

People's Column

From now on, each edition of the Yacht Partnership Newsletter will include a brief write up by one of our overseas staff. Every time you go to one of our exotic destinations you will know a little bit more about those who welcome you aboard. For this first time, we have chosen Ian MacPherson, General Manager for Greece.

"My introduction to sailing was through my father and my Godfather, "Mad" Mike Hoare, well known for his exploits as a soldier of fortune, the man who liberated the Congo in the sixties...and his failed coup attempt in the Seychelles in the early eighties.

Needless to say, I had a colourful introduction to sailing aboard a Colin Archer pilot cutter, which we sailed regularly up and down the East African coast. From the earliest age the sailing bug had bitten. It became my ambition to build a boat and sail around the world.

I served an apprenticeship as a mechanic in our family business in Durban, South Africa, and on qualifying immediately set off to see the world.

In 1974, after a six month tour of Europe, my sailing career started in earnest - in Greece. I worked for Valef Yachts, a Greek charter company, as an engineer and deckhand on an 80ft stays'l schooner. The Turkish Cypriot war put an end to the 1974 charter season and I was fortunate to team up with an American delivery company, delivering yachts of all types around the world. In three years I managed to rack up more than 60,000 nautical miles in deliveries.

In January 1977 I landed the job of commissioning all the new Heritage Yachts being built for Tortola Yacht charters. I

delivered these to Tortola and stayed for six months, looking after the countless number of teething problems that can occur with new yachts.

In November of 1977, I returned home, determined to build my own yacht. I took over running the family business, and at the same time I put down a deposit on the hull of an Endurance 40 ft. ketch.

It took four long years to complete the yacht, which we launched in October of 1981. In January of 1983 I married Shari and we set

off on our "honeymoon cruise around the world". The Yacht was fittingly named "Baraka" by Mike Hoare. It became our home for the following ten years. During that time we crossed the Atlantic three times and covered over 30,000 miles in her.

We gave sailing a break and settled in St. Maarten, in the Caribbean where Shari ran a day charter schooner for six years,

which she later owned. I was offered the job of running Bahamas Yachting Services, a charter company which was later bought out by Sunsail in 1990. I then became the Caribbean Operations Manager for Sunsail and worked in that role for three years.

In 1993, we were given the opportunity to come to Greece. We moved lock, stock and barrel, selling Baraka, and putting Shari's charter company under management.

We are currently living in Athens, together with our four daughters, enjoying life in the fast lane.

For a more detailed account of the MacPherson adventures look out for the book entitled "Are we East or West of the Equator?".



New Caribbean Insurers

For 1996 we have contracted TL Dallas & Co Ltd to insure our Caribbean fleet. They have placed cover with a panel of very substantial European insurers, principally La Réunion Française.

The new insurance policy states that for all losses arising from a named windstorm, including total loss, there will be a deductible of 5% or \$2,500.00, whichever is greater. For all other losses, the deductible will be 2% or \$1,000.00. Fortunately for you, both the increased premiums and the deductibles are fully covered by Sunsail, but please be even more careful during your owner's use!

Sunsail has completely reviewed its arrangements following Hurricane Luis. While "no damage" is impossible to guarantee, we are confident that, in the unlikely event of a repeat anywhere in the Caribbean, the consequences would be much reduced.

The insurance for the Mediterranean and Seychelles has been placed exclusively with Navigators and General Insurance Co.

