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# myprincess

ISSUE 02/2013

THE OFFICIAL NEWSLETTER OF PRINCESS MOTOR YACHT SALES



## NEW BOAT DEVELOPMENTS

A first glance at the new boat models: The Princess 82MY and Princess 52 being launched at the London International Boat Show in January 2013

## BUILDING A BOAT SHOW

Discover how a boat show is built

## INTERVIEW WITH PRINCESS YACHT CHARTER CUSTOMER

## PRINCESS BROKERAGE INTERNATIONAL

Latest brokerage listing revealed

ALSO FEATURING  
Latest Princess owners' adventures  
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# Welcome...



## Dear Princess Owner/Enthusiast,

Welcome to the 2nd edition of MY Princess the official newsletter for Princess Motor Yacht Sales and her dealer partners around Europe and the Mediterranean. I am pleased to report a strong sales period for us from September of the kind of levels we have not seen since before 2009.

In Princess there is no doubt in my mind we represent the strongest Motor Yacht brand in the world particularly when I look at the fabulous new products we have put on the water this year, including the new V57, V39, Flybridge 56 and of course the stunning 40M.

2013 will begin with a bang at London boat show launching the new Flybridge 52 and 82 Motor Yacht, both inside and on the stand. Later in the year we can look forward to the 88 Motor Yacht and V48 as new additions to the stable.

As sales generally and new products move us forwards it is my job to continue to invest in Princess Motor Yacht Sales ability to best service her markets and customers new and old. To this end I am pleased to say we are on track to open our new office in Port Adriano Majorca by Easter 2013 to further complement the two 30 Metre berths we hold in this rapidly developing stunning new marina. Here in the UK, early 2013 will see the opening of a dedicated service workshop and offices in Swanwick marina along with, we hope, a complete refurbishment of our existing sales office where a few final technicalities are to be finalised before this is cast in stone.

In addition to premises we must also continually invest in developing innovative services that are as relevant to our customers' needs as those innovations they see on on-board their Princess yacht. Our established charter division Princess Yacht Charter is now flourishing out of our Mayfair office providing our customers with unrivalled advice

and income performance should you consider chartering your vessel.

Under development for 6 months London boat show will see the launch of Princess Approved. A totally unique, world first, fully manufacturer approved pre owned yacht program including a 12 month guarantee and many other benefits to the customer. Three Princess Approved pre-owned yachts will be at the London show on display afloat, full details will be made available then.

As we extend our service facilities we can extend the service we offer our customers and I would like to take this opportunity to encourage you to take advantage of our Princess Platinum Service program currently being rolled out from our Plymouth office. Destined for the whole network this is a fully tailor made service package that will enable us to enhance not only your enjoyment on-board but also get to know better, and protect, the value of your Princess investment.

I hope you are as excited as I am about developments in the world of Princess Motor Yacht Sales and equally are looking forward to London Boat Show where it's a great opportunity to come and see the whole team.

Most importantly I wish you and your family a very happy Christmas and a prosperous new year.

Yours sincerely,

**Colin Capewell**

Managing Director  
Princess Motor Yacht Sales

# Announcing the new PRINCESS 82MY

Launching at the International London Boat Show 2013, the new 82 Motor Yacht will be another exceptional addition to the Princess range and promises to further strengthen the company as the builder of choice for the discerning motor yacht owner.



## Characteristics for Princess 82MY

Length overall	83ft 7in (25.5m)
Beam	18ft 10in (5.74m)
Draft	5ft 11in (1.8m)
Fuel Capacity	1,417gal / 6,442lt
Fresh water capacity	305 gal / 1,386lt
Guest berths	8 in 4 cabins
Engines	Twin Caterpillar C32 A (2x1622mhp) Twin MTU 10V 2000 M94 (2x1624mhp) Twin Caterpillar C32 A (2x1723mhp)
Performance	up to 34 knots max

Elegant, powerful and incredibly spacious the new Princess 82 Motor Yacht epitomises everything that is Princess from her sleek, dynamic exterior to her impeccably finished interior. Her uniquely designed deep-V hull is resin infused to ensure a highly capable and efficient performance that is both assured and rewarding.

Extended window lines enhance her contemporary exterior styling to provide a profile that is sporting and sophisticated and provide exceptional views from the main deck saloon. The exterior space

on board is plentiful with a large cockpit complete with teak table for alfresco dining, an intimate foredeck seating and sunbathing area for a more private escape and an incredible flybridge with additional dining, seating and sunbathing areas all serviced from a dedicated wet bar.

Her interior is light, sophisticated and beautifully detailed with an intelligent use of space throughout. The main deck saloon incorporates relaxed low level furnishings and a formal dining area which are separated from the wheelhouse

and highly specified galley to ensure guest privacy, particularly important for owners with crew or chartering intentions.

The guest accommodation comprises of four beautifully appointed en-suite cabins. A full beam owner's suite and forward VIP are complemented by a twin cabin to port and a further double stateroom to starboard. Crew are accommodated in a twin en-suite cabin aft of the machinery space together with a utility area which can be specified as a second twin crew cabin if required.



# The new



*Launching at the London International Boat Show 2013, the new Princess 52 is one of a long line of successful Princess flybridge models that have benefited from five decades of experience and expertise in building some of the worlds finest motor yachts. With her contemporary design, exceptional quality and exhilarating performance she is sure to continue this tradition and keep Princess leading the way.*

Out on deck the spacious cockpit is fitted with a large teak dining table and generous seating providing the perfect place to relax in the shade. A second alfresco dining table is situated on the flybridge which, with extensive seating, convertible sunbed and optional wetbar, is ideal for entertaining. Wide side decks and teak-laid steps ensure safe movement around the boat and an optional hydraulic raise/lower mechanism transforms the bathing platform into a submersible beach and operates as a simple and effective

launch and recovery system for a tender.

As with all Princess craft, the attention to detail and quality of finish throughout her interior is of the highest standard, large windows fill the main deck with natural light and ensure wonderful views and excellent visibility for the lower helm. The galley is situated aft of the saloon creating a highly sociable atmosphere whether entertaining guests in the cockpit or around the large dining table inside.

Placing the galley on the main deck also allows for three very spacious and well appointed cabins below. The owner's cabin is situated amidships enjoying panoramic windows to both sides and the forward VIP and spacious starboard twin complete the accommodation. An additional aft cabin can also be specified for crew or occasional guests if required.

# PRINCESS 52

Setting new standards  
Leading the Way



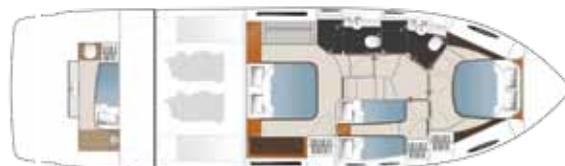
Princess 52 Profile



Flybridge Layout



Main Deck Layout



Lower Accommodation Layout

**Characteristics for Princess 52**

Length overall	54ft 8in (16.66m)
Beam	15ft 7in (4.75m)
Draft	4ft 1in (1.25m)
Fuel Capacity	520gal / 2,364lt
Fresh water capacity	130 gal / 592lt
Guest berths	6 in 3 cabins
Engines	Twin Volvo D9-575 (2x575mhp)
	Twin Volvo D11-670 (2 x 670mhp)
	Twin Caterpillar C12 A (2x715mhp)
Performance	up to 31 knots max

Love boating, but...



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## Success during the Southampton Boat Show 2012

Princess Motor Yacht Sales showcased 15 boats from the current Princess range during the annual PSP Southampton Boat Show. The display included the highly anticipated launch of the Princess 56 flybridge and Princess V62-S.

We were thrilled with this highly successful show and really enjoyed meeting with our clients from around the UK and the world to enjoy viewings of the exclusive range of Princess yachts.

Max Whale, Marketing Director of Princess Motor Yacht Sales commented, "We have been delighted with the level of enquiries gained during this Boat Show. We have encountered the most successful sales period for Princess Motor Yacht Sales from September to date since the economic downturn in early 2009. With yet more investment in new and refurbished sales offices, allied to exciting new product on the horizon, 2013 looks set to be a really exciting year for us."

**4-6 MAY 2013** [www.jerseyboatshow.com](http://www.jerseyboatshow.com)

The 6th Barclays Jersey Boat Show 2013 will take place again in and around St Helier Marina over the Bank Holiday Weekend of Saturday 4 May until Monday 6 May. This show regularly attracts up to 30,000 visitors over the weekend and once again will boast a full programme of activities both on and off the water.



Princess Motor Yacht Sales will be one of the main exhibitors at this three-day event with a fine display of luxury motor yachts. For further information, please contact Nick Rice at Quay Boat Sales on **+44 (0)1534 491506** or email [nick@quay-boats.com](mailto:nick@quay-boats.com)

## BOAT SHOW CALENDAR

# 12-20

JANUARY 2013

### London

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

Boats on display on stand E250:

New 82MY World Premiere, 72MY, 64, 60, 56, new P52 World Premiere, V72, V62-S, V57, V39

For the first time, the Princess stand will also feature a brokerage display.

In addition, there will be three brokerage boats available to view on the water:

The Princess 45 flybridge, the V52 and V42 sports yachts.\*

Brokers from Princess Brokerage International will also be on hand to help you with all aspects of buying, selling and trading-up.

*\*Subject to sales activity*

# 19-27

JANUARY 2013

### Düsseldorf

[www.boot.de](http://www.boot.de)

Boats on display on stand 6B21:

98 Motor Yacht, 72 Motor Yacht, Princess 60, Princess 56, Princess V57 and V39 sports yachts

# 15-24

FEBRUARY 2013

### Istanbul

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

Boats on display: Princess 56, Princess V62 and V52 sports yachts.

# Building a LONDON BOAT

In December 1993 I found myself dropped into the role of overseeing the London Boat Show build up. This coincided with the move into the brand new extension to Earl's Court (Earl's Court Two) which had opened in October of that year.

Prior to the availability of this new venue, boats had always been hauled to the event by road and set up on basic cradles. The whole thing was then wrapped in Princess printed fabric to hide the cradles and a set of steps provided for access. It seems impossible now that this was how we displayed our wares to the prospective owner but that was the industry standard.

The new venue was vast by comparison and it very quickly became apparent that a low level display was lost in the cavernous interior of the new building. This, coupled with the fact that new products were bigger, set us thinking on how to improve our displays to reflect the changes in our boats and take advantage of the environment we were exhibiting in.

A number of factors were to influence what we would do and with heavier boats and higher floor loadings it was clear that a more structured approach to designing our show stand would be necessary.

At this point I was asked to investigate the possibility of exhibiting our flagship boat which was the Princess 65 (later to become the Princess 66).

On the face of it this seemed to be impossible when one considered the fact that it was not feasible to get the boat out of Plymouth by road even if it was loaded a few millimetres from the ground.

The only possibility was to send it by sea and lift it from the Thames somewhere nearby and bring it in by road from there.

After a few visits to London and some discussions with crane companies and the local councils we came up with a plan to use a skip and wheelie bin storage yard near Chelsea Harbour from which to extract the boat from the Thames and load it onto a truck.

To cut a long story short, suffice to say that a marginally sized crane, several lorry loads of chippings to fill in pot holes and a lot of negotiation with Fulham and Hammersmith Council, saw us turn up at Earl's Court one Sunday morning with a Princess 65 on the back of a seemingly impossibly small truck. London Underground engineers had also proved to be wary of us crossing some of their tunnels and I think it is fair to say that the relationship we had developed with the traffic division of the Metropolitan Police was pivotal in our success.

The gates to the car park were too narrow but we had come prepared. At the critical moment a crack team complete with disc cutter, hydraulic jacks and scaffold tubes saw the gate post removed in five minutes.

The protests of the security staff went unheard once we had flashed up the disc cutter and in a couple of hours we had entered the car park and reinstated the gates complete with a new removable section.

The success of this mission saw us take on an increasing challenge year on year with us having to seek new lift sites as building work and access problems made it more and more difficult every time. Tidal restrictions made it impossible to lift our fleet - by this time six boats - at any time other than 2 hours either side of high water which meant that floodlit 2.00am operations in driving rain or snow were the norm.

The most challenging event I recall was when I was asked if we were able to get the 23M into the building. We had been forced at this time to use the only available site at Vauxhall Bridge to lift out of the Thames which meant a Sunday morning against the one way traffic around Victoria, up to Hyde Park corner and the along through Knightsbridge to Earl's Court.

Once again the traffic police saved the day and I was able to report back that we were confident that we could get to the car park at Earl's Court but that the entrance (measured three times) was the same width as the boat. We did however have a plan that involved a disc cutter and plywood pads so we should be ok.

# BOAT SHOW

When I was asked if the Organisers and Management at Earl's Court were happy with our plan I had to say that I thought it would be prudent not to bother them with the details. My reasoning was that once we had arrived there would be little choice other than getting in.

Things are different now and the move to ExCel has made life easier in terms of planning, although the challenges still remain. At a stripped down weight of over 100 tonnes getting the 32M out of the dock and into the hall has been interesting and the experience gained by our team over the years has proved invaluable. Oh and by the way, before anyone asks, the 40M will not be part of the indoor exhibition in London.

*Article by: Paul Bailey, Customer Service Manager*



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**PREMIER**  
MARINAS

# ESCAPING TO MENORCA



*Princess Yachts Menorca will tell you with pride that their Island boasts some of the best cruising in the Mediterranean. Discover what this intriguing island has to offer!*

## *Exploring afloat*

Known as the un-spoilt island of the Balearics, Menorca is a true paradise for boaters with more beaches than both Mallorca and Ibiza put together. Many of these beaches offer all the facilities you would expect from an established resort, including bars, shops and water-sports, but there are many that also remain completely untouched and are only accessible by boat.

Menorca has a large and friendly boating community and offers an abundance of picturesque and safe anchorages as well as excellent marina facilities. Cruising is simple with few hazards along its pretty and contrasting coastline.

## *Getting there*

Menorca is just two hours plane journey from London and with a classic Mediterranean climate of mild winters and over 300 days of sunshine each year there is much to recommend boating in Menorca whatever the time of year.

## *Highlights ashore*

For life off-board, Menorca has a rich history with numerous archaeological and historical sites open for visitors. Cultural events take place throughout the year including the International Jazz Festival, Jazz Obert, and the popular "Opera Weeks" which take place annually in May and December.

Menorca's famous fiestas also attract visitors from all over Spain and further afield, the largest being the Fiesta of Sant Joan which takes place in Ciutadella. Locals and tourists mix together to experience the electric atmosphere of the magnificent Menorcan horses taking part in the traditional Jaleo and to enjoy music and perhaps one or a few of the traditional fiesta drink "Pomada", a heady mix of Menorca's Xoriguer Gin with lemon.

The recently restored and re-opened Cami de Cavalls (Path of Horses) is another highlight of the island. This ancient path of 186km encircles the island and is a haven for those who love walking, mountain-biking or horse-riding.

Every year, Mahon Harbour hosts the VII Copa del Rey (King's Cup) which forms part of the Panerai Classic Yachts Challenge and is the most important regatta of its kind in Spain. There are three days of competition in Mahón and this year the Cup attracted a total of 41 yachts, some of which dated from the beginning of the last century.

## *Meet the team*

As a long standing and fully supported member of the Princess Motor Yacht Sales Mediterranean team, Princess Yachts Menorca are the exclusive representatives in Menorca for Princess. Located in the heart of the Port of Mahon they offer full-sales, after-sales and warranty support for Princess Owners as well as having the largest brokerage department on the island. Other marine services include: charters, annual and visitor moorings, guardiennage, maintenance, servicing and winter storage.

With over a 100 boats under his care, owner Ian Levine heads a team of friendly bi-lingual staff who can offer assistance and guidance for all your boating needs and look forward to welcoming you to their idyllic island some time soon!

# Ghost

Isn't it time you stopped thinking about one?

Financing a Ghost can be as effortless as it is to drive. Acquire, our flexible finance package, offers a highly competitive APR. Simply pay for 50 per cent of the car at the start of the agreement and the remainder at the end of the two year contract period\*.

**So, why wait? Stop thinking about Ghost and start driving one. Contact us to find out more.**

#### Representative example for an Acquire 50:50 agreement.

On the road cash price**	£214,453.00
Customer deposit	£107,226.50
Monthly payments	£0.00
Optional final payment***	£107,226.50
Term of agreement	24 months
Amount of credit	£107,226.50
Total amount payable	£214,453.00
Rate of interest (fixed)	0%
Representative 0% APR	



Fuel economy figures (ltr/100km): Urban 20.6 / Extra Urban 9.6 / Combined 13.7 CO<sub>2</sub> emissions: 319 g/km

Finance example is based on an Acquire 50:50 agreement for the model stated, a Ghost with optional Lunar Blue Paint and RFA 20" Alloy wheels with a contract mileage of 20,000 miles and an excess mileage charge of 81.36 pence per mile. \*\*On the road cash price is based on manufacturer's recommended retail price and includes 4 year Rolls-Royce Motor Cars Dealer Warranty, Rolls-Royce Assistance, 12 months' road fund licence, vehicle first registration fee, delivery, number plates and VAT. \*\*\*Optional final payment payable at the end of the agreement if you decide to purchase the vehicle. Excess mileage charges and vehicle condition charges may be payable if you return the vehicle. Prices are correct at the time of publication (December 2012) and are subject to change without notice. Offer available in limited volume and only applicable to Model Year 2012 vehicles. Retail customers only. \*Percentage payable upfront and optional final payment may differ when selecting options. Finance is subject to status and available to over 18s in the UK only (excluding the Channel Islands and Isle of Man). Guarantees and indemnities may be required. Advertised finance is provided by BMW Financial Services (BMW FS), Europa House, Bartley Way, Hook, Hampshire, RG27 9UF. We commonly, but not exclusively, introduce customers to BMW FS. This introduction does not amount to independent financial advice.



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## PRINCESS PLATINUM SERVICE

Princess Motor Yacht Sales has recently launched the Princess Platinum Service to her UK based customers. "This service takes care of all our customers' routine servicing and maintenance requirements, enabling them to maximise their valuable leisure time onboard their Princess Motor Yacht, says Richard Clarke, Sales Executive at the Plymouth office and creator of this service.

Our Princess service team is dedicated to providing Princess clients and boat owners with a seamless and hassle free boating experience. If your yacht is based in our markets abroad please get in touch as we roll this service out during 2013.

### The Princess Platinum Service includes:

**Valeting:**

*Exterior and interior valeting*

**Maintenance and service checks:**

*Routine service and system checks*

**Security checks:**

*Mooring lines, fenders, shore power connection, canopies secured*

**Service schedule reminders:**

*Advance notification of service schedules and intervals*

**Service history:**

*Service history file produced*

**Technical support help line:**

*Dedicated technical support help line*

Princess trained engineers and technicians: Fully trained Princess engineers and technicians, who have a wealth of knowledge and experience specifically on Princess motor yachts.

Richard adds: "Platinum Service takes place at monthly intervals, however during peak seasons additional visits can be booked. The service can be individually tailor to suit your requirements. We are committed to deliver to customers the best possible ownership experience, please do not hesitate to contact for further details."

To obtain a comprehensive brochure, please telephone  
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TOTAL PEACE OF MIND

# BURTON WATERS BOAT SALES celebrates new partnership in style

Burton Waters Boat Sales chose the hottest weekend of the year to launch their new partnership with Princess Motor Yacht Sales. Held over three days, 17- 19 August, Burton Waters welcomed customers from all over the country to their Ipswich office to view a sample taste of the Princess range. On display were the stars of the weekend, the Princess 60 and Princess V45, along with a selection of used Princess yachts which received great reception and even attracted famous faces too. Eager customers were welcomed on board the new Princess models and given the VIP treatment, topped off with a crowd-pleasing BBQ and much needed refreshments – especially in the heat of the day!

The weekend coincided with the Maritime Ipswich Waterfront Festival,

a nautical event that attracted 60,000 people to the local area and brought flocks of potential customers to see the Princess Yachts East Coast Launch. The hugely successful weekend was supported by The Wine Company, Bang & Olufsen and Jardine Motors which saw luxury cars from Bentley, Maserati and Ferrari attend. The weekend finished with a bang on Sunday, with fireworks over the Ipswich Haven Marina, which was beautifully complimented by the illuminated Princess 60. Princess has always been a top brand in the ultra-luxury yacht market, its popularity and huge draw of people during the weekend have made Burton Waters feel the partnership was a wise move and something that will undoubtedly strengthen their position as one of the largest dealerships in the UK.

With an outstanding turnout, filled with beautiful weather, luxurious cars, celebrity drop ins and not to mention the elegantly magnificent Princess range, the Princess Yachts East Coast Launch event has been the start of a beautiful partnership.



# GLAMOUR IN THE ALGARVE

## Club Algarve VIPs experience the essence of Princess



This year Princess Motor Yacht Sales Portuguese partners, Princess Yachts Portugal sponsored the 7th Event Business Club Algarve. This glamorous event was celebrated on 8th November at the prestigious



Conrad Algarve in Quinta do Lago, which is considered one of the most contemporary and uniquely styled 5 star hotels in the Algarve.

Set in the busiest location within the luxurious ballroom, the Princess stand

attracted a wide range of interest.

This event was an exclusive opportunity to promote the Princess brand to over 350 of Portugal's business elite. It was also a unique occasion for Princess to be partnered with other luxurious brands such as Conrad Algarve, Spa Conrad Algarve, Porsche Faro, Bang & Olufsen, Pure Allure Interior, Tricana and Ely Flores. This all contributed to the sparkly atmosphere of the evening.



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# Princess Yacht Charter

*Princess Yacht Charter has a selection of Princess 72 Motor Yachts available to charter in various locations worldwide*

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### EUPHORIA OF LONDON

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# INTERVIEW WITH MR GILES MULLEN

*72 Motor Yacht Owner Mr Giles Mullen has recently put his boat to charter with Princess Yacht Charter. He talks with delight about the service he has received from the London team.*



**Can you tell us about your current yacht and decision to have her commercially coded?**

We charter coded Euphoria so we could benefit from savings on the overall purchase and running costs of a 72 foot yacht. Saving the initial VAT outlay and chartering for around 40 days a year has made it affordable for us to own and operate such a fantastic motor yacht.

**How did you hear about Princess Yacht Charter?**

We were introduced to Princess Yacht Charter through Princess Motor Yacht Sales.

**Why did you change from a local charter company to Princess Yacht Charter?**

The local yacht charter company was very professional but unfortunately was unable to promote Euphoria on an international level which Princess Charter operates. Princess charters unparalleled brand also greatly appealed.

**Did Princess Yacht Charter deliver their promise? Have you met your target for the season?**

Without question Princess charter surpassed all our expectations. The expected professionalism was exceptional. Princess' global branding enabled us to secure charters from European, Middle East and American clients. Our target of 40 days charter was all but achieved prior to the commencement of the season.

**What makes PYC different from any other charter company?**

Global brand name, appeal, professionalism are the main reasons. The staff at Princess charter are also dynamic and exceptional. All typically first class Princess team members.

**Would you recommend PYC?**

Without any doubt whatsoever. We have been chartering for 4 years with various charter companies but none of them could ever compare with Princess Charter.

**Would you involve a member of PYC in your next purchase?**

Yes, Princess charter understand both owners and charter clients requirements. With a proven track record it would be inconceivable not to involve Princess Charter in any next purchase of a charter yacht.

**What would be your top tip, for someone who has not previously chartered their boat, before doing so?** Carefully consider your acceptability to allow your pride and joy to be used as a luxury hotel. The only reason for chartering is to offset of purchase and running costs. Chartering also offers you the opportunity to enjoy owning a larger yacht which we found appealing.

**After chartering your yacht for 6-7 weeks this year what % contribution did it make to your running costs?**

Chartering has contributed between 90 - 100% of the running costs for Euphoria. This includes annual berthing, all maintenance, insurance and 2 full time crew.



# OWNERS PROFILE

*New Princess Yacht owners Mr Keith Ansley and his wife Vanessa discuss their recent acquisition, the stunning Princess V52, and how their new boat was a dream come true.*



**Is this your first Princess?**

Yes but I have been looking a buying a Princess for some time.

**How long have you been a Princess owner?**

Just over 5 weeks.

**Previously, you owned a Fairline Targa 44GT?**

My last boat was a Fairline Targa 44GT which I bought from the London Boat Show in 2010. I was very pleased with the Targa but wanted a larger boat with more room and comfort.

**Why choose Princess?**

I was very impressed with the build quality and style of the Princess range and the level of equipment which was standard on the boat.

**What other boats did you consider when researching your latest purchase?**

I looked at the Fairline Targa 50, Sunseeker Portofino 48 and Predator 53. None of these had the right layout to suit myself and my family.

**What features of your new boat do you particularly like?**

The best features of the Princess V52 are the two superb cabins, both with en-suite shower rooms. The large lower and upper saloon and the fact that the upper saloon is fully enclosed with sturdy sliding doors makes the boat very comfortable to use all year round.

**Please comment on the buying process from your first enquiry to handover of your new Princess.**

My first contact with Chris Wilcock the Princess salesman was at the London Boat Show in January 2012. We kept in touch after the show and by April with the option of a part exchange deal we ordered the new boat. As the boat was ordered at an early stage with the delivery date late September we were able to choose exactly the options and colour scheme we wanted which was interesting.

**Where do you keep the boat?**

The boat is moored at Mercury Marina, on the River Hamble in the Solent. The facilities and staff are excellent and berths are larger than in most Marinas. The Solent is the best area to be based in for places to visit even when the weather is inclement. With the shelter of the Isle of Wight you can always go somewhere, even with gale force winds.

**Has the boat lived up to your expectations?**

In the last 5 weeks we have been away every weekend, in rain, mist and last weekend head on, in to a force 7 for a short trip to Bucklers Hard. The boat handles really well and the two large relatively low revving Caterpillar engines together with the stable ride gives us stress free boating with confidence.

**Has the after sales service lived up to your expectations?**

In the short time we have had the boat we have only rung the Princess after sales department once, which was on a Saturday. Within 3 hours the minor problem was fixed and we were on our way.

**Have you ventured further with your new boat and discovered new cruising grounds?**

Not yet as we simply have not had time.

**What other expeditions do you have planned?**

We will spend the New Years Eve on the boat somewhere in the Solent and in the summer next year spend a couple of weeks on the Cornwall and Devon coast. Our favourite places include Dartmouth, Salcombe, Fowey and the River Yealm. We also plan to visit the Channel Islands and the Northern French coast.

**You were asked to help with a training exercise with the coast guards? Can you please talk about it?**

On the 20th of October at about 11.00am after spending the night in Yarmouth Harbour enjoying the local hospitality, we decided to motor to the Needles and round to the southwest side of the Isle of Wight. What had started off being a grey overcast day started clearing and on a spur of the moment we decided to take a run



returned to the bathing platform and the helicopter returned and lowered the cable which he caught, clipped himself on and was winched back up.

They then followed us at close quarters (which seemed only about 4m away from the top of our boat) for about 15 minutes which we assumed was to practise close hovering at speed for both the pilot and co pilot. Then they called us back on channel 67, thanked us for our help and co operation and were gone. It was a fantastic experience and the noise and close proximity I will remember for a long time.

**How do running costs compare to your last boat?**

As the Princess is a larger boat the mooring and fuel costs are higher but as the Princess is a shaft driven boat instead of IPS the servicing costs should be cheaper.

round the Island and back clockwise to Cowes. Just before St Catherine point we suddenly noticed that the Coast Guard Rescue helicopter was above us at low level and holding a sign to call them up on channel 67 on the VHF. This I did and they asked me if we would take part in a training exercise where they would lower a man and board my boat whilst still underway.

We were running at about 28 knots with the tide and they requested we remain at the same speed and course. We agreed and turned on the auto pilot and as one of us kept a good lookout ahead the helicopter skilfully lowered a rescue coastguard directly on to the rear bathing platform. Once on, he unclipped and came in for a chat. After about 5 minutes he thanked us and

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**Princess 54** 2006-10  
£455,000  
Choice



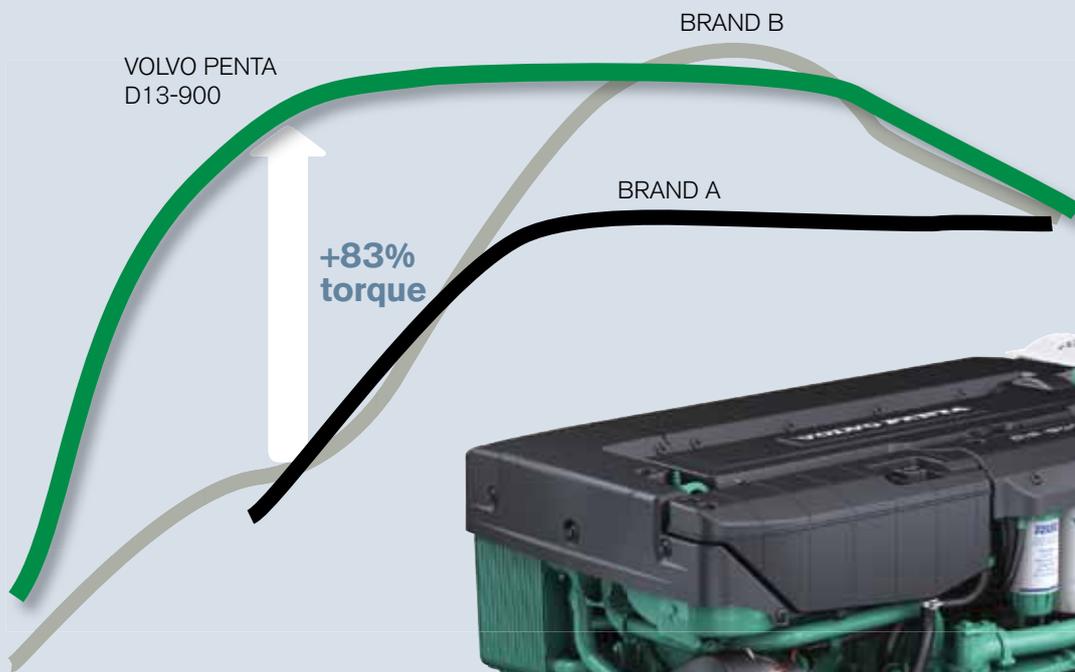
**Princess 50** 2008-10  
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