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11

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OVER 30 YEARS WORKING WITH SUPERYACHTS

A FEW WORDS FROM THE PUBLISHER



2010 came and went and I believe surprised all involved in the large yacht industry. There were casualties: several businesses disappeared, many restructured with the loss of jobs, the cost of used Superyachts fell dramatically and owners changed the way they now use and view their vessels.

The Monaco Yacht Show certainly turned out to be quite spectacular. It has always been a great show but this year it surpassed itself. As I reflect on the reported 28,000 qualified visitors that toured the yachts and stands and on the business that has reportedly been done, I would like to think that the gloom of 2009 has lifted along with the spirits of all involved in luxury yachting. I have to offer a word of caution though. From my photographic vantage point near to the 12th century Palace of Monaco I could view the many yachts at anchor outside of the port. A majestic sight, but these vessels were not simply bringing their owners to the show, or trying to create a spectacle, they were seriously for sale. This surplus of yachts has to be disposed of, and new owners found, and then we will hopefully see the new-build sector really take off again. Having said that, many of the top designers, and this is where the new-build begins it's journey, have reported an uptick in activity and paint suppliers have reported a surge in quotes to supply paint, so we have to assume a turning point and a good 2011.

As I mentioned in my previous media brochure I am working on new and exciting projects for my business. One is a unique internet idea that has been with my website builders now for many months, I look forward to bringing you onboard with this in 2011. During 2010 we took the delivery of Yachting Matters to another level with the help of a variety of yacht spares and provisions companies that service many new-build projects and luxury yachts worldwide, a magazine is dispatched with each of their deliveries. We also built a database of 300 of the world's top yacht designers, each of these now receive a copy of Yachting Matters through the mail. Also our tie-in with the Association of Yacht Support Services (AYSS) and the Blue Water Alliance (BWA) has brought to the magazine a level of cruising journalism that only members of these two unique organisations could compile. Their members know their local areas better than anybody and are happy to pass on their knowledge to the Captains and Owners through the pages of Yachting Matters.

2010 was an excellent year for both Yachting Matters and YachtFile. We will endeavour during 2011 to create more excellent magazines and YachtFile packs but, above all, we will continue to find ways of getting your marketing material, be it adverts, brochures, newsletters, CD's to the best yachts in the world - wherever they may be hiding!

A handwritten signature in black ink that reads "Colin Squire". The signature is written in a cursive, flowing style.

Photography throughout by Colin Squire



COLIN SQUIRE PUBLISHING / MEDIA PLANNER 2011

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Web: www.YachtFile.com
www.YachtingMatters.com
www.TheYachtsmansDirectory.com

Address: **Courier:**
Colin Squire Publishing, 14A Upper Olland Street, Bungay, Suffolk NR35 1BG, UK

Standard mail:
Colin Squire Publishing, PO Box 7, Bungay, Suffolk NR35 2QD, UK

All prices quoted throughout this planner are subject to VAT, if applicable, within Europe.

- 2011 April** **The Captain/Owners Spring YachtFile Pack No. 34** – 2000 inserts
The Yachting Matters magazine Edition 20
(Incorporating: www.TheYachtsmansDirectory.com listings)
Card File – have 10,000 of your business cards printed and distributed within Edition 20 of the Yachting Matters magazine.
- 2011 August** **The Captain/Owners Summer YachtFile Pack No. 35** – 2000 inserts
The Yachting Matters magazine Edition 21 – our Monaco Yacht Show edition
(Incorporating: www.TheYachtsmansDirectory.com listings)
Card File – have 10,000 of your business cards printed and distributed within Edition 21 of the Yachting Matters magazine.
- 2011 September** **The Monaco Yacht Show YachtFile Pack** – 1500 inserts
(Approx. 600 of the Monaco Show packs will be delivered to yachts over 80 ft between Marseilles and Genoa before the show begins – make the most of Monaco.)
- 2011 December** **The Captain/Owners Caribbean & USA YachtFile Pack** – 500 inserts

INFORMATION DIRECT **YACHTFILE** © **MARKETING PLANNER 2011**

M A K I N G A G R E A T D E A L E A S Y

The SPRING Captain/Owners YachtFile Pack: £2700.00
Back of Pack advert: £2800.00
Special: Single sheet inserts £2100.00

Have 2000 of your brochures delivered to 2000 large yachts. Approximately 85% of the Yachtfile Packs will be delivered by hand throughout the Mediterranean. 15% will be mailed to vessels outside the Mediterranean area. Your 2000 inserts would need to be delivered to us by **March 17th 2011**.

The SUMMER Captain/Owners YachtFile Pack: £2700.00
Back of Pack advert: £2800.00
Special: Single sheet inserts £2100.00

Have 2000 of your brochures delivered to 2000 large yachts. Approximately 85% of the Yachtfile Packs will be delivered by hand throughout the Mediterranean. 15% will be mailed to vessels outside the Mediterranean area. Your 2000 inserts would need to be delivered to us by **July 21st 2011**.

The 2011 MONACO YACHT SHOW YachtFile Pack: £1400.00
Back of Pack advert: £2700.00

(This is also used as the back of the USA/Caribbean Pack)

Have 1500 brochures distributed. Our packs are displayed on racks throughout the Monaco Yacht Show for selection by its visitors and given to all yachts attending. We will also deliver a Pack to almost 100% of the yachts over 80 ft resident along the Côte d'Azur a few days before the show begins. Please deliver your 1500 inserts to us by **August 26th 2011**.

The WINTER CARIBBEAN/USA YachtFile Pack: £850.00

Have 500 of your brochures delivered to 500 large yachts. Packs will be hand delivered in the Caribbean and mailed to professional (Caribbean/USA) Captains and large yachts registered on our database. Please deliver your 500 inserts to us by **November 10th 2011**.



YACHTFILE - THE PERSONAL TOUCH

NOT JUST BROCHURES... WE CAN DELIVER YOUR LATEST NEWSLETTERS, CDS AND OTHER MARKETING MATERIAL AS WELL!

For over 17 years **YachtFile** has linked the Superyacht industry to professional Captains and Owners around the world, delivering information on companies, their products and services to this exclusive group. Colin Squire Publishing boasts unrivalled expertise in direct marketing to this constantly evolving and shifting marketplace. 85% of the packs are personally hand delivered.

Our many clients number among the best marine companies in the world (see page 12 for a comprehensive list). Our sole focus is to deliver our clients' brochures, newsletters, CDs or any other suitable marketing material directly to the audience it was created for. To do this we travel many thousands of miles in pursuit of vessels, in order to hand deliver our poly-packs or to collect mailing addresses from suitable Captains to add to our ever evolving mailing list.

We often refer to our **YachtFile** pack as being 'The Boatshow In a Bag'. The packs are crafted from heavy-duty polythene and overprinted with the logos of the companies featured. Over the course of a year

we will deliver **YachtFile** packs to many thousands of different, professionally run vessels. Considering the size of the world's fleet this is an impressive proportion. If your business is Superyachts, you really should consider what we have to offer and using our services is simple. As a client, at the end of a delivery, we guarantee that you will be given a list of the vessels that have received your information. An exception to this list is the **Monaco Yacht Show YachtFile** pack – for this we supply a list of yachts delivered a pack prior to the show beginning.

The cost of being included in a **YachtFile** pack is incredibly reasonable. The prices displayed allow for an insert of up to 16 pages or the equivalent. Anything larger could attract a pro-rata premium as weight plays a very large part in our costings. Also worth considering, when planning a brochure or newsletter, is that the major investment is in the design and the printing of the first few copies that you need for a show, or for mailing to your own clients. To produce the extra brochures required for **YachtFile** would cost relatively little. Direct contact with the yachting community really does not get much better than **YachtFile**. Your brochure contains a great deal of information so using it to its limits makes sense, it is not like a magazine advert, we will deliver it, no waste, no problem, to the people who matter to your business.

INFORMATION DIRECT
YACHTFILE[®]
Colin Squire Publishing, PO Box 7, Boregry, Southampton, SO31 2DS, UK. Email: colin@squireyachtingmatters.com
www.MarineEvents.com www.Yachtfile.com www.TheYachtsmansDirectory.com

AWLGRIP | Gaudiel PALATE | VIDEOTEL | AMELS
MYPAI | inmarsat | Synergy
Professional Captain's Services | Hepburn Bio Yacht Care | Nautic Crew
Royal Deck | Yacht Carbon Offset | SEVENSTAR | VISTRA | AP | D-POWER
HOLLAND YACHTING GROUP | MALTA | Pelagos Yachts | DEUTSCHE YACHTEN | AYR

CAPTAIN & OWNERS PACK
22nd - 25th September 2010
Port Hercules - Principality of Monaco
20th MONACO YACHT SHOW

THE BOATSHOW IN A BAG - OPEN WITH CARE
www.TheYachtsmansDirectory.com
The NEW SatCom-Friendly Yacht Industry Directory

YACHTING MATTERS

EDITIONS 20 & 21

MAGAZINE PLANNER 2011

More pages of editorial than any other professionally focused, quality, Superyacht magazine.

COLOUR	Sterling	MECHANICAL DATA	TRIM	TYPE AREA
Double page spread	£3100.00	Double page spread	420 x 297 mm*	380 x 277 mm
Page one/three	£2500.00	Single page	297 x 210 mm*	277 x 190 mm
Back cover	£3600.00	Half page horizontal	143 x 210 mm*	131 x 190 mm
Inside front cover	£2500.00	Half page vertical	297 x 100 mm*	277 x 85 mm
Inside back cover	£2400.00	Third page	N/A	90 x 190 mm
Single page	£2100.00	Quarter page horizontal	N/A	55 x 190 mm
Half page	£1150.00	Quarter page vertical	N/A	136 x 93 mm
Third page	£850.00			
Quarter page	£700.00			

*3mm bleed required

ACCEPTED MEDIA

We can accept advertising material via CD, e-mail or web file transfer using www.yousendit.com

We require your artwork to be supplied in one of the following formats:

Press ready Acrobat PDF, Adobe Illustrator eps (with all fonts converted to outlines) or Adobe Photoshop jpeg at full size at 300dpi. Please supply all relevant fonts and a digital proof. Please note that we require all pdfs to be supplied as CMYK only. Please ensure that you have not left any spot colours in your document.

Copy deadlines:

Issue 20 = 28th February 2011

Issue 21 = 30th June 2011

10,000 copies each of editions 20 & 21 will be distributed throughout the world. The vast majority of copies are hand delivered to professionally run yachts. 800 copies will go to Fort Lauderdale for Captains/Owners and others are mailed to industry professionals. Copies also go to Abu Dhabi, Superyacht Cup events, Singapore, the Caribbean and are shipped via dedicated superyacht supply/parts/provisions companies to new-builds and superyachts on their client lists.

Approximately 3000 copies will be distributed at the 21st Monaco Yacht Show in 2011. Targeted distribution ensures our advertiser's message gets to the client base promised. The magazine is for the professional yachtsman and yacht owner. We not only aim to educate but also to amuse. In this we feel sure we succeed at all levels – everyone enjoys a good read of what has become one of the industry's most respected Superyacht magazines.

Producing only two editions per year means that the content of Yachting Matters stays fresh and will be read, ensuring that our advertisers get noticed. It also gives the magazine a greatly extended shelf life.



THE YACHT OWNER SUPPLEMENT

MAGAZINE PLANNER 2011

More pages of editorial than any other professionally focused, quality, Superyacht magazine.

COLOUR	Sterling	MECHANICAL DATA	TRIM	TYPE AREA
Double page spread	£3100.00	Double page spread	420 x 297 mm*	380 x 277 mm
Single page	£2100.00	Single page	297 x 210 mm*	277 x 190 mm
Half page	£1150.00	Half page horizontal	143 x 210 mm*	131 x 190 mm
		Half page vertical	297 x 100 mm*	277 x 85 mm

*3mm bleed required

ACCEPTED MEDIA

We can accept advertising material via CD, e-mail or web file transfer using www.yousendit.com

We require your artwork to be supplied in one of the following formats:

Press ready Acrobat PDF, Adobe Illustrator eps (with all fonts converted to outlines) or Adobe Photoshop jpeg at full size at 300dpi. Please supply all relevant fonts and a digital proof. Please note that we require all pdfs to be supplied as CMYK only. Please ensure that you have not left any spot colours in your document.

Copy deadlines:

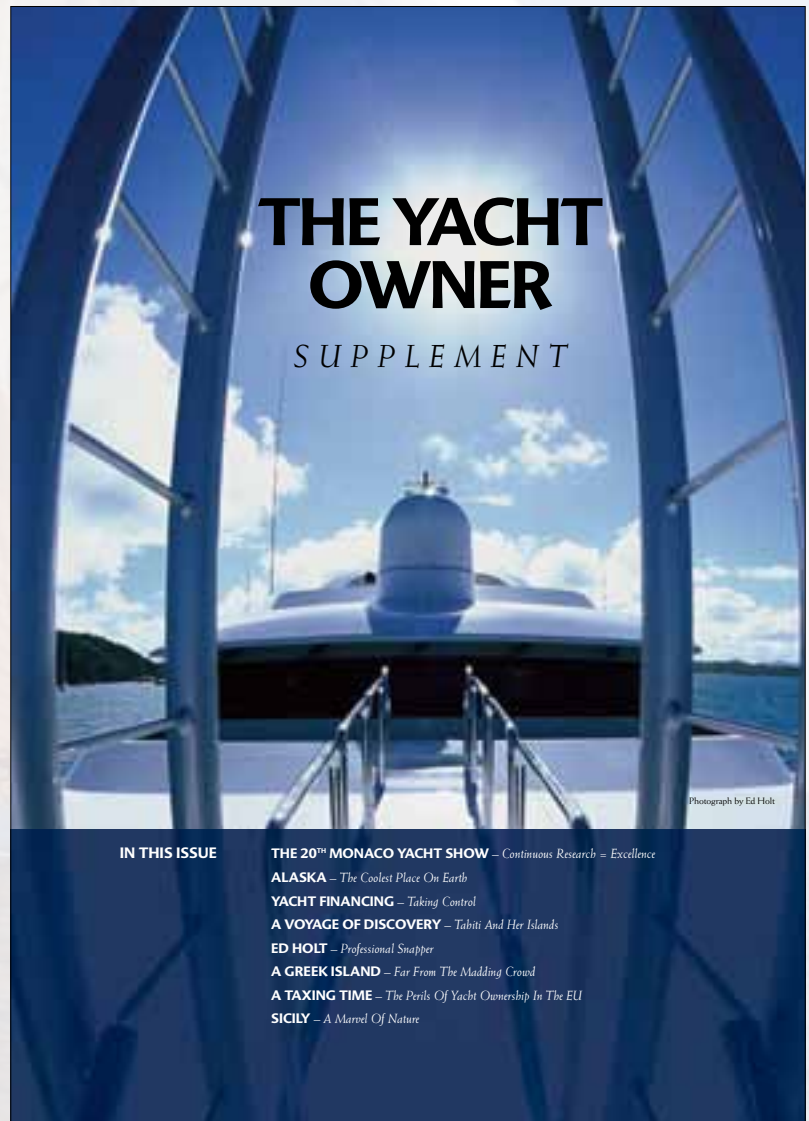
Issue 20 = 28th February 2011

Issue 21 = 30th June 2011

As much as the Captains and Crews of yachts enjoy our magazine, we also know that owners enjoy it too. We began The Yacht Owner supplement five editions ago and it has proved a great success. With its legal section and editorials on what an owner really needs to know about his yacht, it has helped make a great magazine even better by adding a new dimension to its pages. When we deliver our magazines to yachts we make sure that enough copies are placed on board so that owners and guests should have the opportunity to pick one up.

The rates for this supplement are the same as in the rest of Yachting Matters. We place adverts here on a first come first served basis, so the sooner you contact us the better your chances of getting your advert in this section will be.

With 10,000 copies of Yachting Matters being distributed it would be impossible to tell you how many owners actually read it. I have to smile and wonder sometimes when I see the figures from other publications, but rest assured the magazine is placed in the best possible place to be read by an owner, **on board his yacht!**



THE YACHT OWNER
SUPPLEMENT

IN THIS ISSUE

- THE 20TH MONACO YACHT SHOW – *Continuous Research = Excellence*
- ALASKA – *The Coolest Place On Earth*
- YACHT FINANCING – *Taking Control*
- A VOYAGE OF DISCOVERY – *Tabiti And Her Islands*
- ED HOLT – *Professional Snapper*
- A GREEK ISLAND – *Far From The Madding Crowd*
- A TAXING TIME – *The Perils Of Yacht Ownership In The EU*
- SICILY – *A Marvel Of Nature*

Photograph by Ed Holt

CardFile – THE POP-OUT BUSINESS CARD ADVERT!

SPRING & SUMMER EDITIONS

£700.00 per business card

CardFile is a spin-off from our Professional Yachtsman's Calendar. We created this concept for the calendar and re-launched a magazine format in edition 9 of Yachting Matters (August 2005). It was a great success and the CardFile is now a regular feature in all editions of the magazine. CardFile allows your company to have a business card sized advert backed up with all of your contact details. These pop outs are printed on 250gsm gloss coated paper, 8 per sheet, and then glued into the spine of the magazine. The cards are cut, enabling them to be pressed out if the reader wishes to keep one. Imagine 10,000 full colour business cards printed and distributed for only £700.00. **That's value.**

Cost per card: £700.00 Artwork size: 85mm x 55mm (plus 3mm bleed all round)

ACCEPTED MEDIA – We can accept advertising material via CD, e-mail or web file transfer using www.yousendit.com. We require your artwork to be supplied in one of the following formats: Press ready Acrobat PDF, Adobe Illustrator eps (with all fonts converted to outlines) or Adobe Photoshop jpeg at full size at 300dpi. Please supply all relevant fonts and a digital proof. Please note that we require all pdfs to be supplied as CMYK only. Please ensure that you have not left any spot colours in your document.

Copy deadlines:

Issue 20 = 28th February 2011

Issue 21 = 30th June 2011



CardFile

To feature your business card, contact colinsquire@yachtingmatters.com.



KH SuperYacht Services
outfit management for global navigation & compliance

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Southampton SO15 2ED UK

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www.khsuperyacht.com



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PANTAENIUS
Yacht Insurance

THE YACHTING MATTERS

YACHTSMANS DIRECTORY

ONLINE AND OFF: £200.00 ANNUAL MEMBERSHIP

We have kept our Directory simple to follow. It is easy to locate a service or product and it is also incredibly straightforward to join. Go to **www.TheYachtsmansDirectory.com** and become a full member. Only £200.00 per year ensures an enhanced online

presence and a listing in two editions of our Yachting Matters magazine. You can also join the online Directory for free, but without the obvious advantages of a listing in Yachting Matters and priority web listing.

This Directory is growing year after year with a distribution second to none to the professionals within our industry. So if you are not already a member you should give it some serious thought. Nobody else can give you such value. From Captains and Crew to Builders and Brokers world-wide, we endeavour to deliver our magazine and the Directory to them.

UNBELIEVABLE VALUE - £200.00 GETS YOUR COMPANY LISTED IN TWO EDITIONS OF YACHTING MATTERS AND ONBOARD THOUSANDS OF PROFESSIONALLY RUN YACHTS.



www.

TheYachtsmansDirectory.com

INTERNET PLANNER 2011

The screenshot shows the website's search interface. At the top, it says 'www.TheYachtsmansDirectory.com' and 'In association with the Yachting Matters magazine'. Below this is a navigation bar with links: 'Yachtfile', 'MarinaGallery', 'Search This Database', 'MarineEvents', 'Register your Company', 'Home Page', and 'Client Login'. The main content area contains a search form with the following fields and options:

- Company Name: (or part of)
- OR
- Contact Name: (or part of)
- Search for Company
- Service: (Please select)
- OR
- Country: (Please select)
- Product: (E.g. Swirlip)
- AND
- Marina Location: (Please select)
- Search for Product or Service

At the bottom of the form, there are links: 'Add your company - [click here](#)', 'click [here](#) to go to search page', and 'click [here](#) to register your company'. On the right side of the form, there is a vertical button labeled 'Marina Search'.

WITH
'PICK
AND
PRINT'

The site offers two levels of membership. Associate membership gives companies a listing free of charge. Full annual membership offers an enhanced promotional package for only £200.00. The directory has built on our fundamental philosophy of supplying fast, efficient information without the clutter of banner adverts, pop ups or complicated graphics. The appeal of the site is its comprehensive search ability linked to simple presentation and user friendly, printable, search pages. With no allegiance to any specific country or organisation, and a free listing available, its global potential is immeasurable. Furthermore it ensures a listing in the two annual editions of the Yachting Matters magazine giving our clients the best of both worlds.

SEARCHES CAN BE MADE UTILISING A SIMPLE COMBINATION OF:

• COMPANY NAME • KNOWN CONTACT NAME • SERVICE • PRODUCT • COUNTRY • MARINA LOCATION

The 'quick search' facility for marinas enables a visiting yachtsman to seek local services and products to create a personalised local directory. Also, as is to be expected, yachtsmen and land-based companies can search the world for suppliers of specific products etc. with pinpoint accuracy.

Being SatCom Friendly is just one feature of this site which allows its use to be both economical and fast. Full members can construct and administer their own web page, that we certify clutter-free and SatCom Friendly. An obvious plus for the marine industry.

Considerable time and expertise has gone into creating www.TheYachtsmansDirectory.com. Site registrations are growing rapidly and represent the company's vision of offering a website that will allow the world's yachting professionals, onshore and off, to locate and contact each other. It's a site we all need to bookmark.

PICK & PRINT ALLOWS INDIVIDUAL RESULTS TO BE EDITED AND SAVED TO PRODUCE A PERSONALISED DIRECTORY READY FOR PRINTING.

LIST OF THE CLIENTS THAT USED THE SERVICES OF COLIN SQUIRE PUBLISHING DURING 2010

A1 YACHT TRADE CONSORTIUM
 ABU DHABI YACHT SHOW
 AC-DC ENERGY
 ACO MARINE
 ADMIRAL MARITIME ELECTRONICS
 ALEXSEAL YACHT COATINGS
 ALL SERVICES s.r.l
 ALPHA MARINE LTD.
 AMELS B.V.
 AMF DESIGN AND CREATION
 AMICO & Co. S.r.l.
 ANCASTA GROUP
 ANTIBES YACHT SHOW
 ARCHIBALD H. REID & CO. LTD.
 ARMITAGE CHACON
 ARREDAMENTI PORTO
 ARREDAMENTI VITRANI -AYR SpA
 ASEA POWER SYSTEMS
 ASIA PACIFIC SUPERYACHTS
 ASIA SUPERYACHT CONFERENCE
 ASTILLEROS DE MALLORCA
 ATLAS ENERGY SYSTEMS
 AWLGRIP
 AYSS
 BANCHERO COSTA INSURANCE
 BROKER S.p.A.
 BAY SHIP
 BEST SERVICE
 BLUE FIN YACHTS LTD
 BLUEWATER ALLIANCE
 BOERO BARTOLOMEO SpA .
 BRADFORD MARINE INC.
 BRUNTONS PROPELLERS LTD.
 CATHELCO
 CCS - YACHT COATING SERVICES
 CHICHIS ET TRALALAS
 CIANCIOLA YACHT SERVICES
 COLONNA'S SHIPYARD
 CREW 4 CREW
 CREW UNLIMITED
 DANVER SARL
 DECKERS OCEAN ATTIRE
 DELIVER IT INC.
 DEUTSCHE YACHTEN
 DG DIVING GROUP
 DOCKWISE YACHT TRANSPORT
 DOLPHIN WEAR
 DOMINION MARINE
 DOVASTON CREW AGENCY
 FAIRFAX GALLEY COOKWARE
 FEADSHIP
 FEMOBUNKER S.r.l.
 FENDERHOOKS.COM
 FLEETWEATHER OCEAN SERVICES
 FWW - FINE WINE WORKS
 GLOBAL MARINE COMMUNICATIONS
 GLOBAL SERVICES UK LTD.
 GLOBAL YACHT FUEL
 HAMANN CONSULTING
 HELIOS MARITIME AVIATION

HENSHAW INFLATABLES
 HIGH LATITUDES
 HILL DICKINSON
 HILL ROBINSON YACHT MANAGEMENT
 HIPPO MARINE LIMITED
 HISWA - HOLLAND YACHTING GROUP
 ICONCONNECT
 INMARSAT
 INTERNATIONAL PAINT
 INTERNATIONAL TECHNIC MARINE
 INTERNATIONAL YACHT REGISTER
 IRONSIDE ASSOCIATES LTD.
 ITALIA NAVIGANDO S.p.A
 JETSTREAM COMMUNICATIONS
 JF RECRUITING
 JLT YACHT AGENCY
 JOHN PERCIVAL MARINE ASSOCIATES
 JWI
 KAHLLENBERG BROS CO.
 KELVIN HUGHES
 KIRTON & CO.
 KRONOS YACHT AGENCY
 LIVEWIRE CONNECTIONS LTD
 LUISE ASSOCIATES
 MADE LINEN EN YACHTWEAR
 MALTA SUPERYACHT SERVICES
 MARINA MOLO VECCHIO
 MARINA PORT VELL, SA
 MARINE LIFT INTERNATIONAL
 MARINEGUARD SYSTEMS LTD.
 MB92 S.A.
 MEDAIRE INC
 MEESA EGYPT
 MEGAFEND
 MID ATLANTIC YACHT SERVICES
 MOBIUS DESIGN GROUP
 MONACO MARINE GROUP
 MONACO YACHT SHOW
 MOONEN SHIPYARDS BV
 MYPAI - MARTEN YACHT PAINTING
 NAIAD DYNAMICS UK LTD
 NATIONAL MARINE SUPPLIERS INC.
 NAUGALA YACHT AND BUNKER
 AGENCY
 NAUTIC CREW INTERNATIONAL
 OCEAN INDEPENDENCE UK
 OCEAN MEDIA
 OCRA MARINE
 OMNIACCESS S.L.
 ON CALL INTERNATIONAL
 ONLYYACHT
 PANTAENIUS S.C.S.
 PANTALAN DEL MEDITERRANEO
 PA-YACHT S.R.L.
 PELAGOS YACHTS LIMITED
 PETER INSULLS YACHT MARKETING
 PIENING-PROPELLER GmbH
 PINMAR
 POLYFORM U.S. LTD.
 PORTO MONTENEGRO

PROFESSIONAL CAPTAIN'S SERVICES
 PROGUARDPLUS S.L.
 PROTEK
 PUERTO TARRACO
 QUANTUM
 RAPID TRANSIT SERVICES S.L.
 RIVIERA BEAUTY
 RIVIERA CHARTS
 RIVIERA YACHT SERVICES SRL
 ROLLING STOCK S.L.
 ROYAL DECK
 S & D YACHTS LTD.
 SAF RECRUITMENT SERVICES
 SAFE SEAS PRODUCTIONS
 SARDINIA YACHT SERVICES
 SARNIA YACHTS LIMITED
 SAVAGE MARINE LIGHTING LTD.
 SEA VISION
 SEAWAY POWELL
 SECURE YACHT LTD
 SERVOWATCH SYSTEMS LTD.
 SEVENSTAR YACHT TRANSPORT
 SHORE SOLUTIONS
 SLEIPNER
 SMALLWOODS INC. YACHTWEAR
 SPECIAL PROJECTS AND SERVICES
 LTD
 STARCLASS YACHT TRANSPORT
 STURGE INT. SERVICES
 SUPERYACHT DOC
 SUPERYACHT SPARES
 SUPERYACHTS SUPERMODELS
 SXM MARINE TRADING
 SYNERGY INSURANCE SERVICES (UK)
 TAI PING CARPETS EUROPE SA
 TEAKDECKING SYSTEMS
 TECHNO CRAFT
 TERMOPETROLI VERSILIA S.R.L
 TESTBANK YACHT PROJECTS
 THE PYA
 THE SUPERYACHT CUP
 TILSE INDUSTRIE- UND
 SCHIFFSTECHNIK GmbH
 TIM HEYWOOD DESIGN LTD.
 TRANSLINK PVT. LTD.
 TRIESTE YACHT SERVICE
 UNDERWATER LIGHTS LIMITED
 VARADERO REFIT AND REPAIR
 VIDEOTEL MARINE INTERNATIONAL
 VISTRA TRUST COMPANY (JERSEY)
 WARD & McKENZIE
 WATKINS SUPERYACHTS
 WESTREC MARINAS
 WILSON YACHT MANAGEMENT LTD
 WORLD YACHTING
 YACHT CARBON OFFSET
 YACHTLINK ENGINEERING
 YACHTMARKETING