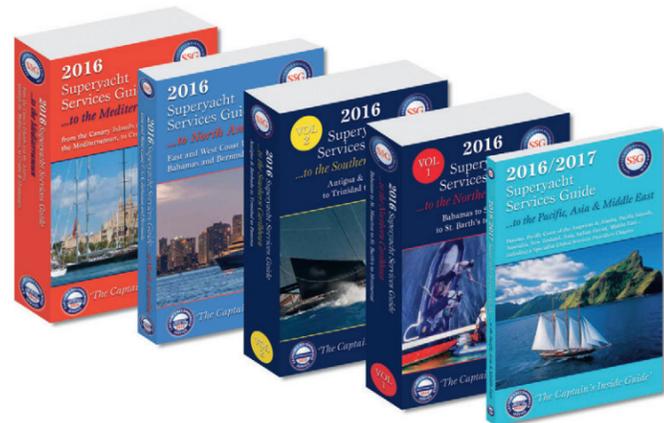
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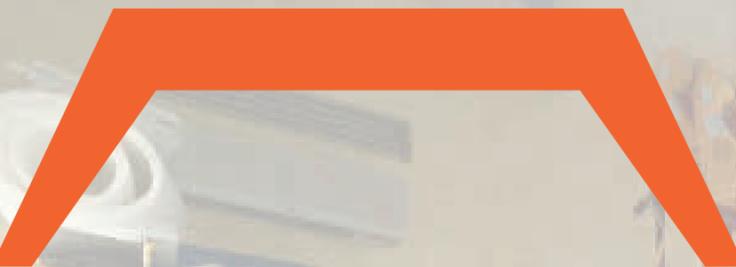
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