

# ocean

## BRONZED AUSSIE

ELANDRA 53 TAKES FLIGHT ON MAIDEN AUSTRALIAN OUTING

### REVIEWS

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MONACO'S JEWELS  
SUPERYACHT  
SUPERMARKET



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The story is much the same at Ferretti. "New models are doing well and the mood is positive. They have helped shake up the market, especially abroad," according to Group chief executive Alberto Galassi. Foreign markets are the main drivers of the industry's sales growth. While Ferretti is always shy about releasing figures on its sales, people close to the company suggest it is likely to be in the 400 million euro range. In terms of markets, Asia in particular is growing for the firm, thanks to investments made by majority owner Weichai of China. Ferretti sold just over 75% of itself to the Chinese industrial group two years ago and since then the push into China and Asia has accelerated. Among other initiatives this year the Group has opened a new sales centre in Zhuhai and is developing a marina resort and shipyard from where it will be able to service its local customers.



**UP AND UP**  
Above: Investment in foreign markets is the main driver behind the industry's sales growth. Left: Exhibitor stands double as sales booths by day and party venues by night.

## LINDA WILLIAMS

IMED

**What were your expectations going into this year's Monaco Yacht Show and were they met?**

As a first time exhibitor we did of course have some apprehension about the overall cost of the show versus what we might get out of it. However, from the start these were appeased with the amount of contact and interest we had from fellow exhibitors, boat building companies and designers. It was a great opportunity to be around the boat building industry leaders (mostly from Europe) and to have a chance to interact them on a personal, face to face level. For IMED, we received a large amount of interest in our product and design and we made a lot of strong contacts and even a few leads. We believe it was well worth attending and probably surpassed our expectations.

**General numbers were down this year due to the price increase of daily tickets. Do you think this was a good idea?**

As we had not exhibited before we don't have anything to compare it to, however, we believe it worked well from the comments made by other exhibitors who said the quality of the people through the gate was high with more industry relevance and less time wasters.

**What was the highlight for you this year? Exhibiting at the show would have to be the highlight.**

### SEA LINK

The deck space on S701 is dedicated to well-being and relaxation. Feeling at one with the sea environment is a key attribute of the S701.



## Tankoa's tantalizing S701

Genoa-based Tankoa Yachts revealed its latest concept, the 70-metre motor yacht known as S701, at the recent Monaco Yacht Show.

Tankoa's S701 is an open space designed to achieve all the owner's desires. Thanks to her length of 70-metres, S701 can boast of all the top luxury amenities, while the large living spaces extend from inside to outside.

Key features include an oversized beach club with bar and saloon along with two dedicated areas for the sauna and hammam with an exclusive sea view and private balconies. There is also a panoramic dining area and alfresco bar and saloon with windscreen making this area suitable for all seasons. A skylounge with 'touch 'n go' heli-pad converts into an outdoor dance floor, while there is also a large gym and massage area with sea views.

[www.tankoa.it](http://www.tankoa.it)