

THE BERTHON BOOK  
2019-2020



**BERTHON**  
SYNONYMOUS WITH YACHTING SINCE 1877



# WELCOME

Welcome to number XV of the Berthon Book - put together for you, for 2019. As ever, we have some amazing articles and the subject matter just keeps coming. All these articles are brought to you with the help and good humour of Berthon clients, supporters and friends. When this publication began, there were raised eyebrows at the idea that we would be able to provide original articles, strictly for this publication. The raised eyebrows have been trumped by epic subject matter and great imagery again for this volume. We have also included the entire Berthon fleet both pre-owned and new build. Available both in hard copy and digitally, we hope that you will enjoy this publication and we look forward to working with you on your yachting projects in 2019 and beyond.



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## COVER IMAGE

**No Man's Land Fort**, to the east of the Solent. Photo © Harry Shutler, Berthon.

## 06 REVIEW OF THE MARKET

2019 has been an extraordinary year on so many levels. The political stage has been a whirlwind of change and surprise. We have now come to expect the unexpected as far as world events are concerned and all this affects the yachting industry and our market significantly. Currency has again been the major driver. Against this backdrop, the Berthon Sales Division continues to expand and to sell yachts both new and second hand internationally. Sales MD Sue Grant writes. [www.berthon.co.uk/yacht-sales-brokerage](http://www.berthon.co.uk/yacht-sales-brokerage)

## 12 A 'NEW' CLASSIC MERCEDES BENZ

Everyone loves the look of a classic car - with their glamour and connection with a bygone era. Hemmels are a unique organisation who start with a classic Mercedes Benz and totally rebuild it to its owner's exact specification, providing the best of modern technology with those epic good looks of another time. It is a fascinating process. Hemmels' marketing director Iain Wood explains. [www.hemmels.com](http://www.hemmels.com)

## 22 PALMA CATHEDRAL

This iconic building dominates the city of Palma and is the stand out landmark seen by yachtsmen approaching by the sea. Berthon's Andrew Fairbrass tells the tale of its history, starting with King Jaume's pledge to the Virgin Mary - that he would build a monument in her honour when a storm threatened to engulf his ships on the way to a battle against the Moors, who based themselves in Mallorca to carry out piratical forays against his merchant ships. He delivered. [www.berthonspain.com](http://www.berthonspain.com)

## 31 BUTTERFLIES AND A LITTLE BIT OF FAITH

Harvey and Amanda Jones, of the **Pig Shed Trust**, gave us a guided tour of Biddenfield Farm which has been totally re-wilded by them. It is home to the silver-washed fritillary butterfly as well as a cacophony of other butterflies and wild life of all descriptions. Giving a little of the country back to nature is at the heart of this fantastic project. Harvey is also an accomplished yachtsman, sailing his Discovery 55' to the ice and beyond.



**41 A PROMISE KEPT – NOVARA IN ANTARCTICA**

Steve Brown is a consummate yachtsman, adventurer and mountaineer. He and his AeroRigged Bestavaer 60' NOVARA have now completed a circumnavigation. Having chartered Skip Novak's PELAGIC in Antarctica he vowed to return with his own yacht and so it was that he sailed again to this wild place aboard NOVARA. He tells the story. NOVARA is now offered for sale by Berthon and can be viewed at Berthon in the UK. [www.sy-novara.com](http://www.sy-novara.com)

**52 A SAILORS' (AND NON-SAILORS) TALE**

Sophie and Oliver Stanley have based their Baltic 42' GOING CONCERN on the Solent for 16 years, much of the time at Berthon. In 2018, non-sailor Sophie agreed to sail with Oli and a selection of friends and family to Scandinavia. Her first foray into the cruising life, this is the story of their adventure – it is a rattling good read.

**60 CHARLIE HERRING'S SECRET GARDEN – A JOURNEY INTO WINE**

Tim Phillips is mad about wine. Growing grapes, hand harvesting them and crafting delicious wines with names like The Bookkeeper and Promised Land. Based a hop and a skip from Berthon's UK base, his vines are sustainably grown in an old walled garden and the wine is produced with love. You should also ask him about the cider and beer that are also produced under the Charlie Herring brand. He talks about his passion. [www.charlieherring.com](http://www.charlieherring.com)

**72 BECOMING THE WILD COOK**

No Berthon Book would really be complete without some words from Garry Eveleigh, whose skills at foraging to make the very best of Mother Nature's bounty, both in the New Forest close to Berthon in the UK and on the foreshore, are legendary. Originally a Berthon apprentice, he tells us how it all started. Garry is leaving Lymington bound for the island of Mallorca where he tells us that the foraging is epic. For more you will have to read the Berthon Book next year. [www.wildcook.co.uk/who-am-i](http://www.wildcook.co.uk/who-am-i)

**80 A DAMP GARDEN SHED, A LEE SHORE AND THE SCHOONER FORTUNA**

The craft of boat building has been ongoing at Berthon's UK Shipyard since Roman times and the site has an entry in the Doomsday Book. Group MD Brian May is the custodian of the records, paintings and artefacts that exist and which are cherished at Berthon today. It is a living record and he actively manages and adds to the archives. He tells the story of the 366 ton FORTUNA – the largest yacht ever built at Berthon.

[www.berthon.co.uk/about-berthon/berthon-history](http://www.berthon.co.uk/about-berthon/berthon-history)

**88 AT FERNS LODGE GARDEN – LET THEM EAT CAKE!**

Sales MD Sue Grant is busy with the business of the Sales Division on a pretty full time basis. What you may not know is that when she is not selling yachts, every minute is spent gardening at Ferns Lodge where there is a 4 acre garden to tend including 3 and a half acres of Victorian garden in restoration. 2019 saw the garden open for the National Garden Scheme for the first time. She writes of borders, cake and bees. [www.fernslodge.co.uk](http://www.fernslodge.co.uk)

**93 WATERCOLOURS, A GLASS HOUSE AND CAKE DOILIES**

David Firmstone is a Turner prize winning watercolour artist, whose incredible paintings take shape at Orchid House on the Isle of Wight, not far as the crow flies from Berthon's base in the UK. He started painting at the age of 8 – illustrating the cake doilies that adorned the wedding cakes sold by his mother. His paintings are an exercise in constant reinvention. We chat to him. [www.davidfirmstone.com](http://www.davidfirmstone.com)

**102 OF COOKIES, PEPPERIDGE FARM & THE BUSINESS OF YACHT BROKING**

All of us have heard of Pepperidge Farm and practically all of us will have sampled a Pepperidge Farm cookie – if not many! The iconic brand was founded by Margaret Rudkin, grandmother to Berthon broker Bill Rudkin. This amazing article was written by Margaret in the 1960s. We lacked the space to reproduce it in total so please contact Bill for the rest of the story – [bill.rudkin@berthonusa.com](mailto:bill.rudkin@berthonusa.com)

**112 THE REMARKABLE CLIFF WALK IN NEWPORT RHODE ISLAND**

As a source of material for the Berthon Book, Newport just keeps giving. A major centre for yachting it is also home to extraordinary architecture, tennis, jazz and much more. Jennifer Stewart of Berthon USA tells us about the Newport cliff walk which is designated as a USA historical treasure and how Berthon supports this special route, and thus Trail Marker 14 has our name on it. [www.berthonusa.com](http://www.berthonusa.com)



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# REVIEW OF THE MARKET

BY SUE GRANT

As I sit down to write this review, I am struck by the fact that, as with our Market Report, the massive social, political and environmental changes experienced in the last 12 months have trumped (please excuse the pun) anything that our planet has seen before. We have trade wars, global warming, the axis of political dogma in many countries swinging wildly from left to right, dictators, unrest and far too many conflicts occurring in this year. In fact, one of the few situations which maintains its status quo is Brexit - which plays on like an unloved, rather scratched record.

Against this backdrop, it is unthinkable that the yacht market would be moving, yachts both new and second hand would be finding new owners and that our business would be growing and thriving. Well here's the thing – it most definitely is and 2019 is set to be a bumper year for the Berthon Sales Division.

Now in four countries. The addition of Berthon Spain to our family has provided us with a fantastic service facility, in Palma de Mallorca, which is staffed by a team of dedicated

engineers, shipwrights, electricians and a very skilled guardiennage team. Headed up by Andrew Fairbrass, an ex-yacht captain and certifiably yachting mad. Berthon Spain gives us the possibility to effectively berth, maintain, refit and sell yachts in this, the centre of yacht sales in the Mediterranean. Palma is buzzing with yachts from all over the world that come to its harbours to enjoy all that it and the surrounding cruising grounds have to offer. Whilst there, the infrastructure exists to pitstop or more, or to sell in an environment that is truly the high street of yacht sales on this side of the Atlantic.

A trend over the past few years has been the dominance of the American buyer. Of course, the USA is on a roll with plenty of offshore cash moved onshore, with a more friendly taxation environment, all helped along by a growing economy. Our American clients are willing to invest in getting out on the water and this trend is, if anything, becoming more pronounced.

In their home waters, they enjoy coastal cruising, often behind the wheel of a clockwork yacht – Back Cove and the like are perfect. If sailing, the production yacht offerings are perfect for cruising American waters with a trip to the Caribs for the winter. However, they are also great bluewater sailors, not concerned about buying in Europe or further flung places, to explore other parts of our planet. For these clients the Mediterranean and Pacific are proving to be particularly popular. This has kept our team at Berthon USA seriously busy in 2019, with plenty of joint Berthon deals reaching across the Atlantic. This helps to build on the Berthon family ties amongst our branch offices, which have become ever stronger with the passing years.

In France, the Pearl brand has added an important dimension to the office. It adds to the brilliant Windy stable, so that we are able to provide the correct weaponry for every iteration imaginable when enjoying the sun-drenched waters of the Cote d'Azur.

At our Lymington HQ we have had a great year with, as ever, the same team in place. As we all develop and grow we accomplish more and work hard to up our game. The team is key but by adding to this good marketing and a love of yachts then you have the recipe of who we are and what we do. We are at heart a brokerage house and we love the great yachts that we are trusted to market and sell. The brokerage market remains a vibrant and

exciting one as you will see in the pages that follow.

Alongside this key part of our DNA are the new yacht builders that we represent. It is a widely diverse selection but the common denominator is that all are, quite simply, best in class.

On motor yachts, we have Windy in the UK and France. Probably the best sports boats on the planet, and with a super yacht tender division responsible for the epic SR range and much more. In addition, for this territory, is Pearl - fantastic motor yachts designed by Dixon with Kelly Hoppen interiors, and finished in the UK.

In the UK, we love the Iguana range of amphibious boats. They are seriously cool, with 21st century technology and perfect for outside your waterside property. Of course, the super yacht fraternity love them as well, for their sharp good looks, epic sea keeping and retractable track system that enables them to morph from sports boat to land cruiser effortlessly. Even when faced with big swells and mud or rocky outcrops.

Moving to sail, we represent Advanced Yachts from Italy in the UK and the USA. Designed by Reichel Pugh, or Biscontini, with their good looks, great sea keeping, pace and their Nauta interiors - they are rather special.

In the USA, Moody are a great range of yachts for those waters and beloved of our client base there. Also popular on the East Coast are Rustler and we continue to deliver these pretty, handmade British yachts to American buyers who love them.

In the UK, we are agents for Solaris Yachts. They are another seriously class act. Their new Solaris 44' offers a flavour of the future with refined and distinctive Soto good looks and blistering pace. The yard continues to innovate with modern crisp interior finishes and intelligent deck layouts for easy family sailing.

If you are UK based, expect to see a Solaris near you in the coming years. ►►



In the USA, we are also marketing McConaghy cats. As the popularity of the multihull gains ground internationally, the traditional charter yacht iteration is being matched by crisp, well-designed owners' yachts. They provide fantastic volume, speed, usability and moderate draft so exploring islands and inlets when you arrive at voyage's end is entirely possible.

Despite the moving market, currency continues to set pricing and so, as currencies move, this pulls values down across the board. It is better to price fairly at a level that your broker can believe in and to sell promptly at market value, rather than leave your yacht on the market costing money and aging. Over pricing and hanging on is without exception the most expensive way to dispose of your yacht. Once she is sold, you can focus on the next project and close the file on her.

Late spring saw the first yacht Customs Warehouse in the UK, built on site and approved by HMRC to enable us to handle ex-VAT yachts here at our Lymington base with all the correct procedures in place. Yachts can be sold either excluding or including VAT using this system enabling them to retain their ex-VAT status for non-EU buyers or those EU buyers intending to use them outside the EU. Contrary to popular myth, a properly operated Customs Warehouse does enable a yacht to be shown, at will, to prospective clients and to be sea trialled as part of the sales process.

Lack of inventory remains an international problem with not enough recent yachts on the market and too mature offerings that need large refits to get them going. This has led to a 2 tier market with very good prices being achieved for recent yachts and rather disappointing ones for those that are older and need work. A word of caution however, good pricing on a recent yacht does not mean that you can buy a new yacht and recover all your investment – it is base price less depreciation – this golden rule has not changed.

Of course, there are many views about what will happen to yachts when and if Brexit rolls around and it seems that everyone has a view and there are guidance notes galore. Having read many of them and spent time doing the research, the Berthon view is that as soon as we know the when and how, this is the moment for VAT planning to come to the fore. In the meantime, we fully intend to keep calm and carry on. We should remember that





ex-VAT yachts remain a very attractive currency as their status is definitive and they are also attractive to those outside the European village.

We hope that you will read far beyond this page and we hope that you will enjoy this great selection of articles on a wide range of subjects, for 2019. As you turn the pages do give a look to the great Berthon brokerage fleet that we have featured as well as the new yacht brands that we represent internationally.

Beauty is in the eye of the beholder and for yachtsmen and women there is a plethora of choice of type, style and usage. The yachting industry provides incredible diversity and the pace of innovation is rapid at the moment with the will and technical ability to deliver new solutions for yachting to use greener energy and storage, more modern, lighter and stronger building materials or systems for easier handling both at sea and when manoeuvring in port. This is informing the look and feel of the 21st century fleet of new build and very healthy it is too.

A trend that is interesting is the use of these new technologies on the existing brokerage fleet, which ensures a diverse and exciting fleet for all. A 20 year old well proven cruising yacht should not be put aside for the lack of modern electrical systems and intelligent upgrades when the structure is sound and she can still provide many more years of safe and rewarding sailing. Preserving and updating older yachts is something that needs to continue lest our marinas are filled with old, unloved yachts which take up space, pollute the environment and are expensive to dispose of.

All that aside, amongst our Berthon fleet you will find yachts that with their exotic construction, are strong as a hummer and yet light as a feather, or a sports boat which offers you the most fun possible whilst still clothed. Maybe you prefer a mile muncher extraordinaire or the idea of an explorer motor yacht, which has range enough for a cruise the moon. Whatever your preference, the whole Berthon team from Newport - Rhode Island, to Mandelieu - South of France, to Palma de Mallorca and to Bath Road - Lymington are looking forward to working with you and to inviting you to join the Berthon family.

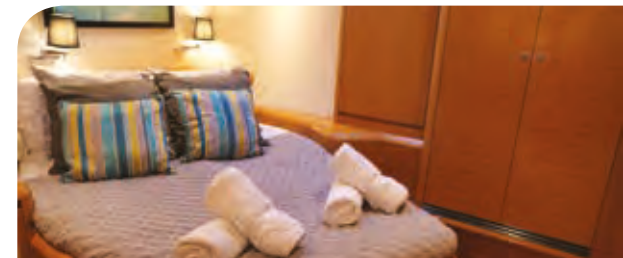




## DIXON 73' > LA LUNA

**£1,150,000 + VAT**  
Palma de Mallorca

Bill Dixon and King Marine in 2008, high tech build, carbon rig, proper deck saloon and a lovely beech interior. With her original yachtsman who has sailed her far, she has recently completed a Berthon Spain refit and she gleams. Strong as a hummer, yet light as a feather she is quite simply, ferociously fast. She comes with an interior of which Jill will thoroughly approve.





# A80



*NEW Advanced A80 JIKAN*

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## A 'NEW' CLASSIC MERCEDES-BENZ

The attraction to classic cars spans all ages. The curves and shapes of yesteryear tug on the heartstrings of those reminiscing about a bygone era, while youthful millennials are drawn to an elegance that has become seemingly lost in modern automobile design.

Yet there is also an undeniable pleasure in specifying a new car exactly as you want it, and that immensely satisfying moment when your dream drive is unveiled for the first time.

Hemmels provides the very best of both worlds. Here you can commission a classic Mercedes-Benz to be built to your specification and enjoy all the benefits of the luxury car buying experience.

We caught up with Hemmels marketing director Iain Wood to take us on the journey. ►►



A 280SL PAGODA FINISHED IN SILVER WITH BLACK LEATHER INTERIOR,  
AS SPECIFIED BY THE CLIENT



INSPECTING A 190SL AFTER A TEST DRIVE



NEW LEATHER SEATS AND INTERIOR FURNISHINGS,  
HAND-CRAFTED BY HEMMELS CRAFTSMEN AND WOMEN





A 190SL BY THE SEASIDE IN A RARE MOMENT WHEN IT IS NOT SURROUNDED BY ADMIRERS



ABOVE: A MASTER-PAINTER COMPLETES FINAL PREPARATION OF A DOOR BEFORE IT IS PAINTED  
BELOW: FINAL PREPARATION FOR MERCEDES-BENZ WORLD

### **Take us to Hemmels – what is it like?**

Walking into the Hemmels showroom is like stepping back in time. Imagine a Mercedes-Benz dealership in 1963, with your choice of the “new” cars on display or the option to order your bespoke model straight from the factory where motorcar classics are “reborn” for individual clients. Really, there is no place quite like it.

### **How big is the company?**

With a staff of 50 craftsmen and women undertaking upwards of 40 restorations per year - Hemmels is the world’s largest Mercedes-Benz SL restoration company. While a “restored” car can mean something as simple as a lick of paint in some shops, every Hemmels car is subjected to the Neugeboren (ger-“new born”) process, a painstaking 12 month regimen that demands that each component be removed from the car and rebuilt to be better-than-new.

When completed, the car comes with a 1 year warranty, which speaks volumes about the quality of workmanship for a classic that first hit the roads some 60 years ago.

### **Why the Mercedes-Benz SL series?**

The company specialises in the early Mercedes-Benz SL models from the 1950s and 1960s because they blend stunning good looks with exceptional engineering.

Equally important is that there is a market amongst the elite for these models which allows us to devote an uncompromised amount of craftsmanship and expenditure to achieve a pristine result.

Legendary figures like Paul Newman, Pablo Picasso and John Lennon were owners. These days its Nico Rosberg and David Coulthard buzzing around Monaco, while Kate Moss and Jennifer Aniston reveal the attraction to the style and grace of the design. ►►





THE ICONIC 300SL, VOTED SPORTS CAR OF THE 20TH CENTURY

### How was a Hemmels car chosen to be displayed in Mercedes-Benz World?

Race car driver Paul Rees and wife Gemma are clients who wanted to create a “re-born” classic as homage to the loss of someone special to them. By chance, the fleet manager of Mercedes-Benz World, Brooklands visited our facility and was very impressed to the point that plans were made to showcase the car in the main entrance to Mercedes-Benz World where it now proudly stands.

### Where are your clients based?

It's about an even split between UK and USA with a few clients in Australia and other countries. Many of our clients have homes in multiple countries or request that we deliver the car abroad. And we even have had clients from Germany, which is quite complimentary given that is where the car was originally built.

### Do you have famous clients?

Privacy is very important to our clients though I can share that cars previously owned by George Harrison, Shirley Bassey and David Gilmour have been in the shop.

Hemmels clients are typically successful, high achievers who desire the world's finest goods, especially when personalised to their specification. Clients are free to restore the car to the original factory specification or can create their own masterpiece. Beyond a choice of colours and accents there's a range of options including air-conditioning, a retro-looking entertainment system, under-carriage lacquer and stainless steel exhaust.

### What is the process for ordering a classic car from Hemmels?

It's just like ordering a new luxury car, commencing with personal appointment and tour of the facility. Clients choose the model, colours and personalisation options and we then build it accordingly. Each week we upload photographs to their personal portal where they can share in the excitement as the car progresses.

Either Hemmels will source the original car or clients can provide the vehicle. As we apply the same Neugeboren process to each car, clients can be assured of a fixed cost and precise completion date in either case. ▶▶



ABOVE: A HEMMELS 280SL FEATURED AT MERCEDES-BENZ WORLD, SURREY, UK  
BELOW: RELIABLE AND COMFORTABLE, A 280SL TAKES TO THE OPEN ROAD - TOP DOWN OF COURSE





MEETING A CLIENT'S PRIVATE JET AT THE AIRPORT FOR A TEST DRIVE



ABOVE: EVERY ASPECT OF A HEMMELS MOTORCAR IS GIVEN UNCOMPROMISED ATTENTION TO DETAIL  
BELOW: DASHBOARD INSTRUMENTS ARE RECALIBRATED AND PRESENTED WITH NEW GLASS AND CHROME

ABOVE: NEW LEATHER FITTED DASHBOARD AND STEERING WHEEL, HAND-CRAFTED BY HEMMELS  
BELOW: BLENDING ENGINEERING AND ELEGANCE - THE 300SL CHROMED WING MIRROR ECHOS THE CURVES OF THE MOTORCAR





12 MONTHS LATER: THE BITTERSWEET MOMENT WHEN A MOTORCAR LEAVES HEMMELS TO START A LIFE WITH ITS NEW OWNER

### **What are some of your challenges?**

Our quality standards are higher than those typical of the auto industry in general, so we've had to take innovative steps to achieve results. For example, we do all our own leatherwork in-house as we could not get consistent quality from outsourcing that process. The same for the painting process, engine rebuild and metal work. It's all completed in-house to ensure consistent quality.

Almost all replacement parts come directly from Mercedes-Benz, however we frequently must refinish new chrome parts as they often fall shy of our quality standards. We may end up effectively paying for a chromed piece twice as a result.

However, our clients expect the car to be perfect so we simply cannot compromise on any aspect. Our staff absolutely love working at the highest standard, hence our strategy to bring as much as we can in-house to ensure the very best possible finished article.

### **Are pre-owned Hemmels cars available?**

Pre-owned cars are rarely available. All our clients have enjoyed seeing the value of their cars rise so a pre-owned Hemmels car is not an economical alternative but could be the answer for someone who wants the quality without the waiting period. However, most clients want to take journey of designing their dream car and building a relationship fuelled by a shared passion for excellence.

### **What's next for Hemmels?**

Giving new life to these classics and continually striving to improve our process remains our focus. We also cherish the value of a long-term relationship with our clients and are excited to be arranging exclusive events and driving tours so they can enjoy their special classics in fabulous locations.



## CNB 93' > SAVARONA

**US \$1,600,000 + VAT**  
Plymouth, UK

Super capable blue water cruising yacht with carbon spar, in-boom, drop keel and a lovely mahogany interior by Danet. Originally splashed in 2001, the customary truckloads of splosh have been expended through life. However, by far the most truckloads were spent in 2016 when she was literally deconstructed – decks, paint, deck-gear, sails, toys machinery, electronics and stacks more. Great for charter if you must, her only modesty is the size of the ask.





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## DIXON 80' > TIGA BELAS

€900,000  
Corfu, Greece



## TREHARD 90' > DARK STAR OF LONDON

€790,000 + VAT  
South of France



With her clever construction using cedar cord, e-glass and Kevlar, she is rock solid as well as being incredibly easy on the eye. Bill Dixon and Austal in 2001, she is an 80 footer that thinks that she's a super yacht with her fantastic big yacht systems and atmospheric cherry interior. She is just the job for blue water or for comfortable and relaxed local family sailing.

Fantastic Martin Francis design, hatched in 1982 of tin with a centreboard for a further dimension and quarters for 10 guests and crew. The ultimate family mile muncher, is also great to charter if you must. Mega makeover at C&N as BUZZY BEE in 2000 and the investment has continued. The ultimate barn find, she slumbers under cover resplendent with new paint which has not so far seen the light of day.



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# PALMA CATHEDRAL

BY ANDREW FAIRBRASS

On my usual morning commute into our office at Berthon Spain, I always go through the ritual of first looking out to sea and seeing what wonderful yachts are on the way into Palma. From there, I turn around to view Palma's Cathedral, which is called 'La Seu'. Every morning, I experience the same thrill because in the morning sun, there is no finer sight and even after some 10 years of being in Palma, I cannot ignore its splendour. ►►







MOOR'S ARCHES ARE LIT UP AT NIGHT





It was around 10 years ago when my wife and I approached Palma for the first time, aboard a Swan 68' that we had just been employed to run. During this first approach, the Cathedral made an extraordinary leading mark for us as we headed in. I have no doubt that down the millennia it has been a welcome site for many a weary sailor!

I was fascinated to learn that the sea once came right up to city walls just below the cathedral. The walls were knocked down in the early 19th century and the land was slowly reclaimed which has allowed the thriving port of Palma to develop. At the same time it gave breathing space to the then over-crowded city allowing it to expand. As a reminder of this, in the 1960s a beautiful lake was created just below the cathedral, complete with a boat.

La Seu traces its beginnings back to the times when young King Jaume I became infuriated with the losses that his ships were suffering as piracy at the hands of the Moors based on Mallorca. This was having a serious impact on Spanish trade.

Therefore, he set sail for the island with his army of 11,000 men and 300 horses but they were soon hampered by a terrible storm. It was then that he made a pledge to the Virgin Mary that should he and his army be blessed with a safe passage and victory over the Moors, that he would build a monument in her honour. Sadly, modern sailors rarely make such grand gestures.

Having survived the storm and beaten the Moors soundly, true to his word, in 1229 he laid the first stone on the site of the Mosque of Medina Mayurka. The Mosque was ordained and purified to allow Christian worship. The Mosque collapsed around 1386 by which time the construction of the cathedral had begun on the site of this holy place.

It was not until the early 14th century that King Jaume II began the construction of the cathedral in earnest to fulfil his father's pledge. Because the building was predominately built of sandstone, today, you are still able to see where the stone was carved from the cliffs on the south of the island. An impressive engineering feat at the time, not only in the cutting of such large amounts of rock but also in their transportation, presumably by sea.

Built in a rectangle and covering an area of almost 7000m<sup>2</sup>, the cathedral was designed to accommodate an astonishing 18,000 souls. It is divided into three naves, with the central isle containing the High Chapel Trinity. It is here where the tombs of Jaume II and Jaume III are found.

The roof, which is supported by fourteen 21m high octagonal pillars, is constructed using cross vaults. There are also no less than sixteen chapels found between the buttresses. Another feature, which cannot escape any visitor's attention, is the enormous 11 metre wide, 100m<sup>2</sup> kaleidoscope Rose Window. It is the largest Gothic rose window in the world. This is accompanied by four other stunning rose windows and another fifty nine large windows all of which flood the cathedral with light especially in the midday sun.

As the construction of the cathedral took around 400 years (the Spanish aren't ones to rush) there are many influences from Gothic, to Renaissance and Baroque and of course very importantly, Gaudí, whose influence in the early 20th century gave the cathedral the title of the "Cathedral of Light".

Gaudí's main input, which created the light filled interior, was the decision to dismantle the two altarpieces that until his intervention had blocked the congregations' view to the Bishop's throne. In their place he constructed a high altar above the throne and a large bronze baldachino above. He was also responsible for nine of the stained-glass windows, which flood the cathedral with light and a large array of wrought iron lights again, which lends the building that iconic Gaudí style. Sadly he never saw the end of the project, as following the death of the Bishop he had a row with the building contractors who dismissed him.

La Seu translates as 'the Bishops Seat' and the building is an impressive 110 metres long, 33 metres wide and an astonishing 44 metres high at the nave. Even for the non-religious it is impossible not to be moved by the sheer size and splendour of the building.

Adjacent to the Cathedral is the Royal Palace, which actually is far older than the cathedral and, in some respects, has an even more interesting history. Although King Jaume II rebuilt the palace, adopting his preferred gothic style, influences of both the Moors and the Islamic can still be seen. The stunning Moor's arches are lit up at night and are easily visible from the sea front creating a magical look from afar. It is even more extraordinary from within. During the day, it is worth visiting the courtyard, which is lined with Palma trees and has both an excellent



COURTYARD, LOOKING THROUGH THE ARC DE LA DRASSANA

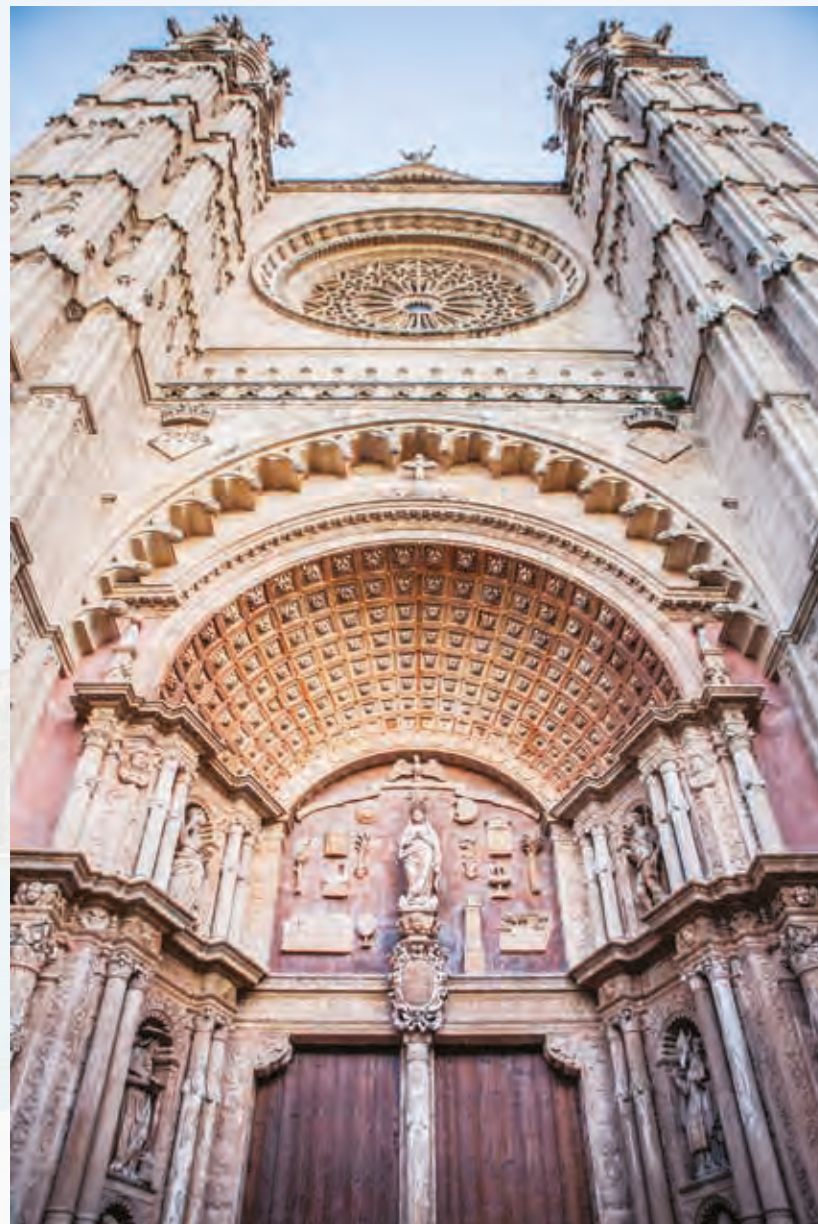


view of the cathedral also looking through the Arc de la Drassana which is the gateway to the old docks.

The docks of today are a thriving place both for the local fishing community and of course, the flourishing superyacht industry of which we are very lucky to be part. There are big plans to expand the docks over the next 10 years to accommodate the gargantuan cruise ships which visit Palma every day and to make more room for the yachting industry which is becoming an ever more important pillar of the community and economy here.

With a history so closely connected with sailors, it is little wonder that Mallorca is where many of us have decided to hang up our sea boots or at least shelve them for a while!

KALEIDOSCOPE ROSE WINDOW





VAN DE STADT 41' > ALBATROS

€130,000  
Holland



Hatched in 2006 for comfortable and effortless sailing, she is totally charming and is guaranteed to be the prettiest yacht in any anchorage. Her owner's background in super yacht building means that 21st century technology is married effortlessly with her classic good looks. She even comes with a wood burning stove – how fab is that?

SPIRIT 54' > SOUFRIERE

£595,000  
Ireland



Famous as the Bond Boat for her appearance in Casino Royale, you will less than surprised to learn that she is #7 of her kind! Ferociously good regatta yacht, she has collected a mass of silverware and has more to do. She is also set up for short-handed performance sailing and of course, she turns heads wherever she goes.



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SPIRIT 60'DH > SPIRIT OF RANI

€1,600,000  
South of France

Immaculately presented, her varnished hull and upper works gleam from every angle. Spirit and Mr McMullen in 2012, this 21st century classic has a slippery underbody that will give you the edge on the regatta circuit. De-tuned she is a docile and comfortable family cruising yacht. Of course the head turning is free.



## FARR 520 PERFORMANCE > GODSPEED

€295,000  
East Mediterranean



52 feet of fantastic sailing, she shares her hull with her Spartan sister the Farr 52' One Design hence she really gets a shift on. Happily, the situation down below is rather more civilised. From 2004 a proper racer cruiser in all the best traditions, these yachts are rare in brokerage captivity so cheque books to the ready please.

## TP 52' > SPIRIT OF MALOUEN VIII

€50,000 + VAT  
South of France



2011 splash, she comes with TP Super Series specification, hence is loaded, as well as being fully plug and play. Judel Vrolijk and Green Marine, she was RANI in her previous life when she ran a ferociously successful campaign, so she is used to the podium.



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# *Butterflies*

## AND A LITTLE BIT OF FAITH

BY SUE GRANT

PHOTOGRAPHY BY © HARRY SHUTLER & ASHLEY WHITLOCK

*'So what is produced on the farm?' I asked Harvey, confident of an answer around organic livestock, crops or vegetables. The answer was not quite what I expected – 'butterflies...' I tried again – 'right, so what do they do, are they part of a programme for the crops?' Again, I scored zero – 'no, they just are...'*

The Pig Shed Trust, run by Harvey and Amanda Jones, is about more than conservation. It is about not just changing the perception of how we interact with the natural world, but actually making those changes.

Biddenfield Farm is owned by the Trust and is a 400 acre estate comprised of a very lovely restored farmhouse with further charming houses which are converted from the farm's outhouses. So far so good. The rental income from these properties provides the income for the project. The land is an altogether different kettle of fish – or should I say, butterflies... ▶▶

HARVEY AND AMANDA



Harvey and Amanda believe that there is only one way to properly conserve nature, and that is to leave it be. We jump into a 4-wheel drive jeep and we roar down the track to the farm... there are no crops, few fences and whilst the trees are abundant – the farm has two woods - the cash crops of pine have been felled and left to provide habitat. Without any human intervention the wild flowers, colour and perfume of nature is extraordinary. As we stop in the first clearing, there's another thing - lots and lots of butterflies. I had been promised silver-washed fritillary butterflies – and here they were – in droves! Amongst them were many other varieties and it is only when you see so many together that you realise what an uncommon sight this is.

The silver washed fritillary butterfly has an uphill struggle for life, so here's the thing... First common dog violet has to be found as it is this and only this that the caterpillar will feed on once born. When found, the female needs to find an oak tree above it and lay her eggs singly on the bark of the tree several feet up. The caterpillar will be born around August, and will burrow into the tree bark, spin a pad and hibernate for the winter. The next spring, it will drop to the ground and if there are enough dog violet around, and it has not been disturbed during the winter, it will feed at night and conceal itself in the day. It will pupate in June and thence to butterfly....

Anything that has to work that hard for life deserves a break. They are also by the way, very beautiful. Harvey and Amanda are particularly fond of these creatures and Harvey's wedding ring has this extraordinary butterfly engraved around its band.

Having struggled to make it to butterfly – you are pretty peckish - and brambles in flower are the perfect snack. Harvey's magic bush was alive with butterflies the day I visited as this is a favourite butterfly café.

The sole livestock on this extraordinary farm are cattle. In the summer there are 4 of them – which is less than intensive farming, but they are there for what they bring – their manure is a wonderful way to spread wild flowers, and they churn up the ground providing tussocks and areas beloved of beetles, spiders and bugs – all part of the natural cycle that provides perfect balance when left totally on its own. ►►



MARbled WHITE



PAINTED LADY



BRITISH WHITES



Biddenfield Farm is blessed with streams running down to the River Hamble and a large, muddy pond approved of by the cattle. Bridges and culverts have been built in preparation for the next project involving dams, more benevolent neglect and the beavers who will join the butterflies as residents in this special place.

Of course the Pig Shed Trust works closely with Natural England and the project has high level stewardship status and there is a lot of science in the approach. The Hampshire Wildlife Trust provide the cattle which are British Whites – an old native breed that are perfect for Biddenfield. They are hardy, trouble free and have the prettiest black markings on their ears.

As we drive further into the farm, deer shoot out of a turning and run with us along the fields. And there's another thing about Biddenfield, it's the birds – like the butterflies there are stacks of them – skylarks, meadow pipits, cuckoos and so on...

MALE SILVER-WASHED FRITILLARY - PHOTO © ASHLEY WHITLOCK



ROESEL'S BUSH CRICKET





NEW CLEARING IN MANSFIELD CLOSE



An area that shows a lot of human intervention is a clearing that was full of rhododendron – all of which has been cleared. The farm only has native species and so it was important to remove this interloper. Now that these bushes have gone, wild flowers whose seeds have laid dormant for many a year have sprung into life and the area is a sea of pink, white, and every shade of green.

By far the biggest thrill for me was a field that has been left for 4 years, with just the British Whites grazing it for company. Step inside and the grass and wild flowers underfoot explode as grasshoppers and all manner of wildlife hop for cover as you intrude into their space.

Of course as Harvey points out, the human race have been messing with the natural cycle since the first enclosure of wild lands for the growing of crops. As mechanisation developed and we have become cleverer at tilling the ground and producing more food, the natural world has retreated because of the ‘progress’ that we have made. Technology also plays a part and sprays and insecticides have hugely increased the efficiency of man and have hastened the retreat of the natural world.

One of the main reasons that the Pig Shed Trust selected Biddenfield Farm for their project was that it wasn’t properly farmed for the last 40 years, so it had missed out on the sprays and the march of progress seen all around it. This meant that it was a relatively blank canvas for the introduction of this non-farming, re-wilding experiment.

Harvey and Amanda don’t expect for a moment that all farmers and landowners will dispense with the business of farming and hand the land back to the butterflies, moths, birds and wildlife whose home it has been since the beginning of time. However, handing a small proportion back to its ancient owners would be welcomed.

I asked what had made the project successful. The answer lies in doing the research, being bold in your vision, allowing time and nature to do its job and not to cut or fiddle when things look untidy. That of course, and a little bit of faith.





**GRAND BANKS 59' ALEUTIAN**  
> ESCAPE

**£1,200,000**  
Lymington

A super nice yacht from 2007 that is in Boat Show condition, her skipper is a wizard. She comes with twin 1,015hp Cats providing 25 knots when you hurtle. Her 18 knot cruise is a more sedate affair. Her warm teak interior enfolds you all of which is in stunning condition. We love this yacht for her capability, good looks and fantastic condition.





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TRADER 64' > KUNA

**£840,000**  
Mallorca

Proper little ship from the Trader stable with capable and handsome lines from Tony Castro. She first splashed in 2008, and comes with a pair of 700hp Cats who will deliver up to 15 knots for when you want to get a shift on, and will run of fumes as more sedate speeds. With her first owner, she comes with the full Mediterranean spec and epic deck space, it rare to find one of these in the brokerage pound.





## PEARL 80' - 007

**£3,097,319 + VAT**  
Lymington



Dixon Yacht Design with a Kelly Hoppen interior that you will find massively easy on the eye. From 2019 she is barely unwrapped and she comes with a 5 year warranty from the Pearl people and is powered by a pair of V12 1,800hp MANs. She offers spacious, light, airy and luxurious living inside and out and is available, excitingly, for immediate delivery.

## PEARL 65' - 010

**£1,495,000 + VAT**  
Balearics



Fresh from her build yacht, from 2018, with twin Volvo IPS 1200s, Dixon Design have delivered a hull which performs brilliantly in a seaway, but which is also comfortable at anchor or in port. Her interior is designed and styled by Kelly Hoppen, it is epic, has to be seen, need we really say more? Our last word on the subject is a 5 year warranty also included.....



# ...PEARL



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The Pearl 80 offers an escape that's both exhilarating and unparalleled. From the beautifully streamlined exterior – complete with jet ski garage and hydraulic bathing platform – to the stunning open-plan interior designed by Kelly Hoppen MBE, every detail ensures that your life on the ocean is well and truly catered for.

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GRANDIDIER CHANNEL



# A PROMISE KEPT - NOVARA IN ANTARCTICA

BY STEVE BROWN

PHOTOGRAPHY BY BJORN RIIS JOHANNESSEN,  
ANDREW CASSELS & PADDY GRIFFIN

As the Antarctic Peninsula slid slowly out of sight, I made myself a promise to return in my own boat one day. I had chartered Skip Novak's PELAGIC and invited five friends to sail down with me on a mountaineering expedition. We had pushed on further south than charter boats usually venture and it had been the adventure of a lifetime. However, could it be repeated on my own boat? ►►

SKI TOURING ON THE RECLUSE PENINSULA

It was now 11 years later. I had bought my unique Aero rigged schooner NOVARA, in Camden - Maine, sailed north through the Northwest Passage, explored Alaska and the inside passages of British Columbia and had amazing wildlife experiences over the Monterey Trench & in the Sea of Cortez.

Together we had explored the Chilean channels, Patagonia, Tierra del Fuego, the Falkland Islands and South Georgia - amassing memories that will last a lifetime. I kept my promise and headed south from the Falkland Islands on NOVARA and once again sailed further south than most yachts dare to go.

We tested NOVARA and ourselves against the sea, ice and mountains in this amazing part of the world...

Following on from our trip to South Georgia in the southern spring of 2017, NOVARA was left in Stanley, the capital of the Falkland Islands, over Xmas and the New Year. She awaited my return for the next adventure to Antarctica. With all hands turned to, a week's preparation saw everything ship shape (well almost) and we set sail with the forecast of a good 5-day weather window.

We made the 685nm passage to the South Shetlands in just under 4 days, with winds dropping as we approached the islands.

The GRIBs were forecasting 30 knots from the north east in the Bransfield Strait. We altered course to the west to transit the island chain through the English Strait and run south before the wind, to our planned landfall of Deception Island.

Once through the straits we made a fast passage but in rapidly deteriorating weather.

Wind building to 45kts, driving snow reducing visibility to 30m or less and ice and snow building up on the rig, sails and deck.

From Deception Island we headed south, with our first anchorage in Faff Cove and the second on Two Hummock Island. It was here where we met up with the charter yacht ICEBIRD.

It was probably a first for two Aero rigged yachts to meet in such a remote anchorage as Antarctica. Even with Amyr Klink, a frequent visitor to the Peninsula, on board his Aero rigged schooner PARATTI II.

The wildlife was, as always, awe-inspiring. Orca, Humpback and Minke whales. Weddel, Crabeater and Leopard seals. Penguins everywhere!



GOOD CONDITIONS CROSSING DRAKES PASSAGE



STOPPED BY ICE 66 DEGREES SOUTH



TWO HUMMOCK ISLAND, NOVARA NEXT TO ICEBIRD



The anchorages were spectacular. From the super safe mooring alongside the wreck on Enterprise Island... To the less than bombproof anchorage we found tucked into the back of the bay on Two Hummock Island!

We were able to get a ski team ashore on Two Hummock Island but plans for a longer multi-day tour were sadly cut short by more bad weather rolling in.

As is usual down on the Peninsula, we encountered mixed weather - usually light winds and poor visibility, but also days of blue skies and astonishing clarity. The journey through the Errerea Channel to the anchorage at Waterboat Point was memorable for the many whale encounters, the sheer volume of ice in the water as well as the 100s of grounded bergs.

The passage south through the photogenic Lemaire Channel was made in perfect conditions - bright blue skies, no wind and enough ice in the water to make things interesting.

The overnight anchorage on Petermann Island was a little snug. We backed slowly into the slot and tucked into the rocky inlet with all chain used on the heavy bow anchor and four lines ashore keeping us safe.

From there things did not go exactly according to plan. Our original aim of getting south of Adelaide Island and into the back of Marguerite Bay was foiled by a wall of impenetrable ice south of Larrouy Island. We tried to skirt around this wall but found that it stretched out to Renaud Island and a change in the wind direction resulted in a battle to break out of a large band of 7/10ths ice before we could turn north to a safe anchorage on Duchaylard Island.

We had to make a decision to head south by going around Renaud Island and down the outside of Adelaide Island or back north to find our fun elsewhere. The decision was made to head north but en-route we had to thread our way through a wide area of huge grounded icebergs, with one unlike anything I had ever seen before.

We headed back north and worked our way through the ice filled Lemaire Channel once more and around to Port Lockroy.

After a day or so exploring the area we moved on to the secure anchorage at Portal Point on the Recluse Peninsula. I had been here once before in 2007 and made a successful ascent of Harris Peak in perfect conditions. ►►



WRECK ON ENTERPRISE ISLAND



ANCHORAGE ON PETERMANN ISLAND



LEMAIRE CHANNE

As we approached the peninsula, we saw a large group of whales, mostly in pairs, swimming slowly and criss-crossing the entrance to Charlotte Bay. Their behaviour struck me as unusual and we slowed and watched them for some time. We moved on to work our way through the grounded bergs and over the rock ledge into the anchorage. It was only when we had anchored, with four lines ashore, did we notice a newly dead Humpback whale calf washed onto the rocks.

We could see that there was no indication of attack by Orcas, nor any evidence of collision with a large vessel. The carcass was intact. Not even the birds had found it yet!

I emailed the Polar Desk at the Foreign and Commonwealth office and asked them to who I should report the calf. I was passed on to the British Antarctic Survey who asked us to take tissue samples and more photographs. I was left wondering if the behaviour of the Whales at the head of the bay had anything to do with the dead calf.

The weather during our time at Portal Point was superb and gave us some great ski touring and opportunities to explore the bay. It was noticeable to me how much more sea ice there was compared to our visit in 2007. There was a lot more brash and many more large grounded bergs than before. This was also evident in the bare rock that could be seen around the bay, the number and size of the crevasses that

we encountered and the large serac band that now barred the way up the approach slope to Harris Peak.

Time was no longer on our side and we had to think about the journey back to the Falkland Islands. With no obvious weather window we decided to make for Deception Island and wait there until conditions improved. Although we had settled weather in the safe anchorage of Telefon Bay, the weather out in the Drake was less than favourable.

Finally, after five days, the GRIBs showed a breezy but favourable weather window and we headed out for what would prove to be a fast four-day passage back. Conditions en-route gave us 25 to 35 knots of mostly westerlies with some boisterous seas after the previous five days of storms.

We had not achieved our original objective to get into Marguerite Bay but any trip to Antarctica is filled with both wonder and uncertainty. It is truly one of the most amazing places on earth but even here, climate change is having an impact with knock-on consequences for the wildlife that can be found whilst exploring.



GIANT BERGS IN THE GRANDIDIER CHANNEL



HUMPBAC WHALE CALF WASHED ONTO THE ROCKS



PORTAL POINT





TELEFON BAY, DECEPTION ISLAND, ANTARCTICA

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BESTEVAER 60' > NOVARA

**£350,000 + VAT**  
Lymington



From Dykstra in Holland – the masters of metal yacht building, in 1997. Using a twin AeroRigs for easy and responsive sailing. Conceived the built to go places – and so she has, completing a circuit of planet Earth with her current owners this year. Read about her adventures in the ice elsewhere in this tome. 4 wheel drive cruising and total capability.

DEERFOOT 63' > KAILANI

**US \$450,000**  
East Coast USA



Hatched Down Under by Salthouse in 1989, Dashew Offshore designs still have the look of the Starship Enterprise and are capable of blue water warp factor without effort. Through life she has done much and sailed many miles, her current owners clocking up around 40,000 glorious nautical miles aboard her. Now pitstopped, she is ready for her next ocean.

VAN DAM NORDIA 57' > WILLOWTARN

**£195,000**  
South Coast, UK



Proper little ship from Holland – you don't get more Dutch than this without clogs. From 1980, big refit of late, new paint, systems, interior refresh – in short, the works. Fab pilothouse, Master and Commander after helm, epic engine room and prepared for a trip Down Under, now shelved by this owners. However that doesn't mean that you couldn't take her!



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DISCOVERY 55' > BRIZO

**£535,000 + VAT**  
Lymington



From 2010, part of an iconic sisterhood, she was specified for comfortable world cruising with flush hatches, big widget list and the funkiest basins that we have even seen. 42,000 happy nautical miles later, she looks fantastic after a Berthon refit, and she comes with a current survey, no question marks, no queries or deferred jobs – she's totally good to go.

DISCOVERY 55' > BLUE COWRIE

**£335,000**  
Lymington



2006 from the amazing Ron Holland, she was one of the highest spec'ed of the sisterhood to launch. Push button everything, massively appealing maple interior and full of clever custom touches orchestrated by her architect owner. Now needs a pitstop before her next ocean, the price reflects.

DISCOVERY 55' > SEADUCED

**£535,000 + VAT**  
Lymington



DISCOVERY 57' > ON A WHIM

**£950,000**  
Lymington



In 2010 from the extraordinary Ron Holland and built here in Blyth. Benchmark all waters yacht, she has explored the Southern Hemisphere on her own bottom, has been refitted and is now ready for her next big sail and new chapters in the log book. Her owners' plans have changed so we seek a new crew who will sail far in this great, well sorted yacht.

7 of these remarkable yachts were launched and this is the one that went first. From 2012, a master class in great design and immaculate build from Blyth. She comes with a practical white hull, automated rig from Reckmann and Formula spars, and her teak interior is lovely. Proper deck-saloon, hectares of space for living and an engine room that is very cool. Little used and much polished.



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DISCOVERY 55'/027 > EUPRAXIA

**£495,000**  
Lymington



Blue water aristocracy from the Discovery team in 2008, the Disco 55' really is the standard by which other blue water yachts are judged. With 2 Atlantic circuits beneath her keel so far, these owners have upgraded and updated her to make her ready for her new owner and more adventures. Very well sorted rat race escape capsule par excellence.

DISCOVERY 57' > PEREGRINE

**£899,500 + VAT**  
Lymington



2014 splash, she is #5 of this series of proven and purposeful blue water conveyances from the Discovery bods. With one of the best deck saloons we have seen, her teardrop windows let light and views flood in. Automated rig, bow and stern thrusters and massive widgee list, she has been meticulously maintained and shows little sign of the nautical miles beneath her keel.

DISCOVERY 50' > KIWI SPIRIT

**£595,000 + VAT**  
Lymington



Immaculate and very well sorted Bill Dixon Discovery which even has a spare hull. Comprehensively upgraded, updated and reworked for a planet circuit which sadly, for this owner, did not materialise. Another refresh just completed, she offer a fast, stable platform for blue water living in great comfort, and of course, no leaning.

MOODY 66' > MUSTIQUE

**£795,000**  
East Mediterranean



VT Halmatic and Dixon in 2005, she was virtually zero hours 2018/19 including new engine room, engine, genset, decks, paint and wrap, soft furnishings and very much more. She is looking the business. She comes with sharp, contemporary good looks, has chartered magnificently and could do much more. Alternatively she would be perfect for a family circulate of Planet Earth – or maybe further!



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## DUBOIS 70' KETCH > CELTIC SPIRIT OF FASTNET

**£699,500**  
West Mediterranean



## NORDIA 55' > CHARISMA

**£425,000**  
Lymington



First splashed in 1993, a collaboration between Dubois, Pendennis and Redman Whitley, of tin, a 4 wheel drive blue water yacht that has sailed extensively in both cold and warm water. She is equally happy in the Beagle Channel or the Mona Passage and knows both well. Hugely uprated and reworked by this owner, who has been rewarded with some truly amazing voyages; and now it's your turn.

Built by the Royal Van Dam Shipyard in 2005 of tin, she is quite simply of the first quality, with a stunning cherry interior, Proctor Holland push button rig and an engine room that looks more like an operating theatre. In her original ownership, she has cruised locally in Northern Europe apart from a couple of Carib seasons, after which she returned home on the deck of a ship. Epic cruising yacht that would love more blue water.

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# A SAILORS' (and non-sailors) TALE

BY OLIVER AND SOPHIE STANLEY

My wife Sophie and I embarked on a trip to sail our boat yacht GOING CONCERN (GC) - a 29 year old 42' cruiser racer built in Finland, to the Baltic, leaving Cowes Monday June 4th, across the channel to Boulogne, Dunkirk, Dan Helder, Brunsbuttel, through the Kiel Canal, Rendsburg, Bagenkop, Kragenaes, Stubbekobing, Dragor, Nynashamn, Island of Ven, back to Dragor, (again), Rungsted returning August 29th 2018. We have owned and sailed her extensively for 16 years. She is my "potting shed", the equivalent of an old Audi estate, safe, reliable, quite fast and perfect to take on a long trip short-handed with a good engine, easily handled, no complicated systems like water maker, air conditioning, electric winches or in-mast furling. She has 2 loos and enough bunks to accommodate a maximum of 5 people. Sophie and I have been married for 33 years but it was our first long sailing trip. Sophie is a wonderful sportswoman, (British junior giant slalom championship and top British university skier in 1982) but not a natural sailor, and is claustrophobic. This is the story of what we did before we left, the ups and downs, the mistakes we made, what we learnt and whether we would do it again. We have tried not to use any jargon and if we have we apologise in advance.

## BEFORE WE LEFT

We keep GC on a very expensive swinging mooring on the River Beaulieu. For the 6 months before we left we worked consistently and installed a new fridge - the most important addition we made with the hot summer. Thanks to Gaynor Sharples who was both persuasive and insistent, a black water tank which collects all the unspeakable waste a human produces, which can then be pumped out. We never used this tank but we are certain that a "jobsworth" would have rumbled us if we had not had it installed! A Hydrovane mechanical self-steering system which requires no battery power unlike an Autohelm. It's made in Walsall but sold from Vancouver so it was fun tracking it down. We installed it with the help of our good friend James Troup as that operation was well above my pay grade. We didn't use it a great deal (nicknamed Elizabeth which is Sophie's and Claire Crawshay's middle name and name of our great friend Elizabeth Campbell) but it was re-assuring to know it was there.



HUSBAND AND WIFE TEAM: OLI AND SOPHIE STANLEY

I am in terms of boat maintenance a persistent but quite resourceful "bodger" with little or no skill, but I have an understanding of what is important and what is not. We serviced the engine carefully as it was the single most important piece of equipment aboard. It was used circa 60% of the time and provided power for the fridge, light and navigation systems.

Bare in mind, I regard the skip at Berthon and "Poundland" as the best chandleries in Lymington so any idea of matching fenders and wine coasters should be dispelled. Now this was at odds with my wonderful wife who wanted a comfortable boat which we could all be proud of, so it was important to accommodate her wishes as she was going out of her way to accommodate mine. We serviced all the winches, GC is well set up for single-handed sailing so she is over winched and anti-fouled the bottom.

We then talked, met and listened to numerous people who have done long voyages and were given this advice, all of which we put into practice;



- a. No paper through the loo system so extensive use of nappy sacks. (*Micky St Aldwyn*)
- b. Bring large quantities of concentrated Robinson fruit cordial which makes water drinkable and cuts down on alcohol. We do not regard ourselves as great consumers or pious abstainers but midday drinking and sailing in the Baltic don't mix as the navigation requires old fashioned concentration. Although everything is clearly marked both paper and electronic charts we rarely used paper charts as Baltic navigation is all about the Mk 1 eyeball. (*Micky St Aldwyn*)
- c. Invite guests every other week – we had 50% of time alone or with our very special 18 year old son who had just completed his A levels. Willie and Claire Crawshay, Euan and Fiona McAlpine and Murray and Ali Tollemache.
- d. Make sure your children join you at some stage even if it is only for a long weekend as they all have busy schedules. (*Oli and Sophie*)
- e. Have 3 good ready prepared meals. Lasagne, fish curry, chicken pie are good examples that can be heated up en-route. (*Sophie*)
- f. Give clear instructions to anyone joining. (*Oli*)
- GC makes the Pontypool Youth club look like Claridges.
  - You have to catch up with us and we will give you an airport destination but then you need to use your initiative to find us with the odd instruction.
  - A clear understanding of the contribution needed if appropriate.
  - What to bring and no hard suitcases.
- g. We stocked up on alcohol before we left due to the expense so GC had large quantities of red, white, rose and lager in lockers normally reserved for rusty tins of Fray Bentos chicken and mushroom pie which were banned. (*Mike Redfern*)
- h. Provide very clear instructions but don't have a plan "set in stone", just suggestions so that everyone buys into the plan. No surprises. If it's going to be a long day sail tell everyone and introduce an informal watch system; explain what the weather will do and then ask everyone to dress appropriately. It is not a fashion parade and warm Michelin people are preferred to cold Kate Moss's. No one needs vast quantities of expensive sailing clothes, but good oilskins from Musto or Henri Lloyd are essential and several layers of modern synthetic clothes and warm hats, neck warmers, and gloves. Be bossy about sending people below to change before they get cold. (*Sophie*)
- i. When mooring no drama and don't rush, if you aren't ready go out again until all lines and fenders are in place. A separate line amidships was essential and made the skipper look super competent. (*Sophie*)
- j. Don't take yourself or your yacht too seriously, scratches can be polished out. (*Oli*)
- k. Have more cleaning equipment with aerosol nozzles which have names like "bang, flash, breeze wallop" than you can shake a stick at. (*Sophie*)
- l. Don't worry if a glass of rose is spilled on the cockpit cushion, the 95 degree washing cycle removes all alcohol and crisp stains. (*Sophie*)
- m. Try to be a tidy as possible. (*Oli*)
- n. Don't make the chart table a no go zone. It will always fill up with mobiles, suntan cream, wd40, bras, and credit cards. (*Oli*)
- o. Don't lose the marina card giving you access to both showers and washing machine. (*Oli*)
- p. Have good books that can be rotated. (*Oli*)
- q. Don't count on electronic devices. We had no blog (for fear of boring everyone to death), no Laptops, just mobiles and a good charging system.
- r. Make it fun, with non-sailors don't bore the pants off them about waypoints, track cars, leech lines and wind ranges, but with those who are interested encourage them like mad. (*Oli*)
- s. When ashore hire bikes, find good showers and washing machines. Good bread is a "must have" and make a supermarket trip at least twice a week. (*Sophie*)
- t. Don't go yacht "tropa" by relaxing your own standards of hygiene and have a regular haircut or it will start to creep into all aspects of your sailing, and in time, people will get hurt through idleness. (*Oli*)
- u. Spend the odd night in a decent hotel. Sophie and I did this in Kalmar, which was very worthwhile. (*Phil & Gilly Hutchinson*)
- v. Don't be too proud to change your plans, sailing for 8 hours into wind is no fun for a novice and it's not a competition so if you feel the plan is going "tits up" change it. (*Sophie*)
- w. Avoid the marina bore who normally has an old "shitter" and is waiting for a part for his Perkins engine. (*Oli*)
- x. Chat up the man in the shower as they have good input on where to go next. You need never buy another male grooming product as they are all left in the shower. This was a steep learning curve for me as Wrights Cold tar soap, Colgate toothpaste and Truefitt and Hill Almond shaving cream is the height of my male grooming range. (*Oli*)
- y. Make sure the principal lady aboard has her own cabin with enough space to hang clothes and a separate loo which will always leak but hopefully only a little and does not need a manual in Latvian to use. (*Sophie*)
- z. Have very sturdy separate plastic containers within the fridge, which doubles its effectiveness. (*Grace Foot*)



## THE UPS AND DOWNS

### The Downs -

Touching a sandbank 4 hours from Dan Helder could have been a deal breaker but we got off quickly and everyone was resilient and supportive. It happened because we were tired and were using large scale charts when we should have focused on the 1 1/2 mile scale on the electronic plotter and navigated from on deck,

Navigating around the Danish fjords required concentrated navigation and we hit the bottom in one fjord as someone had inadvertently turned off the declutter button so the contour lines were no longer visible.

The hot water tank heats up when the engine is on but it sprang a leak which filled the bilges. We emptied the fresh water tanks and relied on a Polish plastic water container for 10 weeks which we filled every day for teas, coffee, washing up and doing our teeth, Sophie never complained once. We could have spent a week in a marina waiting for a spare part from Wilmslow via DHL but we just kept going.

### The ups -

Spending time together, laughing, consulting, discussing, shopping, cleaning and teaching Sophie to sail was wonderful. Of course we had beautiful surroundings which is a given if you are sailing in an archipelago of 35,000 islands and traversing the Gota Canal, but it always comes down to the people you are with, we never had a cross word over the 3 months with anyone onboard. When we encountered the marina bore or a jobsworth we either ran away or humoured them. We played kitchen bridge, went to bed early, ate a shedload of salmon and shrimps and most days we had the open sandwich with regular inputs of Gravalax and dill sauce. We saw lots of castles and ancient sites too many and far too boring to mention. We swam a lot as the water was warm and had little salt and was refreshing.

### The mistakes we made -

Waiting 16 years before doing this trip. Not involving Sophie in the inner workings of GC earlier as her input was invaluable, the food was excellent without being extravagant, we ate out at least once a week and more often when we were alone.



ABOVE: OLIVER AND HIS SON ANTHONY

BELOW: APPROACHING CHRISTIANO ABSOLUTELY CHARMING PLACE



**What we learnt -**

Be bold, plan ahead and go for it. Have open discussions about potential problems ahead of time and be flexible. We are not meeting deadlines and we are not important. Buy the most expensive, appropriate under layers in terms of vests and thermal suits.

Plan big decisions such as where to lay up ahead of time and formulate a rough plan which will change so don't be dogmatic. A trip back to the UK for our son's end of Harrow celebrations and Sophie's godson's wedding were great.

Select your delivery crew with care. We asked Didi Nicholson, Micky St Aldwyn, and Richard Newsome and they were encouraging and positive. We told them about the watch system before they came aboard, namely six on and six off in the day, then four on four off at night. Sophie was principal cook so she did not stand a night watch.

We did little night sailing as most of the buoys in the tight channels are unlit.

**Would we do it again?**

Yes. Yes. Yes. But we did pick the best summer for years.

We left GC in Nynshamn and in 2019 we will sail round the South of Sweden to Norway and try to reach the Lofoten Islands which are in the Arctic Circle.



ABOVE: GOTA CANAL - SOPHIE STANLEY ON HER OWN  
BELOW: GOTA CANAL - SOPHIE WITH FIONA MCALPINE

**REAL BOATY DETAILS**

Our Baltic 42' is from 1989, with a new engine in 2008, new sails 2010, Raymarine instruments and duplicate chart plotters below and at the wheel. Along with the fridge they are the most essential items on board. Below is a bullet proof Rolls Royce of a cooker. She carries a 100% jib like an old fashioned blade number 3 that is easier to handle for novice crews and rarely needs to be furled, the mainsail is fully battened with lazy jacks as I am allergic to any form mainsail furling as we want to spend 100% of our time sailing not waiting for Evan from Stockholm to come and fix it.

There are 2 cockpits which is wonderful for sailing but not ideal for "al fresco" dining in the summer. We made it work but ample quantities of mayonnaise on the cushions and teak decks but no one lost any sleep over it.

We have 2 simple rules, we must come back with the same number of people we set off with and you must want to come again tomorrow.



SOPHIE AND OLI WITH WILLIE AND CLAIRE CRAUSHAY AFTER A LONG DAYS SAILING

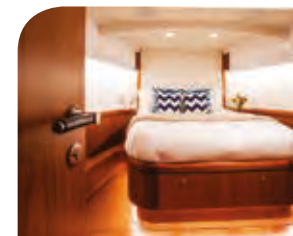
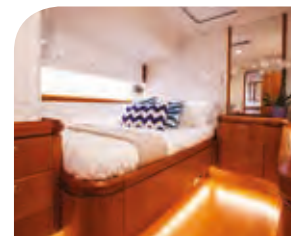




## HUMPHREYS 77' > AGLAIA

€1,495,000  
Palma de Mallorca

Immaculate blue water cruising yacht par excellence, made flesh by HYS and Goss Challenges in 2002. She was totally disembowelled and rebuilt in 2016 by our very own Berthon Boat Co, so little of the original yacht's systems remain. Her interior is epic with a new look and feel from her owner's interior designer. Maintained regardless of cost ever since, she is the business.





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## OYSTER 72' > CONSENSUS

**£1,150,000**  
East Mediterranean



One of the last of the sisterhood to splash in 2012 from the mollusc people and built at SYS with a funky cherry interior and a great spec for mile munching. Skipper cherished and hugely updated in this ownership for a cruise Down Under. Mission accomplished, t-shirt now aboard, she made the trip home on the deck of a freighter and is now in Europe available for more oceans. Check the modest ask.

## OYSTER 575 > ZAYBO

**£820,000**  
Palma de Mallorca



The perfect sized mollusc for blue water – she is large enough to have space for crew, yet compact enough for owner driving, from 2011, this yacht has been skipper cherished from hatch. Epic interior in American cherry with maple floors – all gleaming – and of course she comes with all the kit for planet circuits and for a spot of regatting with her sisters too. For sale as her owner must reduce his Oyster fleet footage.

OYSTER 575/08 > SOPHISTIKATE

**£895,000**  
New Zealand



Built for her current owners in 2011, they already had form as Oyster owners so her spec is thoughtful and has all the right stuff for blue water. #8 of this epic sisterhood, the brief was a cruise to Down Under, all achieved without fuss, and in comfort. Now available to cruising duties in some of the best cruising grounds on the planet, with some recommissioning she is now good to go.

OYSTER 655 > ROULETTE

**£950,000 + VAT**  
Lymington



Not just another 655, this is a full fat carbon foam bulk-headed, weight saving, carbon rigged performance 655, with attitude. Her fleet sailing does not compromise the quality of her interior which is executed in maple with Franchini brushed stainless steel fittings, blue leather and absolutely all the creature comforts. Must be sold.



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## OYSTER 53' > JANUS OF LONDON

**£298,500 + VAT**  
Palma de Mallorca



Immensely suave and capable blue water conveyance from Rob Humphreys and the mollusc people in 2003. Still with her first sailor, she has a terrific interior layout with a 4th cabin which can be a man/woman cave – or workshop if you must. Professionally maintained, her standing rigging is just sorted, she's gleaming and good to go.

## OYSTER 42' > PRIME NUMBER

**£149,500**  
Lymington



Pocket crustacean from 1999 with Holman & Pye good looks and a splendid secure aft cockpit she comes with all that legendary Oyster quality build that you would expect. Used for sedate local cruising in this ownership for which she is the business. Yet she has the legs for much longer passages if you're willing.

## OYSTER 45' > GIGI OF BEAULIEU

**£285,000**  
Lymington



Cracking blue water cruising yacht of modest dimension from 2004. Quality British build, with tardis like innards and totally reworked and upgraded by this owner – rig, sails, genset, systems and stacks more – even the cooker gleams, new and virtually unused! New ready for serious blue water cruising, yet is compact enough to be perfect for local sailing too.







# CHARLIE HERRING'S SECRET GARDEN

## - A JOURNEY INTO WINE

BY TIM PHILLIPS

PHOTOGRAPHY BY © HARRY SHUTLER

It was whilst living and working in Rome that I developed a serious interest in wine. So much more than a simple drink, it is an integral part of daily Italian life, speaking both of the land and a sense of place. Grape growing as a primary industry binds people to the land and defines its very geography.

Ten years as an accountant had left me with some great experience and a useful set of skills but none of this connection I could see in wine, and so it was a fairly straightforward step to pack it all in and head to Cape Town to study grape growing (viticulture) and winemaking (oenology) for two amazing years. Whilst studying, the plan quickly morphed from merely heading back to Italy and winegrowing there to making wine in South Africa too.

I would need a name for the project and making wine in multiple countries didn't lend itself to a location-based name most often used (eg Cloudy Bay, Chateau Latour etc.) so I needed something that spoke of my values. I eventually settled on Charlie Herring, the nom de plume my father used when signing cartoons when I was a child. It reflects the set of values that I learnt from my parents and very much defines my approach to winegrowing. ▶▶



WINE AND CIDER FROM CHARLIE HERRING, SUSTAINABLY GROWN IN A WALLED GARDEN AND ADDITIVE FREE

With this grand dual country winemaking plan formulated, and after qualifying in Cape Town, I set off back to the UK by motorbike and 3 months and 22,000 kilometres later was more than ready to begin the new venture. I did a vintage in Australia and in 2006 made my first Charlie Herring wines in South Africa.

It was on a trip back from winemaking in South Africa to visit my parents in Lymington that I cycled past a sign stating, "Walled Garden for Sale". Abandoned since 1970 the ivy-strewn walls and long locked doors prevented entry, but both its magical ruined character and possible grape growing opportunity had me interested. Hitherto I had not taken England as a serious option for winemaking but there were already some quality driven pioneers and so why not a third Charlie Herring location?!

If you want to ripen grapes in a marginal climate such as England, then optimizing the site to maximise the ripening potential is critical. Classically this means choosing a well-exposed south-facing slope that can maximise the impact of the summer sunshine. The New Forest, with its gravel-based geology and maritime influence, is potentially fantastic from a viticultural standpoint, but it is critically short on hills/slopes. Walled gardens, however, were designed to optimize growing conditions, with the walls reflecting heat, reducing wind and protecting the crops inside from browsing mammals. The walls essentially would become my slope!

The walled garden at Ramley House had been separated from the house to which it was originally attached when the house was sold in 1970 to a hotel whose owners had no interest in acquiring all the available land. The walled garden remained neglected for the next 35 years until it was put up for sale as part of a disposal of the original family's assets.

Fast forward a year from that bicycle ride and in 2007 I took ownership of the unloved walled garden and adjacent orchard and set about its restoration.

Restoring the walled garden was no small task (we had a fire burning for 18 days just to clear the undergrowth) but it was incredibly enlightening, shedding light on a level of understanding those working with nature a century ago had, when reaching for a catalogue of chemicals was not possible. Any number of elements to the walled garden's design spoke of a detailed knowledge of the natural world; the sunken glasshouse, which had completely disintegrated, was located somewhat incongruously to one end of the

walled garden, but in fact, the site had been meticulously chosen. As close to the house as possible for the inevitable daily visits by the kitchen staff, but without being too close for the house itself to shadow it. Visit on a sunny midwinter's day and you will see the house's shadow just kiss the bottom of the glasshouse wall at midday. When did you last find architects drawings calculating the shadows cast by the structures throughout the seasons?

Other elements also demonstrated the thinking that went into the design - the wall itself is aligned within a degree or so of the latest research on optimal row direction in marginal climates. It is an incredible site within which to grow vines.

Grapes are unique in many respects; they accumulate almost double the level of sugar of any other fruit, but they also have an amazing ability to capture the story of their environment both in terms of soil and vintage conditions. The quantity of fruit is determined by the conditions in the previous year and the grapes' ripeness, acidity and flavour compounds are all determined by the soil and weather conditions in the current growing season. It is this inherent quality in grapes that allows site-specific wines with vintage variation, and in a world where branded uniformity is so often the norm, it is both the attraction to real wine making and more specifically to what the unique walled garden environment might deliver.

Along with less than inspired forms of agriculture over the last fifty years, there has been a marked move away from celebrating these inherent variations in wine production, replacing them with industrial processes designed to produce a consistent product across multiple sites and vintages.

We planted Chardonnay, Sauvignon Blanc and Riesling with a view to seeing what worked best and which varieties might best reflect the site. The last ten years have thrown up any number of surprises; that Chardonnay is beautifully in tune with the site, Riesling is capable of incredible sparkling wines and that Sauvignon Blanc can actually ripen within the walls.

Taking time to learn what the land has to tell us and then seeking to work with it is hard work but incredibly rewarding, and most importantly sustainable. Once through the first seven to eight years (and having made a fair number ►►





RESTORED IN 2009 THE SUNKEN GLASSHOUSE PROVIDES AN EXCELLENT CLIMATE FOR VINE CUTTINGS AND CHARDONNAY SWEET RESERVE





VINES THRIVE WITHIN THE WARMING WALLS OF THE OLD KITCHEN GARDEN

of mistakes along the way) I finally gained a basic understanding of the nature of the site and its soils along with how the vines reacted to the conditions. This was as much informed by researching what had come before (several of the 100+ year old apple trees remain) and now informs my entire approach.

In the winery (just down the road in a restored farmyard) I have adopted a low intervention approach, designed to allow the various grape varieties to best reflect the site (the New Forest has a fantastic gravel subsoil), and this maintains the overall winemaking philosophy from vineyard to winery. This goes arm in arm with a reduced chemical input that more closely reflects the approach taken when the walled garden was built. Everything from the wall's construction and positioning to the thought behind the shadows cast within, have allowed wines of place to be created.

What has been amazing as part of this process is that the restoration of the walled garden and its environs along with a desire to produce wines with a sense of place have been perfectly aligned, allowing the walled garden to be put back to productive use in a commercial manner rather than as a worthy restoration with little or no real use.

I make sparkling wine from Chardonnay and Riesling, and still wines from Sauvignon Blanc. The ancient apple trees gave me pause for thought in 2015 when I lost my grape crop to frost and therein began cider production. Based on an old Italian recipe the sparkling cider receives a splash of my South African red wine and is utterly delicious. The most recent addition to the line-up has been beer which started following the discovery of wild hops growing behind the winery. Made and aged like the wine and cider, it receives a lift from a small amount of cider to give the fresh acidity which wild hops lack. Everything is grown and made without recourse to modern farming technology, but rather looking back to a more sustainable approach that came before. Ironically when asked, as I often am, "Who is Charlie Herring?", I can simply reply that if you buy into the approach I am taking to my winegrowing and the wider environment, then you are as much Charlie Herring as I am.





THE INCREDIBLE 2018 VINTAGE CONDITIONS PRODUCED AN UNPARALLELED CROP AND WINES WITH HUGE POTENTIAL



SOTO 83' > INDIGO

**US \$995,000 + VAT**  
West Mediterranean



Drop dead gorgeous good looks from Javier Soto Acebal in 2010, built of exotics for fast, exhilarating sailing – top speed so far 23.9 knots – could you do better? Made flesh in Brazil, perfect for oceans or regatta sailing, she has never chartered or been ridden hard. Great 4 cabin layout plus crew for sailing families.

MAINSAIL 618 > JEWEL

**£495,000 + VAT**  
Lymington



2005 build Down Under to lines from Van de Stadt with an epic deck saloon and awesome cherry interior that looks like it's just out of the box. With few nautical miles beneath her keel and a refit just now completed, as well as recent decks and lots else, we offer a vast amount of metal mile muncher to the £.

ELLIOT 1850 SCHOONER > ZINDABAR

**£545,000**  
New Zealand



High Modulus engineered her construction in 1998 so there is plenty of carbon this and Kevlar that, she also has an unusual schooner rig for easy and very fast passages. She comes with all the practicality you expect of Elliot design – she is built to cover the ground at pace. Much updated by her owners, she is the weapon of choice for those who wish to explore our planet's 4 corners at pace.



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## VALLICELLI 65' > LOLA K

€299,500  
West Mediterranean



With sweet lines that provide effortless acceleration and fast passage times, she first hatched in 2003. Conceived and built for relaxed Mediterranean sailing with nice non-teak decks, easy sail plan and light, airy innards. Not over burdened with complicated and temperamental systems she is simple to use and enjoy, this family have loved her, and so would you.

## FRERS 52' DAY SAILER > SASKIA TOO

POA  
South of France



Compact and bijou Wally from Composite Works and the incredible Mr Frers in 2005. Totally the business for day sailing, she is full of fantastic detailing and super cool design. Of course she also sails magnificently.

## SHIPMAN 63' > MANTRA

€775,000 + VAT  
East Mediterranean



2011 build from the iconic Shipman yard to proven designs by J&J, she combines high tech build with simplicity and blistering pace. No teak decks, a carbon rig with a simple layout, hydraulic boot and passerelle and lovely oak interior – we really rate these yachts. Little used by her current, original owner, but we are sure that you would do much better.

## BALTIC 66' > SEI TU II

€995,000  
West Mediterranean



Judel Vrolijk, Vismara and the Baltic team in 2005, her light displacement and sleek good looks make her the perfect solution for fast, comfortable Mediterranean cruising. Of course she is far from adverse to showing her transom to much of the fleet on the regatta circuit when suits too. We think that this yacht is very cool.

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## DUBOIS 60' > NACARAT

€50,000 + VAT  
East Mediterranean



Superior spare hulled blue water yacht from 2016, she's barely out of the box. Of carbon with a carbon rig and terrific Park Avenue boom, and comes with an uncompromising owners' layout. A whole hull is devoted to her owner, the spare one accommodates 4 guests in far more than moderate comfort. With her aggressive bows, flat topped main and good looks – how's that!

## SWAN 46' MK II > SAVITRI

€199,000  
Northern France



The Mk II version of this iconic sisterhood, Nautor have built more of these yachts than any other Swan on earth. From 1994, she's with her second owner and the interior looks like it's just out of the box. Powerful sailing yet easy to handle, the Mk II is definitely the 46' to get your hands on given the chance.



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SWAN 53' > BELLA VELA

**US \$1,250,000**  
Caribbean



Super cool Frers Nautor from 2013 with a carbon spar and epic grey topsides livery. This owner has cruised her in the Mediterranean and the Caribs and she has behaved faultlessly. Her interior is all Nautor in classic teak and she is easily managed 2 handed. Of course she could also shine on the regatta circuit given only the slightest encouragement.

SWAN 56' > AKARANA

**£450,000**  
South Coast, UK



Immaculate German Frers with Carbon rig and a fab Hugh Welbourne t keel taking her dimension to a manageable 2.8m. From 2000, new decks 2014, new teak toerail and rig paint and sort 2012 by the lovely HYS. Pukka cruising layout which puts the cheque writers forward with 2 great cabins for family and friends aft. Watch her on our You Tube channel – we love this yacht.

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SWAN 441 > EARENDIL

**US \$99,000**  
Jamestown RI, USA



The 441 is a direct descendant of Ron Holland's legendary MARIONETTE, BIG APPLE and MANDRAKE, so sailing her is a wickedly rewarding experience. From 1979 with a lovely interior, she is an import from Blighty, spending the last 20 years cruising on the East Coast of the USA, and she looks very fresh today.

SWAN 44' MK II > DIRE WOLF

**US \$215,000**  
Westport CT, USA



German Frers and the Nautor bods in Finland in 1998, she is set up for uncompromising cruising in great comfort – and of course she sails beautifully. Now with her second owners, she crossed the Atlantic in 2000 and has spent the summers since, enjoying the wonderful cruising waters of the East Coast of the USA. Winters can be chilly, so she prefers to spend these tucked up in a nice, warm shed.

FARR 65' > ALBATROSS II

**£165,000**  
South Coast UK



Bruce Farr and built in Blighty in 1999, a robust and capable mile muncher that is just the ticket for adventure sailing. Coded to the hilt, she currently sails at MCA Category 2 but Category 0 is on the menu should you wish. Fantastic, well sorted and handsome workhorse with a modest ask.

AZUREE 46' > ROSHINI

**US \$335,000**  
Long Island, NY



#18 of this clever cruiser racer drawn by Rob Humphreys, and she comes with all the kit and caboodle for blue water. Passagemaking is a rapid affair – her time across the Atlantic was a speedy 16 days. Uber comfortable downstairs and the cockpit is also great with gin and tonic.



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## VOLVO OCEAN 65'

**From €650,000 + VAT Each**  
West Mediterranean

Offered for sale after 2 rapid circuits of our planet, both of which were accomplished with plenty of thrills but no spills; we offer 4 of these incredible speed ships whose maintenance levels and quality of built is of simply the first quality. Ask us about the options and griff around this offering.



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# BECOMING THE WILDCOOK



BY GARRY EVELEIGH  
PHOTOGRAPH BY KATE BLAIR

*The mole has been working very hard all the morning, spring-cleaning his little home. First with brooms, then with dusters; then on ladders and steps and chairs, with a brush and a pail whitewash; till he had dust in this throat and eyes, and splashes of whitewash all over his black fur, and an aching back and weary arms. Spring was moving in the air above and in the earth below and around him, penetrating even his dark and lowly little house with its spirit of divine discontent and longing.*

*Kenneth Graham, "The Wind in the Willows"*

Some things in life simply happen. There's no great intention, no carefully considered result and certainly no plan. Perhaps there is a bit of serendipity.

My interest in nature began at a tender age. I can't say exactly when, but I remember vividly while still attending junior school convincing my dear old mum that I could walk a brisk two miles to school on my own. The route took me along quiet country lanes and by great fortune past an irresistible fishing spot, hmm. My route should have taken just over half an hour but I was an inquisitive lad and there were things to see, the world to watch and so much to do. I'll never forget my first encounter with a wild animal; well, don't get too excited it wasn't exactly a tiger!

It was a gorgeous spring morning I was strolling along gazing about and listening to the wondrous sounds of nature when my eye caught a strange movement coming from freshly dug soil. A large embankment was aglow with a stunning array of primroses, violets and wood anemones and the earth was moving.... quite literally.

I approach very quietly. Something was churning fresh soil onto the bank. With curious abandon I didn't hesitate to investigate. My nose was within inches of the growing earthwork

when a ginormous black mole with huge pink feet burst from the oozing mound of soil. I froze and stared in utter amazement. So did he! Being a fan of "*The Wind in the Willows*", I half-expected my new acquaintance to wish me, 'Good Morning!' My new mole friend sniffed the air intently; likely got one whiff of me, then beat a hasty retreat back from where he'd come. I was blown away.

A little further on from Mr Mole's mound at the bottom of the hill flowed the Wainsford River. There was a pool on the left side of the bridge that was always good to catch a brown trout or two. Yellow wag tails bobbed their grey and yellow tails while catching insects and it was always a bonus hearing the shrill two-tone whistle of an electric-blue kingfisher flashing his way downstream. You could always hear them before you could see them, but if I was lucky I'd catch a glimpse.

On the others side of the bridge the strong current of winter floods had pushed up a huge shingle bank to create an island with the river flowing down either side. It was perfect...so off with my school shoes and socks and I quickly paddled to the island. On the downstream side of my newly conquered kingdom I quickly got to work scraping out my very own holding pool leaving a trickle of water to feed into the stirred up muddy water. My junior school engineering skills paid off and my pool was soon crystal clear. Now all I needed was to put something in it. The moving water on either side of my shingle island was perfect for catching lamprey. These eel-like primitive vertebrates have a green to blue back with silvery-white belly. They don't have a jaw or bones, instead a thorny row of teeth inside their circular sucking mouth and a spine of cartilage. To catch my quarry I had to wade upstream in the freezing water. The slippery customers were easy prey as they anchored themselves by suction to the stones on the riverbed; so by using both hands I swiftly scooped a handful of shingle with a few lamprey attached and bingo, they were in my holding pool. My feet turned bright red and numb and a dozen lampreys were looking for the exit from my freshwater aquarium. I was spellbound.

I arrived at school sometime around the mid-morning and was made to stand in the corner for being late. 'Hah, perfect', I thought; it gave me time to reminisce about my encounter with Mr Mole and relive my lamprey gathering!

My relationship with nature quickly grew from simple curiosity to complete fascination. I learned everything I could on a simple 'need to know' basis. Mother Nature was by far my favourite teacher and by the age of just twelve



I knew every bird and its song, the names of every wild flower, bunches of which I would regularly pick for my mum and I had discovered my favourite patches for picking field mushrooms. I was even earning my keep! By picking a bucketful of wild watercress I earned sixpence a week. Mum would make fresh cheese and watercress sandwiches to sell in our pub and my cut was a penny per sandwich. There I was twelve years old earning pocket money by doing what came naturally. I suppose it was my first big lesson in life and it felt like it couldn't get any better!

My enthusiasm continued and my childhood playground soon expanded. The marshes and estuary were just a short bicycle ride away and at low tide I could often be found digging ragworms that were used as fishing bait for catching flounder and sea bass. I would always keep my eyes peeled for tell-tale squirts of water from cockles living just below the mud's surface or gather a feed of winkles that were abundant. During the spring black-headed gull's eggs could be gathered from the saltgrass marshes that were cut off by each incoming tide and marsh samphire was easy pickings. I would never go home with an empty bucket and I'm still the same today. Some things never change.

At sixteen I became really mobile – I acquired my first motorbike. Up to this point the New Forest had been a destination for family picnics. Now it was just up the road from me. The wildlife was and still is amazing and over the last forty-five years I've explored virtually every acre of ancient woodland in search of wild mushrooms and other edible delights and along the way I have filled my mind with so much natural history of the region and its inhabitants. It still holds me in wonder and I'm still learning

I can honestly say that I know the best bits of the forest like the back of my hand. Of the two thousand or more varieties of fungi that grow in the New Forest my personal picking list is whittled down to just twenty or so and my top ten are the most delicious mushrooms that money simply can't buy.

Today, there are sections of woodland where large areas of mycelium lay hidden beneath the forest floor that produce fruiting bodies when conditions are perfect. These areas have grown and spread to three times the size, and larger, from when I first started gathering these wild delicacies all those years ago. I think this is proof in itself that the rumours of over-picking are a myth and that respect for nature and careful management is essential.

For more than five decades the New Forest, its outlying regions and foreshores have been my home, livelihood and wonderland. In all those years I've never tired of it and to this day, every time I drive my old school route, I still re-live my first encounter with Mr Mole and look to see if my shale island in Wainsford River is still buffeting the chilly currents.



GARRY FORAGING AT KEYHAVEN

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## BOTIN 65' > HIGH SPIRIT

€2,500,000 + VAT  
West Mediterranean

Stas Trasevski and King Marine where they know about building brilliantly in exotics in 2015. Apart from her striking good looks, she is well sorted and has the requisite kit for all types of regattas, cup collection and fast cruising. Little used so far and offered at a tithe of her replacement cost today.





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## WHITBREAD MAXI RACER > CJ LEGEND

€125,000 + VAT  
Northern Europe



The clue is in the name, from 1989 she is an iconic part of our recent maritime heritage with a great history and she is offered in full lines honours trim. Perfect for fun and furious, historic charter. She would be just the job for the Legend's Race – her name's already on it!

## 79' MAXI RACER > OURDREAM

POA  
West Mediterranean



Reichel Pugh and McConaghy in 1997 she has been totally reworked and refitted for both inshore and offshore regattas. She is the perfect platform for corporate work or alternatively, for simply having a blast. A recent serious pitstop means lots of new kit and thus the running costs are kept in check.

## 90' IRC MAXI > LA BETE

€500,000 + VAT  
South of France



Reichel Pugh and McConaghy in 2002 for line honours, masses of thrills yet no spills. Her main winches are hydraulic these days, reducing the gorilla quotient and taming this most excellent rocket ship. She's now ready for regattas the world over.

## 20M MAXI RACER > PHANTOM

€299,000  
West Mediterranean



Cuthbertson and Cassian in 1973, this yacht is an absolute gem. She comes with heart stopping good looks, sublime sailing and a wonderful story. Cherished, invested in and absolutely never put away wet, she is a bit special.

HH 42' > POWER OF LOVE

£199,950 + VAT  
 East Coast, UK



Judel Vrolijk space ship from 2015 of carbon made flesh by Hudson Yacht and Marine. Carbon rig, plenty of good cloth and she is terrifically quick. She has already collected a sideboard full of silverware and she is ready for more of the same.

81' WHITBREAD MAXI > ROTHMANS

€190,000  
 Stockholm



Splashed 1989, she is truly the stuff of which legend is made. Now available after a serious nautical makeover, great care has been taken to ensure that whilst restored she looks like she did on her day of launch. With new electronic wizardry, she is used for private sailing but would also be terrific weaponry for a charter programme.

WHITBREAD 60' > TOKIO II

€100,000 + VAT  
 Scandinavia



The stuff of which myth is made, Swarbrick and Marten Marine in 1993 for the Whitbread. History made she is now sailing and chartering successfully in Scandinavia. She participated in the 2019 Volvo Legend Race and now needs a new crew with whom her next chapter can be written.



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## BAY CLASS 64' > LADY POLGARA

**£149,950**  
East Mediterranean



With sweet lines and fantastic tumblehome by Robert Hundy, robustly built of steel in 1986, we know her and her capabilities well. Eddings fans will understand the importance of her name. She comes with a great deck saloon, and has been much updated in this ownership. She is very ready for more oceans in either warm or chilly waters.

## OYSTER 68' > OCEAN INDIES II

**£365,000**  
West Mediterranean



Unstoppable mile muncher from the crustacean people to Holman & Pye designs in 1991. Shallow keel, automated rig and a vast teak interior for 8 guest plus crew. Good decks, paint, genseat and structure. Huge potential for anything involving blue, white and azure waters and of course, to live the dream.

## DUBOIS 24M > COTTON BLOSSOM

**€675,000**  
New Zealand



Compact super yacht from the extraordinarily skilled board of Dubois and built Down Under to go far. Originally hatched in 1993, these owners have totally disembowelled her to rebuild and upgrade her from truck to keel. She comes with a fantastic deck layout, sail plan, deck saloon and fab engine room. For sale for a modest ask that does little to reflect her condition or the quality of the cruising grounds in which she is moored.

## BOWMAN 57' > ALERIA

**€75,000**  
Ireland



Iconic British yacht building with classic Holman & Pye lines, she looks good from absolutely every angle. Built in 1976, she has turned heads in every port she enters since then. Totally set up for blue water, she has taken these owners very many nautical miles. Over the past 12 months she has been reworked including new standing rigging and much else. For elegant, safe and special planet circuits.

FARR 60' PILOTHOUSE > SWEET CHARIOT

**£350,000**  
Lymington



Built to sail far, she's been there, done all that and has the blue water kit to prove it. From 1999, new decks last year, proper pilot house and deck-saloon too. Furling everything, a tardis below with no fewer than 4 cabins and the owners' stateroom heads even has a bath! Stacks of potential for Seven Seas sailing.

73' GIORGETTI MAGRINI > PACIFIC WAVE

**US \$499,000**  
Caribbean



Exceptionally easy on the eye as the Italians can in 1986, she is a powerful and capable mile muncher which she manages effortlessly. Many truckloads of splosh have been expended down the years to keep her looking this good, including facelifts at both Pendennis and HYS. Now chartering successfully in the Caribs – what a great way of life... alternatively a planet circuit is within easy grasp.

HALLBERG RASSY 36' > LAUDATE

**£130,000**  
Lymington



German Frers and the Rassyfarians for easy, mile munching and short-handed sailing. She comes with a furling rig and nice new Sanders Sails 2018. Little used, much polished, these hand crafted Scandinavian cruising yachts do exactly what it says on the tin – beautifully.

NAJAD 391 > ARIETTA

**£99,950**  
Lymington



Compact and very smart Najad from 1997, designed by the Swedes to cross oceans, her owners have equipped her highly to make this so. Nice furling everything, generator so the force is with her, and is in very shiny good shape. Perfect for a couple to do the world aboard.





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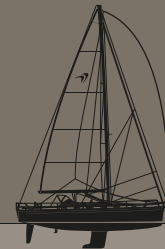
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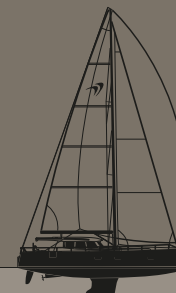
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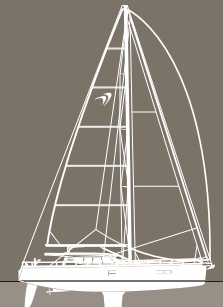
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## A damp garden shed, a lee shore and the schooner FORTUNA

BY BRIAN MAY

For those who know and work at Berthon, this iconic picture encapsulates the history of the Berthon Boat Company. From precisely 1875, the large shed in the middle of the canvas, now only a memory for many decades, was the Fortuna shed. It was given its name by the 366-ton schooner it was built to house - the largest yacht ever built by Berthon called of course, FORTUNA. It was also the original site of slipways dating back centuries, and where grid irons were laid down for careening the trading vessels for caulking or breaking them up at the end of their life.

The dock now known as the Fortuna Dock, to the south of Berthon today, was so named as the yacht would sit in the mud just there. A small wooden hut was situated on the common ground (now a park), where her captain could be found whilst the yacht was not in commission.

FORTUNA was built after the 1851 Round Isle of Wight Race, when an American schooner beat all comers and so it was that FORTUNA was built as a schooner.

Berthon has an extensive archive of records, paintings and artefacts that catalogue its long history as a Shipyard and the task of curator has fallen to me, and it is quite fascinating. When I took over Berthon, apart from the shed and the dock, very little was known of the mighty FORTUNA. We had relied upon an old sign stating the vital statistics of the yacht along with her owner, Sir Adrian Hope, whose deposit must have paid for the shed! Sadly, the sign was lost in 1982 when the great shed was eventually condemned. It was therefore an important gap.

Luckily, local yachtsmen Harvey and Richard Bagnall, who were often in touch with old Yachting Monthly articles and the like featuring Berthon, called one day to say that they were in touch with Tony Inman, great grandson of Thomas Inman - the master builder and designer who lived in Shipyard House adjacent to the shed. Thomas had bought the yard in the early 19th century, just after building the LULWORTH at Pylewell just across the river for his new patron, Sir Joseph Weld, founder of the Royal Yacht Squadron.



FORTUNA WITH BROKEN BOWSPRIT



Of course I was quickly in touch with him and invited him to Berthon and asked him to bring along anything that he had relating to the Inman period. He arrived with a half model of FORTUNA, and so Jack Gunstone-Smith, a first year Berthon shipwright apprentice at the time was appointed to take accurate measurements with calipers and replicate the half model in all respects. I imagine that another Berthon/Inman apprentice did much the same job off the line drawings over 140 years ago.

No more than 6 weeks after the model had been completed, a chap turned up at our reception. With a big frame, and standing tall, wearing jeans, and a smile he said 'I think

that I have something that you might like to see. I have a couple of pictures of the FORTUNA and I think that you built her'.

My heart missed a beat as I asked how he came by these pictures of this yacht most definitely built by us. The answer was that his great, great grandfather was gardener to the Captain of the FORTUNA and had been given them. He reappeared with the pictures which had streaks of water damage running down them and they looked very sad. They were living in his garden shed because they were too large to fit in his house and they badly needed restoration. Even today after being restored you can still just see the water marks running vertically down them.

They were fascinating and I could easily see what they depicted. FORTUNA is shortening sail and she has already broken her bowsprit. You can see she is off the back of the Isle of Wight on a lee shore. It looks like Shanklin Bay. In the second painting the crew have managed to deploy two anchors, the main mast has now broken, the rest of the sails safely below and her crew are in the dinghy rowing stern first into the beach to avoid getting swamped by the south westerly waves on their way home. I provided a few auction house catalogues to verify what they were worth in tiptop condition, and made a matching offer.

The first thing was to get them cleaned. Painted of gouache which, although popular for commercial artists and similar to watercolour paint, is opaque rather than transparent but it lasts longer than watercolour that fades with age, particularly if exposed to sunlight. The signature confirms they were painted by De Simone in 1886. I paid the chap in jeans, had the painting framed and they took their place next to Jack's FORTUNA half model.

Some 18 months later, in a Christies' catalogue, three paintings of the same FORTUNA incident were offered in oil. One of them had a hole in it. The other problem with them was that they weren't terribly good and certainly lacked the quality of their gouache relatives safely hung in Berthon's archives, but they were attributed to the same artist. ►►

FORTUNA OFF THE BACK OF THE ISLE OF WIGHT ON A LEE SHORE



Its speculation, but I guess that what happened is that Sir Adrian Hope, the owner of FORTUNA, commissioned the gouache paintings as a thank you to her captain for saving his yacht on that stormy day. He was a 19th century mover and shaker and would have wanted better paintings for himself, so it is likely that he commissioned De Simone to paint the incident for him in oil, thinking that he would get a higher class product. The flaw with this plan was that De Simone clearly wasn't an oil painter and was much more at home with gouache.

We bid for the oils of course, as I keep a constant look out for all paintings and artefacts relating to Berthon. However, I valued them at less than our lovely descriptive gouache paintings and we did not get them, and neither did they reach their reserve.

Of course had Sir Adrian commissioned an oil painter to capture these moments in oil, he would have had a very different sort of product to hang on his wall.

This is one of many stories of Berthon and our living archive to which we are adding and researching all the time. It is fascinating to compile the work of my family – we bought Berthon in 1917 and the Lymington Shipyard (ex-Inman's) a year later – as well as that of the many craftsmen that have worked here down the years. The story of the shipyard, where Berthon now calls home, can first be seen catalogued in the Doomsday Book and it is intertwined with the history of Lymington and the New Forest down the ages. The Inman family built cutting edge racing yachts here, the equivalent of the Maxi class today, and of course, the Reverend Berthon designed his collapsible lifeboat in 1855, from whom the business takes its name today.

There is always more to discover and this journey is one that is constant, rather like the business of building, refitting and maintaining yachts.

By the way, Inman had designed and built two yachts that competed in that 1851 yacht race, the ARROW and the ALARM; both were cutters but the ALARM (built for the Patron Joseph Weld) was lengthened by the bow by 20 feet in 1852 and re-rigged as a schooner, the AMERICA having set the proverbial cat among the pigeons. There was a pub in Lymington, at the bottom of the cobbles, called the ALARM and its name subsequently changed to the FORTUNA, no doubt as a result of the influx of so many craftsmen needed to build a 366 ton schooner. When you get down to it, then as now, where does everyone go after work?



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FRERS 60' > NAMAQUA

**£380,000**  
Lymington



The Mystic 60' sisterhood is special and this yacht took much from her sisters except, she was built at Blighty's finest – SYS. Mystics are beloved by their owners for their powerful sailing, practical cockpits and lovely, open sailing layout down below. Of course are also captivatingly good looking. SYS's attention to detail and beautiful hand crafted joinery make this yacht the most special of them. From 2000, the requisite truckloads of cash have been expended through life.

MYSTIC 60' > RED HACKLE

**€295,000**  
Northern Europe



German Frers and Ta Shing in 1989, she is the only member of her kind to carry a spare rig. Warm teak interior, and of course she is also very, very red. New decks of late, and many other updates for 21st century use, she offers rewarding sailing and row away appeal in spades.

CHALLENGE 72' > CHALLENGE BUSINESS 45

**£195,000 + VAT**  
West Country UK



Unbreakable from Devonport Yachts and Rob Humphreys in 2000, she and her sisters were conceived and built to match race around our globe against prevailing winds and currents – why would you do that?! Mission achieved, a mishap later, still a little battered by not cowed, she is structurally sorted and now needs preparing for Cat 0 and many more oceans.

CHALLENGE 72' > IRONBARQUE

**£450,000**  
Ensenada



Unbreakable tin one design from Rob Humphreys and Devonport in 2000 conceived and built to race around the globe against prevailing winds and currents. Famous as SAVE THE KIDS, she has taken her current family far and has been de-tuned for a more relaxed pace. Reinstatement to her more muscular first life is a week's work, she could do MCA Cat 0 if you wish. Rather under-priced.



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X-50' > MAXIAN

**£230,000**  
South Coast, UK



From 2005 #6 of the sisterhood, she was built for owners moving from an altogether heavier displacement sailing solution. On the wish list were a more easily driven hull and better light airs performance – she delivered. Thoughtful spec and can also put up a good account of herself on track days!

GP 42' > SILVA NEO

**€199,950**  
South Coast, UK



Potent weaponry for both IRC and ORC, she comes with all the kit and caboodle for both rules and has been significantly reworked to sail fast in the past 2 years. Felci and Decision in 2008. Her owner is keen to dispose, so offers please.

J-133 > HEPHZIBAH

**£175,000**  
Lymington



From 2003, all Rod Johnstone's designs look fab and offer solid and capable sailing which they manage at express pace. This yacht is a vinyl ester version and she is totally sorted for short-handed coastal cruising without breaking a sweat. Also offered in very slick good shape.

X-41' ONE DESIGN > GODSPEED

**€166,000**  
East Mediterranean



Niels Jeppesen and the X-Yachts team with ruthless efficiency in 2007. She's easily sailed 2 up, unless you prefer to bring a small army with you. Fantastic deck layout and down below, expect comfort and simplicity. This yacht is gleaming and ready for a regatta near you.

AQUASTAR 57' > KARDAMENA

£545,000  
Malta



Born in the rocky outcrops of the Channel that are the Channel Islands, where good sea keeping and total reliability are not a luxury. From 2009, with her first owner she is loaded with kit and caboodle from zero speed stabilisers, air con and twin gensets to variable thrusters – the list is far too long to sensibly note here. A fantastic and very under-priced clockwork yacht with a great pedigree.

HORIZON 62' > ISONDA

£399,950  
Lymington



Vision Yachts in 2003 with a brace of 1,000hp Cats and an excellent design delivering a light, soft ride, and she also has TRAC stabilisers. Immaculate interior, engine-room that could double as an operating theatre, enormous mid-cabin for the cheque writer – these are all the go in 2019. With her first owners, sparingly used, maintained to a standard not a price. Huge amount of clockwork yacht to the £.

53' ALTENA PASSAGEMAKER > CANICHER

£445,000 + VAT  
Lymington



She runs on fumes and comes with a range of around 5,000 nautical miles courtesy of her single 215hp Cat which has a wing engine for company. From 1998, a proper little ship still with her first owners, she has been immaculately fettled from Day One. Now offered with nice new topsides paint to go with her lovely, light and airy teak interior. She comes with 5 water tight bulkheads, plenty of insulation for cold or hot waters and awaits your pleasure.



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**NIGEL IRENS 63' CUSTOM > MOLLY BAN OF DUBLIN**

**€600,000**  
Ireland



Irens and Tuco Yacht Vaert in 2008, her low displacement length ratio delivers a super-efficient 14 knot cruise from a single 300hp Cummins without breaking into a sweat. Epic cockpit for deploying toys or big lunch parties, great deck saloon and driving in one. She even has a study with stove. Unique yacht for cruising, race-boat support or committee boat work, we love her.

**LOCHIN 38' > BONE IDLE**

**£127,500**  
West Country, UK



She originally splashed in 1987, conceived and built for all weathers. Through life she has had lots of investment – new drive train 2013, electronic widgets 2016 and so it goes. Built to commercial lifeboat standards with a remodelled interior that looks the business. A super safe cruising yacht that is 100% good to go.

**BROOM 450 > MIRIELLE**

**£349,500**  
Lymington



No nonsense clockwork cruising yacht from John Bennet in 2007 with twin 500hp Volvos. This owner took her back to her birth yard in 2018 for a nautical makeover of breath taking proportions. New decks, furnishings, aircon, electronic widgets, genset and stacks more. She is looking totally wizard – your diesel powered chariot awaits...

**AQUASTAR OCEAN RANGER 38' > LODSEN**

**£139,950**  
Lymington



Conceived and built for the gnarly waters of the Channel around the place of her birth in 2002, she is in shining good fettle. She also comes with everything that opens and shuts along with the kitchen sink. Along with all this come a couple of 285hp Volvos which keep her on the move, without fuss.

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# AT FERNS LODGE GARDEN - *Let them eat cake!*

BY SUE GRANT  
PHOTOGRAPHY BY © SARAH FOX

As I sit in the departure lounge of a well-known London airport, I am looking forward to my visit to a recently refitted bluewater cruising yacht that we have for sale. Travel is a constant part of an international yacht brokerage and at Berthon the air miles are growing as the business expands.

Visiting yachting centres large and small, understanding the yachts that we are marketing and working with owners and buyers to buy and sell in a fast moving environment is exciting, rewarding and all consuming. Our offices are open 7 days a week and the time zones that we work in make for long, yet fun days. Overall, it has to be up there on the shortlist for 'Best Jobs in the World'.

However, when not in the office, on the plane, or around yachts, I have another life that is just as much fun. It is one that revolves around foxgloves, ride on lawn movers, hard landscaping, bees, badgers, bats, salvia and very importantly – trees! Tucked at the end of a small country lane is a small lodge house, with half an acre of landscaped gardens and a further 3 and half acres of wild Victorian gardens that are in restoration. This is home.

The garden in restoration – also known as the wild wood, is a magical place full of wild life but of course, there is an ocean of work still to do. We have re-landscaped the top garden so that it opens into the wood and I think it is very cool. Sharing this special place is also important and in this I have been hugely helped by the lovely people from the **National Garden Scheme**.

A charity which gives to a swathe of amazing hospital charities – MacMillan Cancer Support, Mind, Marie Curie, Horatio's Garden and the Queen's Nursing Institute to name a few. There are 3,500 gardeners who open their gardens in the UK every year in aid of this great organisation, which in 2019 donated around £3m to the charities that it supports.

After a lot of preparation and advice from the NGS, this June my little garden and wild wood became part of their number! When the garden was accepted last year it was a thrill, by the turn of the year I was starting to think that I would need to be organised, and by February, a fair amount of panic had set in!





Opening the garden is the easy bit. I'm mad for gardening and happily potter around in the rain, in the dark and whenever I'm home, with Ghillie the lab trailing after me, normally with a tennis ball or worse at the ready and demanding that it be thrown. An opening for the NGS requires altogether more commitment. There is a car park to be found (field in my case – thank you to neighbour Cameron and his long-suffering polo ponies who had to share their paddock with my guests), the right number of chairs, tables and other stuff. Signs to put up and plants to be grown on and sold. With all of these, I had much help from friends and family, for which thank you all, but by far the biggest problem – in fact an enormous great heffalump in the room – were the cakes...

Yacht sales I can do, gardening, accounting, marketing and business pitches. Cakes are an altogether different kettle of fish. Just to make things more of a challenge, I decided that they needed to be Victorian recipes, all homemade and by the way; we were expecting over two hundred people on Saturday and on Sunday to come and have tea with us...

Sophie Higgs, Berthon yacht broker and cake maker extraordinaire was the answer with her fantastic lavender cake – and lots of them. My feeble attempts were also made to look very ordinary by lovely neighbours and friends making more – the last of them arrived, still hot from the oven being walked down the drive by their baker, just before we opened on Sunday.

My little Lodge house kitchen was Berthon in miniature with Berthon faces, lovely neighbours and friends all helping out selling plants, showing people around and making it all work...

Of course the garden is calmer now, the 240 people have gone, as have the industrial quantities of cake and dozens and dozens of cups of tea, all sold in aid of the NGS.

The entry fees and tea money have been counted and deposited at the bank. It was a good feeling to go to the bank with all that cash (I didn't know that there were that many 50 pence pieces on the planet) and have it sent off to the NGS.

The lazy seasonal cycle of bluebell to azalea, to camellia and rhododendron, to foxglove and to sweetpea meanders on. Poppies come and go and the wild flower meadow will be ready to be cut in August. Whilst all this happens, the sailing season hurtles on and the autumn boat shows in Cannes, Newport, Rhode Island and Southampton hove into view. Before them our Bluewater weekend, Cowes Week and NYYC 175th Anniversary Regatta are all on the programme.

However, just as we market and prepare for these events, with the days still long and hopefully sunny, there is another event which has some importance in my own calendar. The last UK bank holiday of 2019 is the time when my peaceful garden will again put its best foot forward and welcome all who are willing to come and enjoy the garden and wild garden, to wander, sit and ponder; and of course, to drink tea made possible by a rather alarming looking metal urn. I expect that they will also appreciate a slice of homemade cake.

My flight is called and I pick up the paraphernalia of yacht brokerage – cameras, DJI Osmo, phone and files. Time now to enjoy the best job in the world, away from the worry about flower borders, landscaping yet undone, potting on, and of course the imperative that by the time that the last week of August comes, I will have mastered the art of cake baking and will have an armoury of at least 20 immaculately prepared and ready to eat cakes...



TRADER 535 SUNLINER > LYDIA M

**£275,000**  
East Mediterranean



Capable and well-crafted cruising motor yacht with lovely teak innards, hatched in 2000. Totally sorted for the Mediterranean with bow and stern thrusters, air co, big RIB and a pair of 660hp Cats. Her owners' cabin would have pleased Marie Antoinette and her covered aft deck is inspired.

FAIRLINE 50' > GEMINI

**£199,950 + VAT**  
Channel Islands



Olesinski and great British yacht build in 2005, she still look bang up to date and this yacht is coded for charter and VAT qualifying should you wish to make her work for her living. D12 Volvos, she also comes with an incredible amount of space and berths for friends, family and the others... Versatile and well sorted motor yacht that's anything but overpriced.

SEAWARD 25' > TIME

**£114,950**  
Lymington



TT Boat Designs and the Seaward crew in 2012, the baby of the Nelson family, she also comes with all that great sea keeping, robust British build and rugged good looks enjoyed by her bigger sisters. Twin 110hp Yanmars, all the bells and flutes, this pocket blue boat is little used and perfect for our climatically challenged waters.

BOTNIA TARGA 31' MK II > TARANSAY

**£112,950**  
Lymington



No fuss, does what it says on the tin that is perfect for our damp, cool, wet, tide dependant waters. From 2007, her 225hp Volvos deliver up to 44 knots, and at her 30 knot cruise she powers through most stuff. Safe wide decks, good innards for being in a seaway, is fitted with zero bling and serviced to the nth.



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SLY 53' > STEVE WONDER 2

€295,000  
East Mediterranean



Lostuzzi and Sly Yachts collaborated to produce this very clever racer cruiser that manages both effortlessly. This yacht has an epic name to go with her! From 2008, of carbon, and at this sort of price can you really afford to go home without her?

SOUTHERLY 47' > LUMINOUS

£595,000  
Mainland Spain



Hatched 2012, from the variable draft masters Southerly, with sweet and very slippery lines courtesy of Stephen Jones. She also comes with a carbon spar, smart blue hull livery, warm teak interior and an electronics fit out of which the Starship Enterprise would be proud. All this and her ability to take to the ground, mean that she ticks masses and masses of boxes.

ISLAND PACKET 465 > DIRECT FERRY

£245,000  
West Mediterranean



Bob Johnson and the Packet people in 2007, she is still with her first sailor. Kitted to MCA Cat 2 at build, she has never chartered and has been used only for relaxed local cruising in azure Mediterranean waters. Her owner is a fussy spot so she is massively well detailed, much updated, re-widged and much polished. Perfect for blue water, compact for local sailing, accomplished execution and build from the USA.

GRAND SOLEIL 50' > MERRYLN

£248,500 + VAT  
Northern France



Recent and very fleet magic carpet that splashed in 2012, she was built for a most experienced owner, and the build was overseen by a very thorough surveyor whose name is legendary within our little yachting village. Fantastic specification, maintained to the nth and very ready now to be sold.







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# WATERCOLOURS, A GLASS HOUSE & CAKE DOILIES

BY SUE GRANT

PHOTOGRAPHY BY DAVID WISTANCE & JULIAN WINSLOW

Nestled on the Isle of Wight is an old Orchid House that overlooks the English Channel on the Southern coast - not so far as the crow flies from Berthon's HQ on the mainland. An extraordinary building, which has been totally rebuilt to make a comfortable and light filled home for David and Jean Firmstone. Their individual tastes both inside and out (it also has a stunning garden!) are clear, with the build of house and garden project managed by Jean. This remarkable place is also the studio and inspiration for David. He is a Turner Prize winner and past vice president of the Watercolour Society.

David started to paint at the age of eight when he had rheumatic fever and was unable to go to school for about 4 years. His mother made wedding dresses for a living and catered too. Whilst at home, his job was to paint the cake doilies ready for the big day of the moment. Instead of using a big brush and slapping colour all over them, David used a tiny brush, painting leaves and flowers, picking up the colours and details that he could see. They looked like paintings rather than humble painted doilies. When it was time for school again, he was so proficient with a tiny brush that aged 12, he could write with a brush. Today he experiments with many different techniques but the paintings are finished with a very small paintbrush, giving the paintings a graphic look, much like those doilies of his childhood. ▶▶

LEFT: ORCHID HOUSE

School was followed by Art College at 16, and that year he won the National Exhibition of Childrens' Art. The £500 prize in the 50s was a great deal of money. From there it was on to teaching art and a teacher-training diploma. By the time David got his diploma he had been teaching for around 8 years but needed the graduate qualification to enable him to advise on art. It's probably fair to say that from the doilie painting aged 8, art fascinated David and it was all that he ever wanted to do.

David's favourite subject has always been the coast, and he has always painted seascapes and landscapes. The reason to rescue Orchid House and make it a home and studio was because it offered both. Originally, a Victorian building - this heritage remains with it yet it

is now a contemporary space and light floods in. It has been great for David's painting, giving him a studio in the basement and another just 200 yards away, at Binnel Studios, where the old Isle of Wight Glassworks once stood.

Orchid House is also a great venue for exhibitions of David's work and a friendly place for clients to visit. There are the occasional commissions like an 8ft x 6ft painting, which was recently completed for clients on the island who saw a picture that David had painted for Jean of the garden and wildlife all around, and they loved it so much they asked him to paint something similar of their garden.

However, mostly David paints what he likes and then sells it afterwards. ▶▶



DAVID AT BINNELL STUDIO





ORCHID HOUSE FRONT LAWN WITH THE ENGLISH CHANNEL IN THE BACKDROP



TOP: GARDEN SCULPTURE



BOTTOM: FRONT ASPECT OF ORCHID HOUSE WITH BASEMENT STUDIO

The world has changed and he has not had an external exhibition since 2016, as the internet has become the selling medium for his paintings – that of course – and those who visit the lovely Orchid House to see his art live.

David is a past winner of the Royal Watercolour Society's contemporary water colour competition and having won this he was asked to join the society, going on to become the Vice President. It is a dynamic organisation, which schedules visits to other countries, and David has travelled with them to Italy and India with other members all of whom are accomplished watercolourists. As a result of his visit to the Paper and Watermark Museum in Fabriano in Italy, he was asked to submit some work, winning second prize which included an exhibition there. So in 2016, he took 40 paintings to Italy. A lot of people from the island and Hampshire travelled to see them and that was his last exhibition, before the internet and the charms of the Orchid House replaced external exhibitions as the way to sell his paintings.

David won his Turner Prize in 2013, awarded in memory of the romantic artist J M W Turner. The award is made annually to a British based artist in recognition of an outstanding exhibition. It is the Formula One of art and it is a very big deal. For David it brought massive coverage in the national and local papers, all of which was welcome as well as the satisfaction of a job well done.

At the moment, David is busy in the studio working on a series of small paintings which is unusual for him, for display at a local exhibition at the Binnel Studios this summer. Things do not stand and technique is critical to his aesthetic. The search for new technologies is constant using tempera, watercolour, oils and gesso that make wall like textures with a sander. The paint is then scratched and gouged until the surface replicates the way the land has been layered over eons. Some of the compositions are started with pouring paint, which runs across the surface and stains it. David can never quite remember exactly how he approached his last painting so every painting is a fresh beginning bringing with it the act of learning to paint.

Of course the pictures are remarkable, and the setting. David's paintings continue to be produced and sold and each one is unique and fresh. The secret David says, is to work every day. It is important to him that he does something every day to keep busy. He says *'if you stop it is actually quite difficult to start again, so the key is to keep on painting my very large ones and finish off with the tiny paintbrush or sander and work on today's painting as if it were your first doily!'*



TOP: DAVID'S PAINTING WHICH WON HIS TURNER PRIZE - ST LAWRENCE TREES

BOTTOM: DAVID'S PAINTING - LOVE GARDEN





DAVID'S PAINTING - WHITECLIFF BAY, PHOTO © DAVID WHISTANCE



DAVID'S PAINTING - RIVERBED FRANCE

## ARCONA 430 > TRUE HEADING

€340,000

Palma de Mallorca



Jolly sharp Scandinavian performance cruising yacht hatched 2011 that is still cherished by her first owner. Sailed in her stunning home waters from Day One, she spent the winters slumbering in the comfort of a covered shed. 2016 saw her make passage for the azure and warm waters of the Mediterranean and she has cruised and regathered there since. Big spec, nice non-deck decks, lovely interior, good to go.

## DUFOUR 405 GRAND LARGE > BLUESBREAKER

£95,000

Lymington



Comfortable coastal cruising with a large heart, she could take you much further with the requisite blue water caboodle. From 2012 she has holidayed on the French Riviera so she already has all the gear for warm water. She comes with 3 good cabins, great sailing and a seriously modest ask.

## FANTASI 44' PILOTHOUSE > ROSE SALTER

£249,500

East Mediterranean



Occasionally a very special yacht is born which becomes the benchmark by which all others are judged. The Fantasi 44' is one such yacht. With her sweet lines, deck saloon, practical hand-made interior and lovely aft cockpit she is epic – did we mention the great sailing? Of semi-custom build, the build run was small. This yacht from 2002 is fully uprated and re-fluted. Blink and you could miss her.

## MOODY 45' CLASSIC > JANIQUE III

US \$370,000

Stratford, Connecticut, USA



Full fat Bill Dixon from 2014 with a warm mahogany interior and fab flexidecks – 100% guaranteed that they will never wear out! Great volume and good design downstairs makes her infinitely liveable, to go with the easy sailing above stairs. Her home port is opposite the Manhattan skyline – how cool is that!



# Rustler

Rustler 57 | Rustler 44 | Rustler 42 | Rustler 37 | Rustler 36 | Rustler 33 | Rustler 24



comfortable  
easy  
performance



Rustler yachts are renowned designs with legendary capabilities. We don't pursue the new or different merely for the sake of it. Our goal is to produce attractive individual yachts that are a pleasure to own and sail.

Beautifully handcrafted in Great Britain, each yacht has a distinctive in-built elegance that is unmistakably Rustler.

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Beautiful yachts, beautifully built

ISLAND PACKET 420 > FORTUNAE SUAE

€110,000  
Greece



Robust and well sorted Robert Johnson design, with well-crafted and thoughtful build from Island Packet in 2004. These yachts are greatly appreciated on their side of the pond, and with their large airy interiors, great cockpits, good deck layouts and attention to detail, it is easy to see why. Now positioned in the best sight-seeing spot on the planet, for the acropolis take the next left..

SWEDEN YACHTS 45' > YOSHI

£245,000  
West Mediterranean



Peter Norlin and the Sweden Yachts crew, now sadly disbanded, from 2003. We love these yachts for their easy powerful sailing with self-tacking at the front and big manageable mains – this one has in-boom; great cockpit layout, easy access below and great spacious innards. They were light years ahead of their time and look very current today. This yacht is well loved and comes with a very friendly ask.

MAXI 1300 > BUZ TOO

£260,000  
South Coast UK



Handsome Pelle Petersen, the dark blue hull livery and great build are the work of Maxi Yachts in 2007. Her helm is guaranteed an ear to ear grin – she hurtles given half a chance. Her current, original owner has grossly overspent which will delight her next sailor – new engine, bottom, charging system, rig sort and lovely Vectran sails. Very cool.

ELAN 434 > KUTA OF CARRICK

£119,500  
Lymington



In 2006 from the Elan stable she has a phenomenal spec for blue water and has done a bit of that with these owners. Also spacious and perfectly formed for local coastal cruising, but of course it's nice to have all that electronic wizardry, generator and all those lovely spares.



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## GALLANT 53' > HUCK FINN III

€150,000  
East Mediterranean



Van de Stadt and the iconic Tyler Boat Company in 1972, her sisterhood were immortalised forever by EXPRESS CRUSADER, one of their number, who sailed with Naomi James around our planet, solo. Refitted in 2017 for more of the same as you wish; we ask very little for such a great history and capability.

## MALO 42' > ROULETTA

€180,000  
Ireland



Superb Swede with the cockpit in absolutely the right place – at the back. From 1996 she comes with furling everything as well as all the kit and caboodle for spirited planet exploration and deep blue water. Very well preserved and altogether excellent magic carpet material.

## BOWMAN 40' > QUIVER

£89,500  
South Coast UK



The very first of this iconic class to splash in 1987, Chuck Paine provided a design with moderate draft and good sea manners which has taken Bowman 40' owners to the ends of our planet. She is only now with her second owners and she looks forward to news of her sailing programme and the adventures that she will share with her third owners.

## SWEDEN 340 > THOR

€59,950  
Ireland



We bring you Asgard's finest from 1988, she is a much loved yacht with sorted decks, new engine and a lovely wardrobe of recent North Sails. She comes with epic build, fantastic sailing performance and plenty of row away appeal. At this price, there is absolutely nothing not to like.



## OF COOKIES, PEPPERIDGE FARM & THE BUSINESS OF YACHT BROKING

Bill Rudkin from Berthon USA, an accomplished sailor, has been yacht broking for many years. A key part of the Berthon team, his family weren't always so connected to the sea. Most of us will have heard of **Pepperidge Farm** and many of us will have tasted their cookies which are arguably, the best on the planet. This extraordinary business was started by Margaret Rudkin, business woman, incredible cook, single minded influencer and grandmother to Bill and his siblings. Bill dug out this article written by her about how it all started.

So how come Bill isn't in the cookie business? Well, you'll just have to ask him yourself. As he says, that's just how the cookie crumbles.....

### THE FIRST TWENTY-FIVE YEARS BY MARGARET RUDKIN

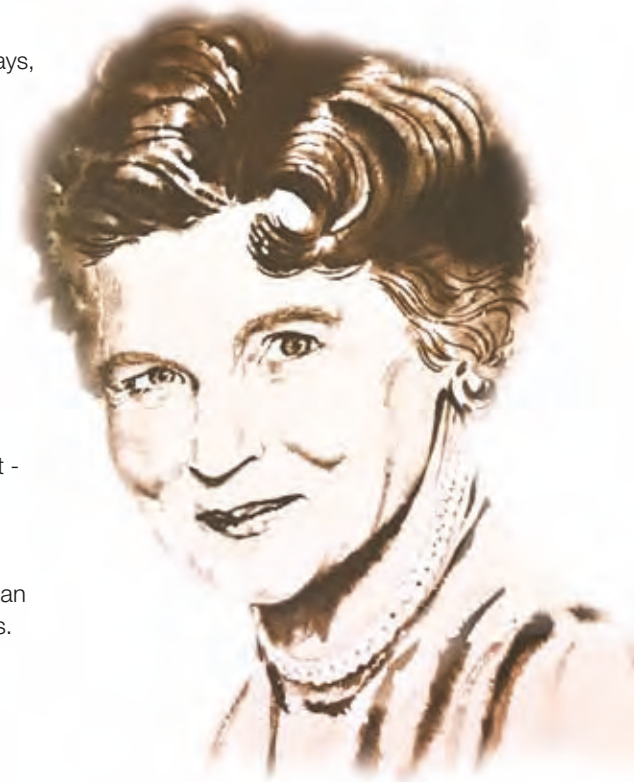
#### INTRODUCTION

In all the twenty-five years since "that hot August day in 1937" when it all began, Mrs. Rudkin hasn't taken the time, until now, to sit down and write the wonderful story of Pepperidge Farm. Other people have written about it in magazines and newspapers, or talked about it on radio or television. For people everywhere have been interested in the housewife who, as one newspaper columnist put it, "stayed in her kitchen and turned it into a big business."

We asked Mrs. Rudkin to write her story herself for the Twenty-Fifth Anniversary Issue of The Conveyor, and here it is. A scoop for The Conveyor and a very first printing of "M.R.'s" own account - a "few of the memories of the hard work, worries, excitement, and just plain fun that were a part of those days."

#### IT BEGAN WITH AN IDEA

Once Pepperidge Farm had become large enough to make its mark in the business world, I began to receive requests to speak to various groups of businessmen and women and to college students. The subject, of course, is always how a woman, starting in her home kitchen, achieved a large and successful business.





On those few occasions when I have accepted such invitations, I have had to tell these groups that the business I started 25 years ago was probably started in a way in which a business should not be started - by a woman with no manufacturing training or experience; with no marketing training; with very little available capital.

I tell them that Pepperidge Farm started in my home kitchen in 1937 with just one idea: producing a top quality food product. And that with complete concentration on this idea, and with great good luck and wonderful people to work with, we were able to build up our business.

These businessmen and women agree with me in thinking that if I had talked to experts in our line of business in 1937, I would never have begun. A business expert would surely have said that without experience, without ample available capital, no one could successfully enter the food market with one of the oldest and simplest articles in man's diet - a loaf of bread.

Because of this seeming contradiction, they are always fascinated with the story of how we have grown:

From a production of 100 loaves a week to over 1,000,000 loaves a week.

From two girls to about 2,000 men and women today.

From one delivery boy to about 500 men who distribute our products.

From the kitchen to 250,000 square feet of space.

From a payroll of \$24 a week for two girls to approximately \$8,000,000 this current fiscal year. From sales of about \$20 a week to a rate during our last fiscal year of about \$40,000,000 a year in all items.

My explanation for this extraordinary growth is simply that Pepperidge Farm products are the best of their kind in the world. And, also, that we have had such marvellous teamwork among all our people from the very beginning.

I believe that success is often the result of accidental circumstances and the opportunity to take advantage of them. My accidental circumstance was my interest in proper food for children, and the opportunity to take advantage of it lay in having had space and facilities to work with, and a ready name for products from Pepperidge Farm.

In 1929, when we had built our house at Pepperidge Farm in Fairfield, my husband had also built a large garage and a large stable for his polo ponies. But in 1932, after a bad riding accident, polo and riding had to be abandoned and we had lots of empty space to use.

I could not convince myself that I wanted my children to have the only kind of bread commercially available in 1937. I wanted them to have the old-fashioned homemade bread that I had eaten when I was a child so I began to study about wheat and flour. I talked to doctors and learned that the old-fashioned unprocessed stone-ground whole wheat flour was rich in Vitamin B and in calcium and was the perfect grain for growing children.

So I decided to bake some whole wheat bread using stone-ground whole wheat. Why not? Although I had never made a loaf of bread in my life, women the world over had



MARGARET ORDERED STONE GROUND WHOLE WHEAT FLOUR FROM THIS MILL IN SUDBURY, MASS.

baked bread for thousands of years. I could learn.

First I had to find a source of supply for the flour which was difficult since this flour was available only in a few places. There was very little demand for it. Whole wheat bread is not as popular in the United States as white bread. For my first experimenting, I bought some whole wheat grain from a feed dealer and ground it in a coffee grinder. This produced pretty crude flour but it did for a beginning. I later found that there were some old-time gristmills operating here and there and I was able to buy stone-ground whole wheat.

I got out all the cookbooks I owned, read the directions and started in. That first loaf should have been sent to the Smithsonian Institute as a sample of bread from the Stone Age for it was as hard as rock and about one inch high. The trouble was I had never before used yeast which needs careful temperature control.

Today in America most women don't bake bread and perhaps don't realize how much trial and error there can be in learning. Slight variations, nearly impossible to detect without long practice, in the quantity of the flour or yeast, in the temperature of the water, in the timing of the first or second "rises," or in any of several other factors can ruin a batch of dough.

I have read in newspapers and magazine articles written about Pepperidge Farm that I had learned all this from my grandmother when I was a girl. I often wished I had! I had had a grandmother who was a wonderful cook. But I never saw her bake bread herself. Perhaps I inherited from her the intuition and zeal that kept me at it until I was able to make a loaf of bread that my family enjoyed. I didn't want to have to say to my children, ►►

"You must eat this because it is good for you."

Pretty soon the only bread we were eating was this homemade whole wheat.

When I told our family doctor I was making bread from stone-ground whole wheat, he wouldn't believe me. He said it would be too coarse and I would have to add white flour to it. To convince him I brought him some samples and told him exactly what I put in with the flour-butter, whole milk, honey, and molasses. He was indeed convinced and immediately wanted to order some for himself and his patients.

This is actually the moment the door opened on a new and fascinating life for me. Naturally, I was gratified at his response. In deciding to go along with his suggestion, I unwittingly started a business - a business that was to become the great Pepperidge Farm of today.

### TEARS IN A HOME BAKERY

The enthusiasm of our family doctor and his patients for my bread resulted in repeat orders. Since this bread, so important to basic nutrition, was not available anywhere else, I decided to produce it for other doctors and their patients. Armed with a letter from our own doctor, I approached several other medical men. Before I realized what was happening, I had a sizable mail order business on my hands.

My only assistant was Mary Ference who up to that time had never baked bread either. There we were, a couple of amateur bakers, mixing and kneading and baking those hot August days in 1937. When the loaves had cooled, we made neat little packages to go by mail to our beloved customers.

There was no bloodshed, but plenty of "sweat and tears" for it was the hottest summer I ever remember and the tears flowed when a batch of dough just didn't come out right and had to be discarded after all our toil and trouble.

That first girl, Mary Ference, will celebrate her twenty-fifth year with us this year. Soon I employed her sister, her brother, her sister-in-law, her cousins. At one time, ten members of the Ference family were Pepperidge Farm employees. Some of the girls married, but there are six of them with us now.

Now all of this couldn't continue in my kitchen, so we moved into one of our farm buildings.

There was a great deal of unemployment in 1937 and we were given permission by the town to have a



THE FIRST LOAVES: RAISIN WHOLE WHEAT, WHOLE WHEAT AND WHITE

little business there in a residential property because we were creating jobs.

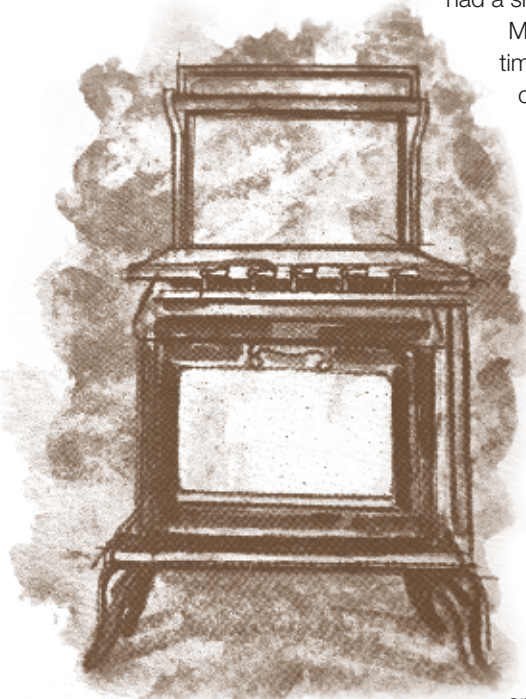
So we moved into the garage. I walled off some space and made a nice room about 20 feet square, painted it pale green, hung up some curtains, put linoleum on the floor, installed a few pieces of equipment. I didn't expect it to get any bigger and wouldn't spend a dollar if I could help it, but just used odds and ends I had in the house.

I had a small gas stove in which we could make eight loaves at a time, an old table, a few mixing bowls, the old baby scales brought down from the attic to weigh the dough, a few bread pans, and a few wire mesh trays for cooling the bread. All these objects are now in what we call the Pepperidge Farm Museum.

On we went with our small mail order business and were soon using all the space in the garage. Suddenly we found that we were developing a demand locally. It had started with friends and neighbours and was growing. So why not find an outlet in a grocery store? Naturally, I started with our own grocer in Fairfield, whose shelves always include the best food lines available.

I took a basket of freshly baked whole wheat bread and drove into town. I asked the grocer if he would like to sell my bread. Regular commercial bread was then selling at ten cents a loaf and I calmly announced that the price to me was twenty cents and that he could sell it for twenty-five cents.

Recently he told me that he had thought I was just plain daft that day, but that I was a good customer and he didn't want to tell me that no one would pay that price for a loaf of bread.



THE FIRST STOVE TOOK EIGHT LOAVES



But I had thought that might be his reaction, so I had come all prepared with some butter and a bread knife. I sliced up a loaf, buttered the slices, and he and the clerks there sampled my product. The look on their faces told the story. They all just reached for more and said, "Well, that's bread." I then gave my well rehearsed sales talk about the ingredients I used and the high quality of the product, and left my loaves. Before I got home my grocer friend had called to say he was all sold out and wanted more.

Within a week people were talking about this new kind of bread and every grocery store in our neighbourhood called and said they would like to sell our homemade product.

By October of 1937, we had five or six people working in this little building on the farm and made about 100 loaves a day. Josephine Hoyt, another one of that 1937 group of women, is still with us today.

Up to November of that year, we had made only whole wheat bread, but by then I thought there was also a market for fine quality old-fashioned white bread for those people who preferred it to whole wheat bread. I decided to use only unbleached white flour for this loaf. Now none of the commercial bakers were using the unbleached white flour because it must be aged slowly before being ready for baking. The chemical bleaching process had come into use because the bleaching not only made the flour super white, but changed the baking quality of the flour in some way that eliminated the time needed for aging.

With the creamy-colored unbleached flour, I used only honey as a sweetener, Grade A butter, and fresh whole milk, salt and yeast.

By this time our New York mail orders had grown to a size that was difficult to handle. I went into New York one day and walked into a famous food speciality shop.

My husband had always said, "When you want something, go right to the top man." So I asked for the manager. The manager came out, looking rather skeptical to see a woman with a package under her arm, another package in one hand (quarter pound of butter), and in the other, a bread knife. I was petrified with fright and he probably was also when he saw my knife -but I told him about my homemade bread, and the doctors' patients who were ready-made customers that I could send to him. He still looked skeptical.

But I said, "May I give you a sample?" So we went into his office and I cut a slice, buttered it, and gave it to him. As soon as he had tasted it he said, "My goodness, why that is just the kind of bread my mother made me when I was a boy."

So, of course, I was in! Then he said indeed he would sell it and he ordered twenty-four loaves a day. I said I would tell the mail order customers to come to the shop and get their bread there.

I went across the street to the Grand Central, got on the train, started home just delighted with myself. But on the train I got to thinking, my goodness, he said to get twenty-four loaves to him early tomorrow morning - how am I going to do that? Then I thought, it's all right - don't I have a commuting husband? Who goes on the train to the Grand Central Station every morning?

And what were a couple of packages between friends? When I reached home, the girls and I made the bread, packaged it, and I hid it behind the door. I didn't tell Mr. Rudkin anything the night before, but just as he was about to leave in the morning, I said: "By the way, Henry, won't you just take this little package (of course it weighed 25 pounds) into the Grand Central and send it across the street to my new customer?" There was no time to argue or he would have missed the train, so off he went with the package.

For several weeks he and the package got on the club car in Fairfield, got off at the Grand Central Station where a porter met him and for twenty-five cents took the package across the street. Each week the order increased. Well, it was all right for two packages and two hands. But when we got three packages a day, what were we going to do?

Then we discovered that the Railway Express people are really in the business of delivering packages. And we started business with them.

### WE SURVIVE THE WAR

So now that we had discovered the Railway Express Company, our shipping problems came under control. Actually, we eventually became their largest less-than-carload shipper.

We had our local business, our business with specialty shops in New York City, and our mail order business and were managing to produce enough to keep up with it. It seemed to us like some kind of miracle that we could have developed this thriving little bread business while the country was still in the depths of the depression.

But I guess it was never intended that Pepperidge Farm should stand still very long. In fact, we hardly had time to catch our breath before an unexpected turn of events blew our production schedules right up through the ceiling of my garage-bakery.

It began when a neighbour stopped by and offered to set up a bookkeeping system. I agreed that it was time for this to be done since the loose pages I worked on at night after a day of bread production and shipping problems were not very businesslike.

So I said, "Fine, how long will it take?" "Oh," he said, "about half a day."

He finished the little bookkeeping set-up for me and as he was about to leave, he said, "I think a store I know would love to sell your bread."

Hardly taking the time to look up from a mixing bowl, I said, "Fine, take some samples with you": So off he went. He came back in the evening so excited he could hardly talk. Because he had opened ten stores.

Which was awful for me, because how was I going to make the bread? And he was raring to go the next day too, so I said, "Well, all right, go ahead, ►►

I'll employ you as a salesman."

We opened 1,000 stores in towns west of Fairfield, one after the other, without one real refusal! One store manager, who turned us down at first, had so many requests for the bread that he called in an order a week later.

Introductions were made by following my method of buttering a slice of bread for the store manager to taste. This usually met with the same response - it was good, in fact, he hadn't tasted bread like that for years. But these were depression days, he never failed to point out, and we were offering him a loaf of bread that cost twice as much as commercial bread.

If a customer happened by, she would get a slice too. More often than not, she plunked down a quarter right then and there and walked out with a loaf of our bread much to the amazement of the store manager. At that point, it was easy to convince him to try it.

When we appeared on the market, there was nothing like our product. Today we have many imitators, but I suppose imitation is the greatest form of flattery and I believe competition is good for us. It prevents complacency and keeps us alert.

When one girl and I were making about twentyfive loaves a day in my kitchen, I took the bread to the grocery stores in Fairfield and Westport myself, collected the cash, picked up the stales, and got back to the farm in time to clean up. At night I did the bookkeeping. Later I had a boy to relieve me of the delivery chores.

We had bought our first electric mixer, a kingsize kitchen model, when we were making about twenty-five loaves a day. Up to that point we had mixed dough in hand-turned mixing pails. When, in 1938, we were making 700 loaves of bread a week, we purchased two large commercial mixers. We now had a real business on our hands!

On January 26 of 1938, I had a crew of five regular employees plus two high school girls who came in after school to wrap bread. Our total payroll per week was \$92.37.

In 1938 there was still no maintenance, receiving, or trucking organization. I still carried the burden in these areas. In fact, it wasn't an unusual day at all when I would be awakened at 4:30 in the morning on some shipping problem. It wasn't unusual either for Mr. Rudkin to check equipment at six o'clock in the morning before leaving for his office in New York City.

But now as grocery store sales began to snowball, we had to make strenuous efforts to keep up with it. And the bread we sold in local areas had to be distributed in a more businesslike way than in my little car.

In 1938 we bought our first panel truck, a brand new one-half ton Dodge. I drove it myself from Bridgeport to the farm as proud as could be. We then began a real distribution system.

We still ship bread to stores in areas where we do not have distribution, but most of our bread and roll deliveries are made by distributors. The bread and roll distributors do not handle the cookies because of the difference in shelf life. We have cookie distributors who handle cookies only. Our Frozen Food Division distributes through food brokers, each of whom handles certain products for established companies.



HAND WRAPPING BREAD AT THE FARM. WRAPPERS WERE HEAT SEALED



IN 1938, EVERYTHING WAS STILL DONE IN ONE ROOM AT THE FARM



By 1940 we needed far more space than we had on the farm. So we rented the Connecticut Avenue Plant in Norwalk intending to stay there just for a year while we drew up plans for a real bakery, found the right piece of land to build it on, and so forth. But the war came along and we had to stay in those buildings until it was over. And it was torture because they became too small as we grew. It was completely inefficient, and really a headache.

Of course that war period would have been torture wherever we were. Serious ingredient shortages began and I was faced with the decision of either lowering the quality of our bread or limiting production. I chose to limit production if necessary and feel it was the right decision and a fateful one.

But those ingredient shortages! There were times when Mr. Rudkin had to comb the country via the telephone for one drum of sugar syrup. On one occasion it had to be shipped half way across the country. When we couldn't get butter, we used heavy cream. One full quart of real heavy cream as a substitute for one pound of butter. This contained the same amount of butter fat and we used it although it cost the company \$1,000 more a week.

Obtaining sufficient help was another serious problem during this period. The country was now booming with war-time prosperity, wages were frozen for non-defense businesses, and at Pepperidge Farm the help shortage was at times critical. Those days often found me out of my office and in the mixing or kneading room with sleeves rolled up.

Amazingly enough, production was not curtailed. But the days were anxious and very very hard! We all worked hard - everyone. One of the most frantic times I remember was the move from the farm to Connecticut Avenue. We had to do this without interrupting production schedules. Even Bill and Hank, then fourteen and sixteen years old respectively, were enlisted - especially when we were installing equipment. They could crawl into places the rest of us couldn't reach. The installation work went on for three days and three nights non-stop, during which time we took down the two Allen ovens at the farm and set them up again in the Connecticut Avenue Plant.

In 1947 we moved into our Westport Avenue Plant in Norwalk. This move was less hectic since we had more help and new equipment. But getting the new equipment in and installed was not without pressure and anxiety. For example, we had ordered a huge milk storage tank which was to be the pride of our mixing room.

The manufacturer kept postponing delivery until our purchasing manager was nearly distracted. As I remember it, I was determined that the tank be on display the day we opened the new plant for public inspection.

During the afternoon before opening day, we were informed that it would be delivered at five the next morning - in time to be installed before our guests arrived. Our purchasing manager was in Bridgeport at 5 a.m. to meet it. The installation crew stood by at Westport Avenue.



MRS. RUDKIN PROUDLY DISPLAYS HER 500,000TH LOAF OF BREAD ON MARCH 17, 1939

Sure enough, the truck drew into the Bridgeport truck depot right on schedule and the driver called out to him, "Well, we made it." He then jumped out and opened the rear door. Lo and behold! There was no storage tank. The driver had picked up the wrong truck! So we opened without the new tank.

I had stayed awake nights thinking up plans for this new bakery. It was a tremendous satisfaction the day we started production there.

And it marked the end of ten long years of "making do" - of constantly struggling against the odds of second-hand equipment; production areas laid out to fit the building instead of the other way around; and too little space.

We could now go after more business and we did. We established real departments; increased our executive staff and our sales staff.

And we began to dream up new products.

NAJAD 332 > JOYA

**£109,000**  
Lymington



From the Najad stable in 2005 she is full of clever and thoughtful touches incorporated by these owners for comfortable, long legged cruising. The little sister of the Najad fleet, she is none the less a full fat Najad and full of great build, epic joinery and good systems. Her aft cockpit is absolutely in the right place.

SAARE 41' AC > SAARENA

**£239,000**  
Lymington



Karl- Johan Strahlmann provides a classic line which belies the modern hull design. Easy to handle, she can also get a serious shift on. From 2012, she has been only modestly used by her current, original owners, 'though their elbow grease is much in evidence. Splendid cruising yacht – just add water.

JEANNEAU SUN ODYSSEY 40' > SEA BREEZE

**£45,000**  
Lymington



Coded to the hilt by the lovely MCA, she has her 5 year ticket and is good to go. From 2001 she would be perfect for more sailing training. She would also love to be a family yacht, and has been prodded, poked and tested to make sure that she is safe and secure for the adventures that you plan.

BENETEAU BRUCE FARR 50' > SEGUE

**US \$165,000**  
Boston, USA



First by Farr in 2000. She comes with a modest 1.8m draft which is perfect for her current cruising grounds as well as cavernous innards and a proper cockpit. She sails like a train on tracks courtesy of her linesman and has an easy furling rig. At this price why on earth wouldn't you?



UK OPEN 7 DAYS A WEEK

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# BERTHON

INTERNATIONAL YACHT BROKERS

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[www.berthonusa.com](http://www.berthonusa.com)

## SAGA 43' > FAIRTIDE

**US \$168,000**  
Jamestown, Rhode Island



Capable Bob Perry design, she first splashed in 1998. Conceived and built for couples to circumnavigate our globe aboard, she is kitted up to ably handle Mother Nature's tantrums. Very well sorted and good to go, her price tag is appealing modest.

## HINCKLEY SOU'WESTER 50' YAWL > SPIRIT

**US \$250,000**  
Portsmouth, Rhode Island



## HALLBERG RASSY 31' > SPUTNIK

**US \$95,000**  
Stonington, Connecticut, USA



Compact and bijou cruising yacht from Sweden in 2005, she punches well above her weight for capability and comfort. Never left outside in the winter time she is perfect for the glorious East Coast cruising grounds with their iconic harbours. Down below the Swedish craftsmanship and build quality is easy to see.



Evergreen, modern classic from one of the best shipyards on the planet, she first splashed in 1979. For all that, her paintwork sparkles, her canvas is crisp and fresh and the electronics are all 21st century. Enjoy the marriage of tradition with the best that modern technology can provide. Of course the head turning is also included in the modest price mentioned here.

## SEALINE F43' > PROMISE

**£124,950**  
Lymington



Tom Murrant's board in 2000, Sealine have produced a series of yachts down the years all of whom have put the Doctor's tardis to shame. This yacht has a great 2 cabin configuration, low hours and is by the way, very shiny. Usable and versatile motor yacht for the modest figure asked.

## CRANCHI PELICAN 32'

**£64,500 + VAT**  
Lymington



Still with her first helm from 2006 she comes with twin 225hp Volvos which give her plenty of oomph. It's hard to believe that she's only 32 feet, there is stacks of space both above and below decks, and the widget list is long. Perfect for island hopping, fishing or simply hanging out at the weekend. Much polish has been applied through life.

## TRADER 44' > SALTPETRE

**£180,000**  
East Mediterranean



Hens' teeth yacht from 2004, she is a very late iteration and comes with a couple of 450hp Cats and a very lovely saloon which is taken from the Trader 535. Not only that, she has more modern flybridge trim. Trader aficionados will love this – us mere mortals will appreciate the usability and cool styling. With a tardis for innards she is just the job for serious straight line sailing.

## SEALINE SC38' > SCARAMOOSH

**£145,000**  
Lymington



A class act from the Sealine people in 2008 with a very shiny brace of Volvo D-4 300s and absolutely all the cruising kit. She also comes with a sunroof of simply epic proportions and an interior that makes you think that you're on a 48 footer. Is also totally ready to roll.



UK OPEN 7 DAYS A WEEK

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Palma de Mallorca Spain  
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Rhode Island USA  
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Email sales@berthonusa.com

# BERTHON

INTERNATIONAL YACHT BROKERS

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[www.berthonspain.com](http://www.berthonspain.com)

[www.berthonusa.com](http://www.berthonusa.com)

CERRI MARINE 28' > TENZING

**£59,950**  
Lymington



She comes with more than her fair share of Italian flair, the rocket power is supplied by a brace of 165hp Mercruiser D-Tronics so she flies. From 2000, all her moving parts have enjoyed the ministrations of the Berthon Boat Co of late so she is very ready to go. Looks the part and is simply a joy to drive.

CHAPARRAL 285 SSX > XSCAPE

**£79,950**  
Lymington



Massively well kitted with everything from flat screen TV to ski hook to underwater lights. Hatched 2014 she comes with a 430hp Mercury 8.2L MAG which means, put simply, that she is terrifically quick. Masses of fun potential and fettled to the hilt.

13M MAXI CUSTOM TENDER > GATTONE RANDAGIO

**€165,000**  
Italy



From Custom Tenders, her Italian ancestry is clear to be seen. She comes with triple petrol Mercruisers fitted in 2016 which give you 46 knots when you floor it. Simply hectares of deck space and masses of Italian flair, are included within this very modest ask.

SAILFISH 218CC > SMAUG

**US \$28,500**  
Barrington, Rhode Island



From 2007 with a Yamaha 150hp 4 stroke outboard. She comes with some creature comforts and has been little used during her career as a yacht tender. Tolkein fans will appreciate she is the last proper dragon of the Third Age, you will also find her capable for fish collection and roaring around aboard.



CLIFF WALK BY RUGGLES AVE © DISCOVER NEWPORT

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## The remarkable **Cliff Walk** in **Newport Rhode Island**

BY JENNIFER STEWART

One of the most popular places for both the locals and for those that visit our town is Newport's Cliff Walk. It is a gorgeous stretch of the coastline, which provides a three and half-mile walk along the cliffs of Newport. It is designated as one of the USA's historical treasures. This means that it is a National Recreation Trail and it is in a National Historic District. It is as special as it sounds.

Technically, the path is a public right of way over private property. The dramatic cliffs make for an astonishing backdrop but do make sure that you stay on the path! It is important to come prepared for the walk, so be sure to bring walking shoes, as a good one third of the walk is quite adventurous and not suitable for those planning a leisurely afternoon stroll. As the walk unfolds, you will find that you will soon be clambering over rocks and dirt paths. On a sunny day, with the water sparkling and crashing on the rocks below, there are very few better ways to pass a few hours at the weekend. Another special time to take the walk is in the quiet of the morning, with a cup of coffee and then it is a very good idea to bring a dog to keep you company.

As of 2019, as part of our strong belief that we should be involved with the Newport community and to offer it support, Berthon USA is sponsoring 'Trail Marker 14' which can be found in front of Land's End, a home built in 1865 for Samuel G. Ward, from Boston and designed by John Hubbard Sturgis. Those of you reading this from the UK will be familiar with the other Land's End, an ocean away from us here in Newport.

The most famous person to live in this house was the internationally acclaimed author, Edith Wharton, famous for some iconic books – The Age of Innocence, The House of Mirth and many more. Coincidentally, she was the first woman to win the Pulitzer Prize for literature with the Age of Innocence! Mrs. Wharton was a prominent member of society in Newport in the 'Gilded Age', and the house was often full to the brim with fashionable guests in the summer time.





TOP: LOOKING OVER TO LANDS END, AND A HOME BUILT IN 1865 BOTTOM: CLIFF WALK © DISCOVER NEWPORT

TOP: CLIFF WALK BY MARINE AVE © DISCOVER NEWPORT BOTTOM: CLIFF WALK OVERLOOK © DISCOVER NEWPORT



TOP: THE CHANLER AT CLIFF WALK © THE CHANLER AT CLIFF WALK BOTTOM: ROUGH POINT © NEWPORT RESTORATION FOUNDATION

TOP: BREAKERS EXTERIOR © GAVIN ASHWORTH/PSNC BOTTOM: FORTY STEPS ON CLIFF WALK © DISCOVER NEWPORT



The Gilded Age in Newport was when yachting and mansions went hand in hand and anyone who was anyone had a summer home in Newport.

One of Mrs Wharton's early adventures was a 4-month charter in the Mediterranean on board a steam yacht called the VANADIS with other members of Newport Society, which at the time, cost their entire income for the year!

The best starting point for the walk is from Memorial Boulevard at First Beach. From here you will pass by Salve Regina University's well known OCHRE COURT (Sisters of Mercy), ROSECLIFF (Oelrichs family), THE BREAKERS (Vanderbilt family), MARBLE HOUSE (Vanderbilt family) and ROUGH POINT (Doris Duke), which are open for public tours, and of course, Berthon's marker site, LAND'S END. With no less than five ways in which to enter or exit the walk, you can do as little or as much of the walk as suits your physical ability or your wish.

One of the favorite spots on the walk is Forty Steps. Local legend has it that the steps were originally built in the 1830s for children to access the beach, and they have been rebuilt several times due to age and hurricane damage. The last restoration was in 1980, and the various donors were thanked by having their names carved in to the steps.

Local events are often staged at the Steps – music events, dancers, readings, and lots more, with one of the most popular being the Irish Dancing that takes place at Forty Steps during the St. Patrick's Day celebration each year. This is a tradition which dates back to the Gilded Age when this spot became the place where the hired help in the mansions, many of them Irish immigrants, enjoyed their time off with dancing and singing.

At any time of the year, you will see the surfers launching off Cliff Avenue, Ruggles Avenue and Marine Avenue, especially when there is a huge storm surf. Finally, you turn the corner and the walk ends on a small sandy beach nicknamed Rejects Beach. Only accessible on foot, it is a local hangout for the younger generation. From there, you can either make the return trip via Cliff Walk, or walk down historic Bellevue Avenue and from there back in to town.

Today, the Cliff Walk Commission is tasked with the protection and preservation of the Cliff Walk as a popular and historic National Recreational Trail and an important State and local asset. With approximately a million visitors per year, based on a study in 2018, they have a tremendous responsibility. And just to think, all those visitors will all see Berthon USA's Trail Marker 14, our small mark of appreciation of the work that the Commission does.



CLIFF WALK BY MARBLE HOUSE © DISCOVER NEWPORT

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WINDY 29' COHO > TWENTY ONE

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Of recent hatch in 2017, the engine hours are minute and she comes with everything that opens and shuts from heating to Alcantara to smart grey hull livery. Her single 400hp Volvo-D6 ensures that she has plenty of horses and of course the handling is quite sublime.

WINDY 29' COHO > TWISMO

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