

Asia Pacific Superyachts

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MAY 2015

APS NEWSLETTER

Quote of the Month... 😊

"Cruising has two pleasures. One is to go out in wider waters from a sheltered place. The other is to go into a sheltered place from wider waters." - Howard Bloomfield

Thailand takes four-pronged approach to maritime-hub goal

Phuket Gazette - May 12, 2015 | 01:45 PM

PHUKET: The government will be pushing Thailand as a major yachting destination in the region using a four-pronged approach, the Marine Department director-general revealed at a public meeting in Phuket yesterday.

To achieve Thailand's goal, government offices will be working closely with maritime industry leaders to establish potential locations for new marinas in Thailand, develop and promote a yacht show, establish a one-year chartering licence for superyachts and review other laws that are hampering the growth of the industry.



Marine Department Director-General Chula Sukmanop.
Photo Chutharat Plerin

"We want to make Thailand more attractive to the yachting industry. We did a study 11 years ago about potential locations for more marinas. However, the information is now out of date," said Marine Department Director-General Chula Sukmanop. "So we need to talk with the public and source ideas for promising locations in both the Andaman and the Gulf of Thailand.

"We have many beautiful places for yacht charters to visit, so we just need to establish what locations best represent Thailand. "The development of these marinas will be the responsibility of the private sector. However, we will provide consultation for what needs to be done to complete an Environmental Impact Assessment."

The idea of yet another yacht show in Phuket was mooted by the director-general but did not draw much support in some quarters "We are looking to hold another yacht show, similar to what Phuket has done in the past. We will be aiming to have it sometime during the high season. It will be a positive boost to the yachting businesses in Phuket," Mr Chula said.

The organizers of the Singapore Yacht Show, by far the region's largest and most successful, have announced the launch of a 'Phuket Yacht Show' focused on superyachts for later this year or early next year at Yacht Haven. Andy Dowden, Director of the Phuket International Boat Show (PIMEX), addressed the crowd to say that Phuket did not need another boat show. However, he allowed that a new boat show elsewhere in the Kingdom should not be an issue.

Gulu Lalvani, chairman of Royal Phuket Marina, spoke out in strong support for the adoption of a one-year foreign-flagged superyacht chartering licence. "There are many superyacht owners who would bring their superyachts to Phuket if they could charter them while here, and I know many people who charter superyachts around the world for in excess of US\$100,000 (about 3.4mn baht) per week. Introducing a charter license for superyachts who wish to charter in Thailand will significantly increase charter revenue for the country," Mr Lalvani said.

Thailand will define a superyacht as 30 meters* or longer, Mr Chula confirmed yesterday. The meeting did not delve into the details of what other laws and adjustments would be made that constitute the fourth prong of Thailand's approach to garnering an economic boost from the yachting industry. "We will be working on all aspects necessary to ensure that Thailand becomes the maritime hub of Southeast Asia. We plan to have a final picture of how we can make this happen by the end of the year," Mr Chula said. "The original report stated that Thailand would define a superyacht as 24 meters or longer. The error is regretted."

APS NZ appointed corporate members of Royal New Zealand Yacht Squadron

Asia Pacific Superyachts New Zealand has been welcomed as corporate members of the Royal New Zealand Yacht Squadron.



"The Squadron is one of New Zealand's oldest and most respected sporting clubs and we are very proud to be associated with them", said Duthie Lidgard of APS New Zealand.

From 1st May, 2015 all our vessels who sign up for complete exclusive services by Asia Pacific Superyachts New Zealand, the Captains and Guests will receive automatic membership during their stay within New Zealand.

Have News to share?

Share your comments, news and destinations. Superyacht news and announcements welcomed. Brief articles by Captain welcomed as well!

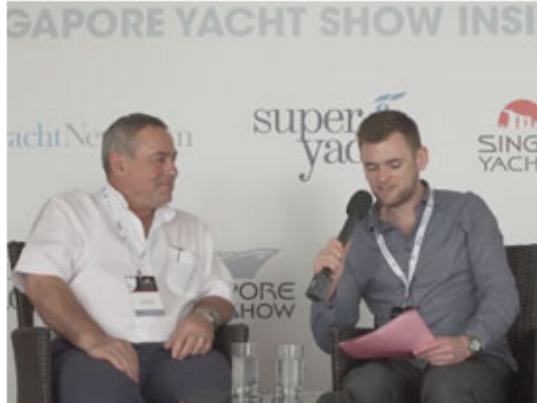
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Scott Walker reports on growing leisure & 'inhibitors' in Asia



Scott Walker with Will Mathieson at Singapore Yacht Show

Excerpted from article published in SuperyachtNews.com with William Mathieson, editor of The Superyacht Report and SuperyachtNews.com), Scott Walker of Asia Pacific Superyachts stated, "...investment from both local and European and American for this kind of leisure is growing, and the region is so vast and diverse that it's really an excellent cruising ground."

Walker of APS Singapore explained in a video interview with William Mathieson that there is a lot of wealth being generated by this generation in Asia and with many being... "educated overseas they have seen this type of lifestyle, and they are starting to embrace it now." This added to the American clients who come to the area, he says, will aid growth.

"Key inhibitors would be mostly borders and what I mean by that is the immigration in different countries and the laws and regulations in the countries around here. Some countries in Malaysia and Singapore are very easy to deal with," but there are others, Indonesia and Vietnam in particular, that have various things to consider and it's a greater effort to get the cruising permits and visas that are needed".

Walker added that the "Formation of action groups/club to speak to the respective governments on an industry wide level is going to be the only way forward."

There are some positive changes being made at the government level in some countries – such as Indonesia recently canceling a 'bond' or deposit to customs from visiting yachts.

The Maldives, India and Thailand APS agents have also reported they are working for positive changes in customs and visas, working with government agencies toward improving processes and encouraging the growth in new and improved marinas.

With these changes Superyachts will be finding more new and exotic cruising grounds.

According to a recent article organizers of the Singapore Yacht Shows report, "global charterers are starting to shift their focus from traditional cruising grounds in search of more exotic cruising destinations. Also, they are recognising the sailing season is year round with Phuket, Malaysia and Indonesia being particularly popular."

APS New Zealand arm receives endorsement from NZ tourism

Asia Pacific Superyachts New Zealand is proud to announce that it has been registered as an official New Zealand Inbound Tour Operator (ITO) with the Tourist Export Council of New Zealand and has been Qualmark approved. As New Zealand tourism's quality assurance organisation, Qualmark provides a trusted guide to quality travel experiences, with only the best in trade permitted approval. This news is a formal recognition of APS NZ's long-term commitment to excellence and acknowledgement of the high-quality standard of services provided.

"Having always worked to provide the ultimate custom itineraries for all our clients, we are delighted to have achieved this additional certification of our concierge offerings," said Duthie Lidgard, Managing Director of APS NZ. "These internationally recognised endorsements will give potential clients, both sea and land-based, further confidence in the high-end services we provide." The approach APS NZ takes is to give guests a full sensory experience; immersing them in the country's culture through touch, taste, sight and smell in order to differentiate the experience from those in other cultures.

As a multi-faceted superyacht agency, the luxury concierge division is just one arm of the services provided by APS NZ, with other offerings including full yacht support, refit management, parts supply, and crew placement. "We want to re-enforce the message that we are able to look after every aspect of a visiting yacht's requirements, from spare parts, to overseeing a works period, through to best experience," said Lidgard.

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