

# SUPERYACHT BARCELONA

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## ART SPACE

*A sample of Barcelona's most beautiful spaces*

## WINDOW SHOPPING

*Nino Álvarez showcases his elegant style*

ISSUE 03 — AUTUMN 2014



MARINA PORT VELL  
BARCELONA

## COME TO LIFE

*The team behind MPV's inspiring vision*

## HOME SWEET HOME

*A cultured Catalan city is a magnet for superyachts*

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# — WELCOME

What an exciting issue of Superyacht Barcelona you hold in your hands – you may want to archive this one for posterity. Soon the full scope of services here at Marina Port Vell will officially open to the world. We have a spectacular event planned that will bring together our friends in Barcelona and from around the world to celebrate what we think is the finest iteration of what a world-class superyacht marina can be.

We've made great strides in the project since last I wrote, having lit the fires, set the glassware and made the final arrangements to our landmark venue: OneOcean Club Barcelona. We have grand plans for this concept, and while we certainly hope you can experience the exquisite delights of our executive chef Alex Juncosa and his team, we offer this whisper: just wait for what's next! We urge you to pay us a visit.

Marina Port Vell is something truly new: a thoroughly contemporary home for the world's superyachts, many of which have sailed into this ancient port from all corners of the globe. We intend for every one of our guests to find within our suite of services something extraordinary. Welcome to the new Marina Port Vell.



Martin Bellamy

## *A superyacht hub in the heart of the city*

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**Published by The Superyacht Agency**  
Email: [hello@thesuperyachtagency.com](mailto:hello@thesuperyachtagency.com)  
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Printed in the UK by Park Communications.

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# Our city, our marina

Words by Julia Zaltzman

*Home to yachts of up to 120 metres long, Marina Port Vell excels in terms of its five-star facilities for superyachts teamed with one of the best cities in the Mediterranean — from striking architecture to fine dining, bustling pedestrian thoroughfares to sandy beaches — and all on the doorstep of the vibrant, cultural hub that is Barcelona.*

**B**uilt by renowned Dutch shipbuilder Heesen Yachts, known for their craftsmanship and efficiency, and boasting a revolutionary hull design by naval architects Van Oossanen, the 50m M/Y *Septimus* is a sporty, fast and sleek yacht built to the highest of construction standards.

With exterior styling by Omega Architects and a stunning Rémi Tessier interior that draws on the Parisian designer's love of minimalism — white leather finishes, discreet stainless steel detailing and custom-built furniture — *Septimus* is a paragon of class and style.

Originally the first of Heesen's new 50-metre semi-displacement class yachts when launched in 2011 (then named M/Y *Satori*), her combination of elegance and a sparkling 24-plus-knot performance that results from her advanced hull design and twin 2,720kW MTU diesels places her among the world's fastest yachts of her size.

Few yachts with pace have transatlantic range but *Septimus*'s highly economical fuel burn at 13 knots provides a range of 4,000 nautical miles, with an interior volume just shy of 500 gross tonnage.



"In terms of on board toys and things like that she's not that different to any other 50m yacht, but what this boat does do is goes fast," says Captain Jamie Whitehead enthusiastically.

An experienced Heesen captain having captained M/Y *Blind Date* for six years, before crossing over to captain *Satori* from her launch date in 2011, Captain Whitehead has stayed on board *Septimus* to join her new owners on their travels and adventures.

"The yacht changed hands in January this year, so the new owners haven't spent that much time aboard as yet, but we spent the summer in Barcelona, cruising around the neighbouring areas," he says. "Approaching from the south of France we waited for the right weather in the Cassis before crossing over to Cadaqués in Costa Brava - it's never really touched with big boats but the peninsula is stunning. The weather can be really windy thanks to the infamous Tramuntana but if you pick your timing right like we did, we had four great nights at anchor with bays completely to ourselves."

A favoured destination by visionary artist Salvador Dalí who used to summer there as a child, Cadaqués is a bounty of beautiful beaches, clear blue water and secluded bays separated from the rest of Costa Brava by the dramatic Cap de Creus. "Cadaqués as a town is a really nice place - it's a marine park and you get left to your own devices," says Captain Whitehead. "From there, just three hours towards Barcelona, we pulled in to Sant Feliu de Guíxols for the last night of a fiesta and had the best fireworks we've ever seen. And then two hours after that we were in to Barcelona for four days where the family, aged between eight and 78, disappeared on their own adventures for three days.



**Previous page:**  
The 50-metre *Septimus* calls Marina Port Vell home. **Left:** The bridge on *Septimus* has a minimalist design to match the interiors on the yacht. **Below:** The soft lighting enhances the neutral interiors aboard *Septimus*.

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*Berthing the boat in Marina Port Vell is like having a big house in what is without doubt the best city on the Mediterranean coast.*

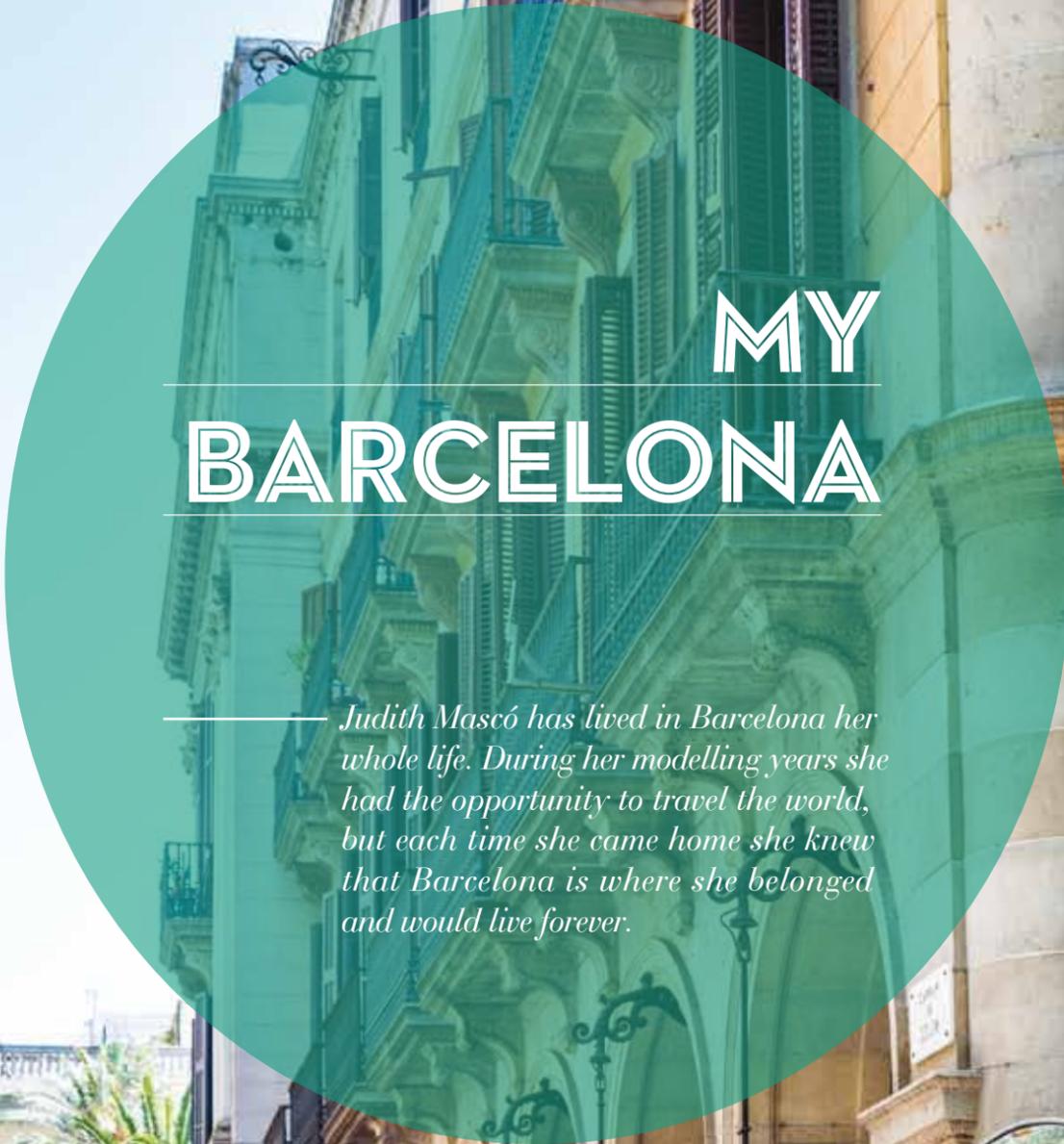
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"That's one of the great things about using Barcelona as a base," he adds, "it doesn't matter what the weather is doing. For those three days they had the beach, restaurants and numerous places to explore, but they could have done all of it in February too. Berthing the boat in Marina Port Vell is like having a big house in what is without doubt the best city on the Mediterranean coast."

Previously the homeport for *Satori*, Marina Port Vell is in Captain Whitehead's opinion second to none. "Apart from the outstanding facilities, it's the little details that you notice straight away, like when you come in to berth and hand your power cable over there's someone there to plug it in for you. I've never seen that anywhere else, and it's just a really nice touch. Like the whole of Barcelona, there is a cultural essence where enthusiasm and creativity prevail."

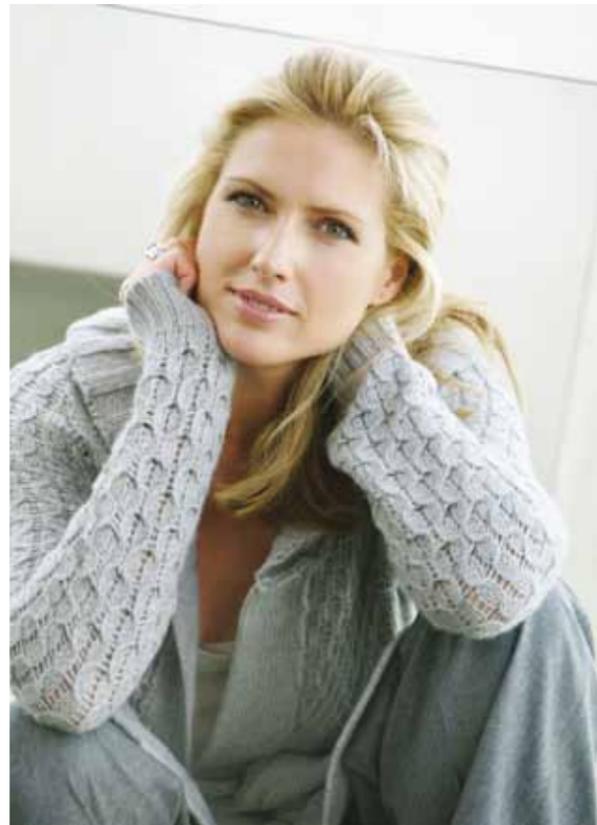
And while the owners play, so too can the crew: From the best restaurants, pretty streets and magical architecture in The Born and Sant Pere area, the nearby skiing in Andorra, not to mention the fisherman town of Sitges just a 25 minute train ride away, the crew are spoilt for choice.

"There's a slight perception in the yachting fraternity that compared to places like Monaco, Barcelona is little off the beaten track. But it's just simply not the case. This summer we left Barcelona at 4am and headed to the west coast of Mallorca - the most dramatic, beautiful coastline in the Mediterranean - and we arrived in a beautiful little bay called Cala Calobra in time for the owners to wake and have breakfast there. That's pretty connected in my opinion. It's my home port of choice, located within a great cruising ground."



*Judith Mascó has lived in Barcelona her whole life. During her modelling years she had the opportunity to travel the world, but each time she came home she knew that Barcelona is where she belonged and would live forever.*





Right: Judith Mascó

01

I love to go out for tapas in the Poble Sec neighbourhood or down to the beach. There is nothing like enjoying a glass of wine in the sun with good company, or enjoying a coffee while reading the newspaper in the Gothic Quarter or Sarrià area. It's my 'me time' in my favourite places. Barcelona is a city that you need time to just wander around the streets where you can discover places such as the Pedralbes Monastery cloister, the Plaza Traguiners, or the Sant Pau Hospital, which are both all incredible places to explore. I absolutely love to go the Grec Festival that is held every year here during July. Dance and plays are held in the old anfiteatro at Montjuïc and other emblematic areas of the city. Don't be fooled by Barcelona. It has the beach area, and the shopping streets, but it is a city full of delightful squares and spots to discover.

02

Barcelona is such a special place, it's an ideal size as it has everything you need but still maintains a local 'neighbourhood' feel. Barcelona is nestled between the hills and the sea, which allows you to swim in the Mediterranean or go for a walk in the Monjuïc hills or the Collserola Park located on Tibidabo hill. It's a city that has learnt to combine history, architecture and modernism. The buildings, beaches, hotels, nightlife, universities, gastronomy, climate, traditions, culture, language and people make Barcelona the perfect place to visit and have an extremely high quality of life for those of us who live here. Just two hours from my house I can ski in the Pyrenees and in just 20 minutes I can be sunbathing on the beach in front of the Mediterranean sea. Barcelona is a city that is constantly evolving and developing and supports good causes. I feel extremely proud to live here and have the opportunity to show people around my city.



03

I love to practice Nordic Walking on the carretera de las aguas (the water road), which is frequented by runners, or ride my bike up Tibidabo hill first thing in the morning. Afterwards I like to go for an aperitif at the Caseta del Migdià, a rustic bar by the Montjuïc castle.

04



If you fancy an afternoon of shopping, try the El Born neighbourhood which is rich in culture and nightlife, or Gracia which is full of quaint squares where you can sit and watch the world go by over a cup of coffee. Here, there are many small boutiques that you won't find anywhere else. If you are looking for designer brands then Passeig de Gràcia is the place to go. One shop that I can recommend in particular is a boutique with the most exquisite clothes for special occasions called Cortana in Carrer Flassaders, near to the Born Square that is home to a museum and cultural centre.

05

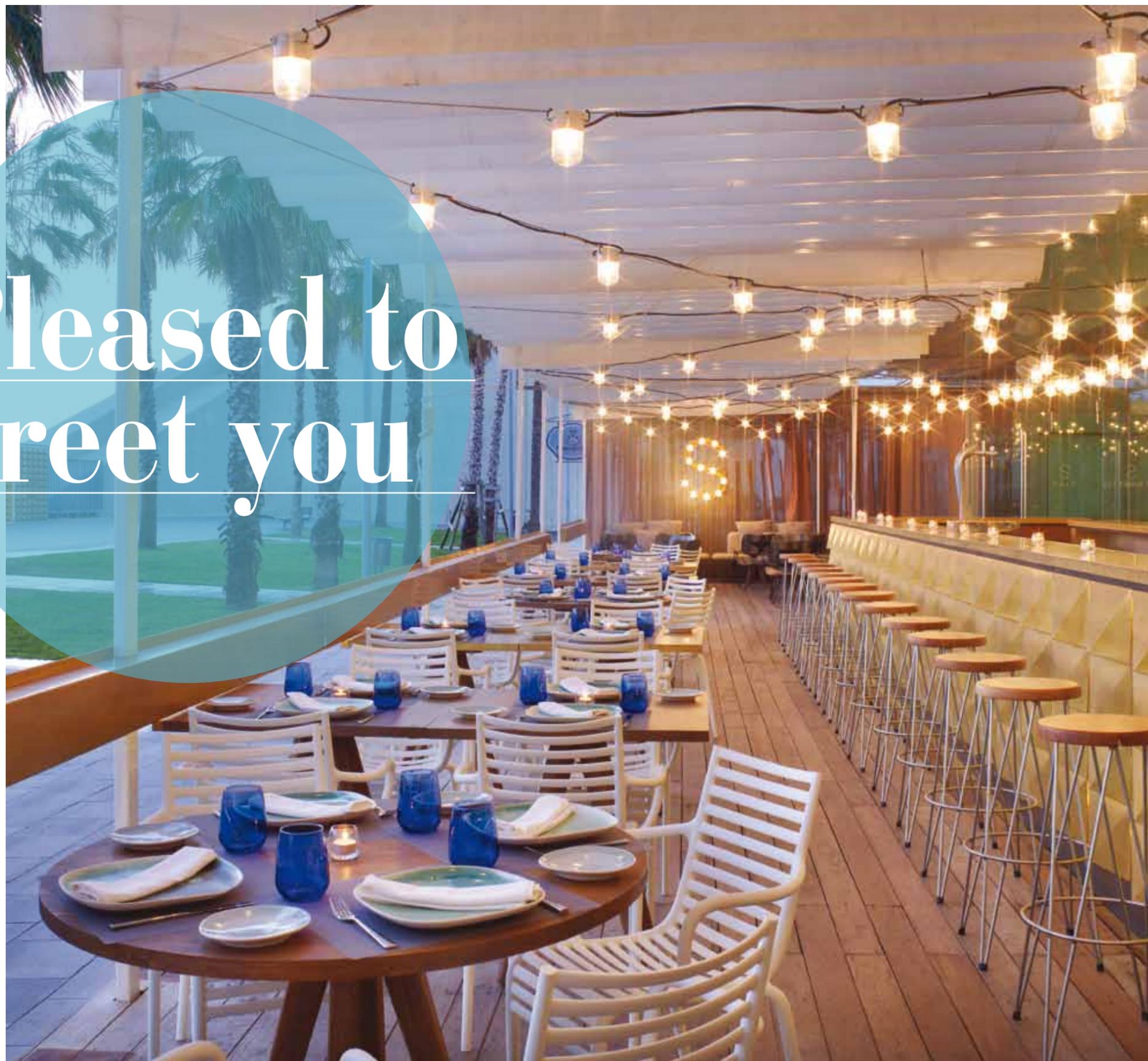


Sant Jordi day on April 23 is the most beautiful day of the year. The entire city celebrates the patron saint of Catalonia Day where tradition states that men buy a red rose for their loved ones and women give a book. The entire city is awash with men and women strolling around with red roses and books in their hands. It follows tradition that states that Sant Jordi slayed the dragon that terrorised a village and from its blood a red rose grew that he gave to his beloved princess. Hundreds of book and rose stands line the streets and squares where renowned national and international authors sign copies of books. It is a real experience and unique in the world, I really recommend it.

Words by Dominique Sauvage

# Pleased to greet you

*Is French formality too stuffy, and does the Catalan capital have something more modern to showcase?*



Left: The raw glamour of beachside tapas restaurant Salt, below the W Hotel.  
Above: The W Hotel is all about location, built right on the ocean's edge.

“P

people come to Barcelona to enjoy the laid-back, casual atmosphere, but it should be the clientele who are relaxing, not the staff.” So says Benjamin Cowtan, from Salt, the beachside tapas restaurant at the W Hotel, the sail-shaped mirrored design at the end of Barceloneta’s thrumming boardwalk.

From Salt taking high-quality tapas to the chill-out beach bar vibe, to Tickets, taking the El Bulli brand to a place where tourists can rub shoulders with locals, to Bar 68, the most original cocktail bar to shake up the city in decades – the people behind these ventures agree that Barcelona has something new to offer in terms of service; an up-close and personal experience.

For Albert Adrià Tickets delivers a culinary performance that starts at 7pm every night until late. For Max Colombo and his co-owners at Bar 68 it’s a mix of top-quality tapas and cocktails so creative they border on theatre, in an authentic setting that simply makes this the ‘best place to drink in Barcelona’.

For the W Hotel it’s the commitment to knowing – exactly – what you want – while packaging it as part of a local experience. Venues Manager Benjamin Cowtan says that starts with his staff speaking to you in your language. More than 20 languages are spoken by the staff at the W Hotel. “But they always start off by speaking to you in Spanish, it’s the customer who should set the tone.”



Right: Benjamin Cowtan of Salt.  
Below: Salt at the W Hotel mixes high-quality tapas with a chill-out beach bar vibe.



Benjamin has trained his staff to pick up on cues and it shows. They greet you at Salt with the kind of smile that suggests they're genuinely looking forward to getting to know you better.

The W Hotel wants to blend five-star service with a bespoke personal touch. "If our staff connect with guests we let them, we don't want robots," says Benjamin. After taking your preferences, (meat or fish? Something typical, something more adventurous?) they won't hesitate to give their opinions on the dishes.

But it takes hard work behind the scenes to be this informal. Benjamin and the other managers use X-Factor style interviews to hire his staff. And then the training begins; at Salt the staff don't simply taste the food, wine and cocktails, they have a hand in creating the menu.

"We don't ask them to recommend what they don't believe in," says Benjamin - who admits he was outvoted on Salt's summer menu for this year. Benjamin wanted an upmarket burger joint, his staff wanted to try tapas with a twist.

As a smorgasboard of Spanish meets Californian tapas is laid out before us, he confesses they may have been right - this time. The tuna ceviche with ponzu sauce and coriander zings with freshness, the bell peppers provide just the right hint of heat to complement the tenderness of the octopus, while the strawberry gazpacho with olive oil ice-cream is a refreshing contrast to the sunlight glinting off the sand of the W Hotel's private beach. And, there is also a gourmet burger menu.

If the staff at Salt are part of the creativity, listened to by their managers and constantly feeding back behind the scenes, they also know where to draw the line front of house - speed and professionalism are still important. This is after all a piece of Starwood Chain corporate crown, spanning continents. At the other end of Salt's courteous solicitation of whether you like your cocktails creamy and warm or zesty and sharp, is the aspiration for your personal preferences to precede you in every one of Starwood's 1,000-plus establishments, via a database in which your preference for hard pillows has been stored.

"It's not sinister," says Benjamin, "it's the future of really giving you what you want."

Bar 68 wants to bring Barcelona's seedy side to those whose preference for 'the best everywhere they go' might have the undesired side effect of keeping them from seeing the real city.

Benjamin at Salt, Albert Adrià at Tickets and Max Colombo at Bar 68 agree that while the formal French style of service might seem a little stuffy today, it still has its place.

In fact, the immaculate French treatment - not a fork out of place, not a napkin missing, and your glass automatically refilled when you reach for it, will never go away, according to Albert Adrià. He believes restaurateurs have to know the rules of top table service before they can play with them.

His restaurants cater to a range of tastes. All are available for the exclusive use of clients who would like to hold a private dining experience. The 41<sup>o</sup> Experience is the more high-end incarnation of El Bulli - the Adrià Brothers molecular dining experiment that made headlines around the world. Bodega 1900 is a blend of the traditional wine cellar with the El Bulli flair.

“*Food should elicit a reaction, believes Albert. Emphasis has switched from formal service to providing diners with an experience.*”



Left: A chef hard at work at Tickets transforming food into dining experiences.  
Below: The affluent interiors at Tickets.



And Tickets is where the Adriàs have to delight and entertain to attract not just the tourists but locals to try tapas in a way they've never before experienced it.

The liquid olive is probably the best known. The brothers subverted this most Spanish of tapas experiences, maximising the flavours of - say - an olive stuffed with anchovy fillet, but totally transforming the texture. They are served wobbling slightly on their individual wooden spoons. Watch as the diners in your party jump in their seats as the 'olive' bursts in their mouth. Everyone's reaction is different.

Food should elicit a reaction, believes Albert. Emphasis has switched from formal service to providing diners with an experience.

Or perhaps it's all just to make sure Albert Adrià himself doesn't get bored. Day in, day out he's in Tickets, masterminding the menu for his range of restaurants. And he takes the job very seriously indeed. His chefs bring him an experiment in gnocchi and on a plate of grey slate, a sliver of squid, a transparent Japanese sushi-take on a Spanish favourite. The gnocchi does not make the grade, "it's like an imitation of a cousin of an impressionist," says Adrià, "bring me the real thing". The squid is similarly found wanting.

A few minutes later Adrià is making a rasping noise and calling for a glass of water.

"Are you all right?" I ask him.

"Fine. I'm just mildly allergic to squid."

And yet five minutes later when the member of staff returns with the squid dish served to his specifications he's tucking in again. This is a man dedicated to his work. Happily this time it meets his approval. But I don't think he'd balk at trying it for a third or fourth time if it wasn't perfect.

While Albert Adrià may bark his judgments at his staff, they remain unfazed. One chef dips a spoon into the disparaged gnocchi, cocks his head to one side and gives his view.

Adrià believes its essential his staff are confident enough to talk back. "We're a team. We collaborate on dishes. My staff are serious, passionate and professional. They work twelve hours a day and yet they show up early for their next shift."

This provides the foundation for what today's discerning diner is looking for in terms of service, according to Adrià; trust.

You want to know your waiter's name, he believes; "Personally I like to go where I don't have to make any decisions, I want to be able to put myself entirely in the waiter's hands."

The young restaurateurs behind Bar 68 want you to put yourself in their hands and kick back entirely. They want to show you the best of Barcelona nightlife, but they don't think that should mean compromising on the quality of the food, no matter if it's past one in the morning.

They picked Barcelona's most edgy barrio, the pop meets ghetto neighbourhood of Raval. It's real, to say the least. Older Pakistani men in traditional dress gather on the street

corners to shoot the breeze. Women – Spanish, Pakistani, Moroccan and Dominican pull their children home by the hand along the narrow pavements as teenagers race past on bikes – no hands. All the while hipsters pick their way past in the sultry city heat.

Bar 68's two-storey glass front gives you a front row view of it all. Once inside the cool, industrial décor manages to be unpretentious – perhaps because of the welcome. The staff and management greet you like longed for guests at a party that can really get going now you're here.

But you can find a shady corner to disappear to as well – beneath the specially commissioned photo-tryptic by Turner Prize-winner Douglas Gordon, or in the VIP mezzanine you can hire out exclusively.

From your dimly lit corner you can see through to the kitchen where San Franciscan chef Kaya Jacobs is busy creating works of art like the 'violet razor clam'. In its cherry, beetroot and ginger foam with a pansy flower on top, it looks startling punk but slips down like the best-dressed seafood.

Top: San Franciscan chef Kaya Jacobs is the mastermind behind the 'violet razor clam'.

Below: Owner Max Colombo wants for Bar 68 to be known for its 'fun' factor.

Far below: The chic interior of Bar 68.



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The 'teta negra' is also something to behold – raspberry mousse, cherry on top, temporarily frozen to be bathed in warm, liquid chocolate sauce, which sets on contact with the cold mousse, giving the dish its name.

While Bar 68 is a serious contender on Barcelona's top tapas scene, and will send signature dishes to compete at a Copenhagen restaurant fair and the Northern versus Southern Europe contest later this year, the food is not the centerpiece here.

"We don't want to win the accolade of 'best tapas in Barcelona'," says Max, "or 'best cocktail bar'. What we want to be is the most fun. The best place in this city to drink."

Max and his associates created Bar 68 because they wanted to go to it and it didn't exist.

That's not to say the food and the cocktails aren't staggeringly good, but the atmosphere is definitely unique. Max tells the story of one superyacht owner, recently sailed in from Ibiza, who kicked off his shoes and relaxed into the vibe at Bar 68, only to find that once he'd eaten he felt the need to get up and walk into the kitchen to embrace the chef.

The centre of the action is the cocktail bar. Watching Miguel Angel Palau at his art is an experience. I won't tell you about the difference it makes that Bar 68 presses its own fresh ginger, or creates its own infusions.

Let me just tell you about one cocktail; the Matrioska Sour. A Russian doll arrived at the table. Lifting off the lid chilled smoke curled from the tumbler inside. Smoked cannabis leaves, I later find out. While the flavour lingers the smoke parts to reveal a thin layer of eggwhite, and beneath it the punchiest, ziestiest sensation of ginger and vodka infused with the depth of hops. This was the most original taste combination I had tried in years.

At Barcelona's Picasso Museum you realise that the young painter had already acquired the skills of the great masters before he began to subvert and experiment. At Salt, Tickets and Bar 68 you know you are in safe hands, because they've mastered the traditional style of haute cuisine, before striving now to bring you a very different dining experience in the Catalan capital.



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# THE SEAFARER'S 'BILL OF RIGHTS'

*For some, it's a pioneering breakthrough in employment law. For others, it's an unwarranted imposition. And for still others it's already filed under B for boring. But if you own, run or work on a charter yacht you must not ignore the Maritime Labour Convention (MLC) which came into effect last year, as Erik Brown discovers.*

It is just over 100 pages long, but it took participating governments, employers and workers well over a decade to draw up and implement the seafarer's "bill of rights" that is the Maritime Labour Convention 2006.

Perhaps that's not so surprising given that the goal of the MLC is pretty far-reaching - to improve the lot of around 1.25 million seafarers worldwide by ensuring that they have good living conditions, regular communication with their homes, the guarantee of regular pay, adequate medical care, repatriation and social security and welfare benefits for themselves and their dependants.

Within its pages, the MLC manages to absorb 68 earlier conventions and legal instruments - some of which dated back to the days of sail and had become irrelevant, sidelined or forgotten. Many of them were not even enforced and some were simply ignored.

But one thing is for certain, as lawyer Paul Douglas - managing director of Salamanca Group Trust & Fiduciary in Switzerland - warns, you ignore the MLC at your peril ... "because it will have far-reaching effects".

The MLC applies to all ships engaged in commercial activities. Within two weeks of the MLC coming into force last year, a vessel was detained in Denmark because none of its crew had Seafarer Employment Agreements (SEAs) - a requirement of the MLC (and one that includes captains' contracts too).

In the first month after the convention came into force, a total of seven ships were detained for MLC-related breaches in Canada, Denmark, the Russian Federation and Spain. The figure could have been higher: inspectors reported that 30 of the breaches had been considered serious enough to warrant detention.

So, what does this mean for the owners, managers and crew of commercial yachts?

Anouch Sedef - a superyacht lawyer with superyacht and aviation specialist Meyer Avocats, based in Geneva - is sanguine.

"Do owners have to comply? Yes. Is it as scary as some people say? No. It's not that complicated," she says. "Some of the standards were already in place anyway. They've just been gathered into one document."

She adds: "Basically it's just a question of doing a health check on your situation - mainly your SEAs - making sure that the paper work is in order and that on board compliance procedures are in existence and applied."

The MLC came into force on August 21, 2013, and the owners and managers of charter yachts over 500GT had 12 months from the date in which to get certified.

"Below 500GT yacht owners are not obliged to go through the certification process," Ms Sedef says, "but it is recommended that they do it on a voluntary basis."

At the time of writing, 61 countries have ratified the convention. Inspections for vessels under the UK flag began in August this year.

The MLC does not apply to yachts registered for private use - but it does apply to private yachts chartering for only a day or two a year.

It is likely to influence the design of new yachts and may actually increase the value of yachts built before the MLC came into force.

New yachts will have to be designed to comply with the convention's minimum requirements for crew cabin space and height. Since the convention also establishes minimum safe manning levels, yacht designers may struggle to comply without reducing space for guests or - as at least one has suggested - increasing the length of a vessel.

"Designers are right to be concerned," Ms Sedef says, "because it's going to be more difficult for them. They're going to have to be more creative. Either you're going to have to build bigger or be more clever and more creative, I guess."

The result could be an increase in the value of yachts built before the MLC came into force. "It will push the second-hand market, definitely," says Ms Sedef.

And owners of yachts above 80m may simply shrug their shoulders and abandon any attempt at running commercially.

"I think what will happen is that those owners and clients who are starting to think that it's becoming too regulated, and that it takes away some of the enjoyment, will decide to go private and not bother with chartering,"

says Ms Sedef. "They don't need to be commercially compliant."

Owners who have been well advised probably don't need to worry too much about the MLC. Those without proper structures in place could be in trouble because their vessel will be inspected sooner or later.

"Every yacht that falls into the category defined by the MLC will be inspected," says Ms Sedef, "whether it's tomorrow or in a year's time or in two years' time. An inspection will take place."

"If they have gone through the process already and they are certified, they will have a painless inspection. It may take 15 minutes or half an hour - but that's it."

"If you haven't gone through the process, you are not necessarily going to be detained. The first step will be for the inspector to go

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*Do owners have to comply? Yes. Is it as scary as some people say? No. It's not that complicated.*

”

through all the processes, your paper work, crew agreements - everything that should be compliant and that they would have checked should you have done the certification process. But if you haven't done so, it could take hours.

"Now, should the inspector find out that the standards don't meet the requirements of the convention there is a risk of detention - until the item is rectified."

That could have a negative impact on reputation and may lead to a claim for breach of the charter agreement.

"You probably have to say that it is the right thing for the industry," says Michael Giraud, Jersey based head of new business development for Salamanca Group Trust & Fiduciary. "We all talk about living standards and human rights and how we are progressing. This is really the next stage, if you think about it."

Paul Douglas explains that Salamanca Group Trust & Fiduciary's role, in managing many forms of asset classes as professional trustees or directors, is to draw together specialists who can advise on issues like the MLC.

"That's a lot of what we do," he says, "identifying when advice is required and then calling on such specialists who are tried and tested, and are recognised experts in their field and who genuinely provide value-added service."

Michael Giraud adds: "Something we do very well is that once people have taken advice (from the right people), we make sure that it is implemented properly."

The full text of the MLC is available as a downloadable PDF from the International Labour Organisation - [www.ilo.org](http://www.ilo.org).

## The customs of the sea

The Maritime Labour Convention 2006 has at least some of its roots in the Book of the Consulate of the Sea, published in Barcelona in 1494.

It wasn't the first collection of maritime customs and regulations - the laws of Hammurabi The Babylonian Index of the eighteenth century BC probably has that distinction.

But (in Catalan) Les costums marítimes de Barcelona universalment conegudes pel Llibre del Consolat de mar or "The maritime customs of Barcelona universally known as the Book of the Consulate of the Sea", was a widely accepted document for generations of seafarers.

"Perusal of modern international law will reveal its roots are contained within provisions included in the Consulate of the Sea," says Stanley S Jados, author of The Consulate of the Sea and Related Documents.

The fifteenth century document included provisions on the wages of sailors, the rights to boats, sea routes, harbours, insurance, shipwrecks, relations between merchants and shipowners and so on.

As Jados reveals, the Book of the Consulate of the Sea - printed by Peter Posa, priest and printer - was born out of a boom in maritime trade after the Crusades.

By the beginning of the 13th century, the development of maritime trade was one of the engines of

growth for the Catalan economy and the foundation of its political influence in the Mediterranean.

Sea routes had grown up from Barcelona to Algiers and Tripoli, passing through Marseille, Genoa, Sardinia, Pisa, Sicily, Naples and Venice to Damascus, Constantinople, Alexandria and Cyprus. A Northern route connected Barcelona with Bruges and from there to the Hanseatic cities.

The complexity of commercial activity had spawned countless customs and traditions among merchants, which sat alongside the ordinances of commercial cities, the proclamations and decrees of kings and pronouncements and papal bulls from the Roman Catholic church.

A Consolat de Mar, or Consulate of the Seas, had been set up by the Crown of Aragon in Barcelona between 1260 and 1282 to administer maritime and commercial law. The Book of the Consulate of the Sea codified the ordinances and customs of the Consolat.

Originally, the book was designed to regulate only Catalan maritime activity - but because the Catalans were such a force in Mediterranean trade, the ordinances and customs it contained were adopted first in the Mediterranean and then in Atlantic trade and became one of the bases of international maritime law.



Above: Superyacht lawyer Anouch Sedef of Meyer Avocats.

# THE HEART OF A MARINA

Words by Andrew Johansson



Marina development has boomed in the past 10 years. It reflects the growing demand by superyacht owners for a higher level of service and the need for more facilities. While 2014 sees the next phase of developments take place for Barcelona's Marina Port Vell, Yacht Club de Monaco also recently welcomed the opening of its new 9,000sqm clubhouse.



At the heart of any local sailing community is the clubhouse. It plays a central role and provides a venue where its members can come to socialise, engage in games, host events and take part in regattas. For such a building to be able to offer this, it has to be flexible and allow a wide variety of activities to take place simultaneously. To tackle the task, Principauté de Monaco turned to UK-based architecture firm Foster + Partners, which worked together with Monaco-based architect Alexandre Giraldi to create a new flagship building for Yacht Club de Monaco.

"The design of the clubhouse has a great simplicity to its appearance and is reminiscent of ocean liners with the railing and awnings," says design director and senior partner at Foster + Partners, Nigel Dancey. "It also reflects Prince Albert's desire, which matched ours, to make the building sustainable."

While design clues from the nautical sector shaped the exterior, specifically from the details and finishes of the Club's flagship 28m gaff cutter *Tuiga*, research into how the building would be used influenced the layout. Working closely with the general secretary of the Club, Bernard d'Alessandri, regular meetings were held with club members, interested stakeholders and the Public Works Department - which oversaw the project. Using their feedback, the architects set out to

“

*The design of the clubhouse has a great simplicity to its appearance and is reminiscent of ocean liners with the railing and awnings.*

”

**Below:** The new Yacht Club de Monaco is reminiscent of an ocean liner.

**Opposite page**  
**Top:** An impressive design from the water, the club is open ready for Monaco Yacht Show in September.

**Bottom left:** The launch of Yacht Club de Monaco in July.

**Bottom right:** Prince Albert of Monaco participated in the grand unveiling.

create a building that would work in harmony with the area. It also had to make a statement and represent a new era for the club and marina as a whole, while being sensitive to existing members.

"The building is all about responding to Monaco's fantastic climate and the community's use of it," explains Patrick Campbell, a partner at Foster + Partners. "The club contains so many aspects and functions, such as classrooms, bars, restaurants and big event spaces that aren't just for the yacht club but can also be rented out to third parties. It becomes an asset for the whole of Monaco. This combined with the clean and beautiful air, the incredible views and bright sky, informed how the final building was going to look." Large terrace areas face towards the south offering stunning views out to sea and over the marina. Each tier of the seven-storey building creates a fluid relationship between the exterior and interior. The first floor features a large pool with each terrace area shorter than the one below it as you go up, in a manner similar to that found on the aft section of a large superyacht. On top of the building is a pair of steel booms cantilevered on masts, which can be seen from outside the port and plays a functional role during regattas. The floating boom structure houses a row of solar panels, producing eight kilowatts of electricity, which is fed into the network of the building. It also houses awnings to offer additional shade when needed or to keep dew from falling during evening events.

The rowing club and sailing school are located on the ground level, with shops and other amenities located on the quay. The clubroom, restaurant and bar are situated on the first floor, and above this is a double-height function room. An apartment for the club secretary and a number of individual rooms for private use are located on

the third level. The uppermost floors – including the open terrace top – provide a space for events. The various spaces within the building converge on the main entrance, which features a central spiral staircase made from stainless steel and finished with a leather handrail.

"We wanted to put this area into the foreground so that all the circulation up through the building is on show thanks to the glass front. It allows for chance encounters with other members as people pass through this space," explains Campbell. "As you spiral up the staircase, you'll come across alcoves, which can be used to present models and so on. The height of the staircase allows you to drop a banner down to mark special events or occasions."

Campbell also points to a shop tucked in behind the staircase, which will help to generate additional revenue, while some of the landings may be used by Club partners. At the time of writing, Maserati announced that it would be Yacht Club de Monaco's sole automotive sponsor of events organised by the Club until 2016. However, the Italian brand is not the only firm to have shown its support; as collaborations with Riva, Hermes, Fendi Casa and Moët Hennessy have added value in the fitting and design of the interior.

"We have used a language that conveys the detail expected of its members," says Dancey. "The language can be seen in the timber we've used on the floors and in the ceilings and in the use of stainless steel. It creates a nautical feel and ties in all the elements well without being pastiche."

Subtle details such as porthole-shaped mirrors, which hang in the restrooms add a level of richness and connect the building to its nautical surroundings. Careful consideration was given to every detail and in keeping with the Prince's wishes, all wood used on the project was checked





Above: Research into how the club was to be used influenced the layout.

for its sustainability and environmental impact. This led to the use of a European Oak for the interior while opting for Elondo, a long lasting hardwood produced in Africa for exterior decking areas.

To ensure efficiency of the building, large windows were installed in central locations and can be opened to create a gap of up to six metres to maximise natural ventilation. This combined with strategically placed louvers and a seawater cooling system and solar panels results in 60 per cent of the building's energy consumption coming from renewable sources.

Over in Barcelona, efficiency and environmental considerations are also important in the development plans and execution of Marina Port Vell, specifically in the design of its two central buildings: The Gallery and OneOcean Club. In a similar fashion to the team behind Monaco's clubhouse, Salamanca Group approached end users of the marina to gather feedback on what was needed, paying special attention to comments from captains.

"A marina is so much more than a place to birth your yacht," says commercial director at MPV, Anella Alcott. "Consumers today expect a higher level of service from the market and this is what we are trying to provide; extra value. Our clients aren't just owners but every single person involved on a yacht and so crew are an important sector to cater for. Our development plan is a recognition and response to this demand."

To cater for the members responsible for the operation and upkeep of these vessels, a crew lounge has been included at the water level within The Gallery and features a large outdoor terrace. This floor is also home to spa services, a gym, the Harbour Master's office and the reception. One Ocean is a private members' club for owners, VIPs and guests. Like Monaco, MPV has approached local contractors to erect the builds designed by Spanish architect Sergi Carulla, involving native talent throughout.

"Our interior designers El Equipo Creativo have won numerous international awards and designed some of Barcelona's most famous restaurants," says director of sales and marketing at Salamanca Marine Norma Trease. "Barcelona is renowned worldwide for its amazingly diverse architecture, and we are thrilled to be contributing to that tradition."

Foster + Partners was also sensitive to the existing architecture in Monaco, creating a building that allows fresh air to flood the structure and offer beautiful views out to sea on the east, west and south facing walls, while closing off the north face. This side of the building acts as a shield and supports the structure and all its services such as the kitchens. It also protects the building from noise and air pollution from the road, which also forms part of the Formula 1 racetrack.

"This was very much the sustainability diagram for maximising the views on offer and to expose the building to where the fresh, good quality air is, rather than on the street side," says Campbell. "There are no openings in the support spaces on the north side other than the main atrium, which is where we have this beautiful spiral staircase."

In his speech at the opening ceremony, Prince Albert stated how the clubhouse is an "architectural masterpiece" and is an important step forward for the Principality and the Club, which overlooks Port Hercule. It certainly is a significant step, as are the soon to be completed developments at MPV. Both projects reveal a determination to provide more for their members and passing visitors while taking into account growing trends in lifestyle and the needs for high quality facilities and services.

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# IN THROUGH THE OUT DOOR

Words by Don Hoyt Gorman

Steve White has what might be the equivalent of a Ph.D in yachting. He's worked his way up from a deckhand to a superyacht captain, then through the brokerage world to now running Barcelona's Nautical Academy. He is, in very many ways, a shining example of how a life spent cruising the Caribbean and the Med can lead to a so-called 'proper job' ashore.

Part of what he's doing with The Nautical Academy is counter-intuitive and very clever indeed: White wants to help professional sailors get out of yachting - intelligently.

"Here's an interesting thought: There's very little professional inward or outward path for superyacht crew," White says in his trademark drawl, part British, part superyacht accent-of-the-seas; an amalgam of accents he's been immersed with over the years.

The fact is it's very difficult to get into yachting. New crew commonly find themselves with their first job on a yacht with a bit of luck after walking the docks along the Riviera. But what White is working on with The Nautical Academy is not only providing crew the training beforehand, but also the professional recognition of their experience which can be transferred back to careers on land.

"I think this is the biggest issue we have in crewing: It's incredibly difficult once a senior crewmember decides to leave yachting to take his or her experience with them and have it recognised by any educational or professional body or the corporate world," says White. "We have some truly amazing, competent, inspirational, hard-working people who develop into leaders who have made a good living in yachting for five, 10 or 20 years; but when they leave, as far as career progression is concerned, they've just wasted their lives."

White himself was a skipper for 20 years. When he came ashore, he didn't regard his own experience as that of a commercial captain. "I saw myself as the manager of a private villa or small boutique hotel with the added complexity of a contained environment and the requirements of transport regulations," he says. "But my hotel moves. If I wanted to move into the boutique hotel or private villa management business, it would have been very difficult for me to do it. My 23 years counted for, really, next to nothing more than a few references from the owners I'd worked for."

Setting up The Nautical Academy in Barcelona, White knew he was in the heart of a growing superyacht and wider maritime culture. "This is an absolutely fantastic place to set up a school like this," says White, with real personal enthusiasm. "As a city and a culture, it's world class. And there has been enormous effort to develop the nautical cluster here, bringing these incredible talents and resources together to build something greater than the sum of the parts. The shipyard, the marina, the school, and all kinds of supply and service companies are networking together, supporting each other and building value. It's the right time to set up this school, and we're really enjoying the process."

Not only has White joined the nautical cluster, he's engaged the wider commercial community as well, as now the W Hotel is playing host to some of The Nautical Academy's courses. "We've partnered with the W Hotel here in Barcelona; we take one of their suites and use that as a guest cabin for interior training," he says. "You can't learn five-star service from a textbook; you have to practice in a real, working environment. So the W Hotel, which is just next door to the academy here in Barcelona, has been outstanding and very happy to work with us. Along with the housekeeping, we also work with the Eclipse bar and the hotel's mixology team for our own bartending classes."

The Nautical Academy has started offering professionally certified management training, giving owners and captains the same staff development tools that city corporations or the hospitality industry already use and understand. "We see this as us starting to build the foundation of the future of yachting," he says.

So White's goal for the academy is to develop a mechanism which will not only provide older sailors and crew an opportunity to find work after yachting, but also offer them that same opportunity as a lure for professionally minded young crew who actually do think about their careers and future lives. "I want young men and women coming into yachting who are up for the fun and the travel and the hard work, but who also know that this is a profession," he says. "Yachting offers huge opportunities, but we have to make sure that one of those is recognition of professional, transferrable skills and qualifications."

*How The Nautical Academy in Barcelona is building a force of world-class yacht crew – by offering a professional transition ashore.*



Above: Steve White is leading Barcelona's Nautical Academy



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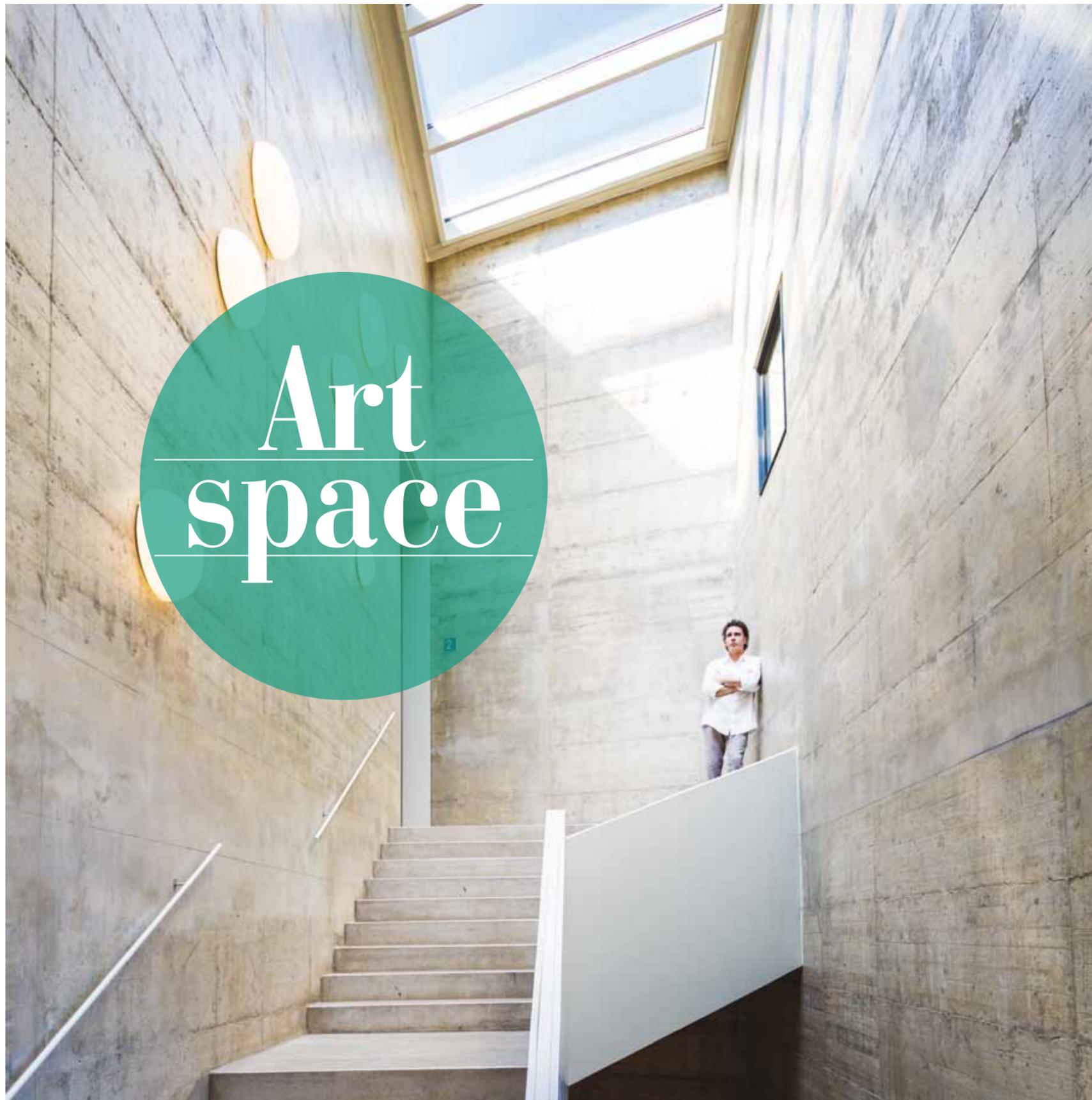
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# Art space

*Artist Alex De Fluvià takes us through the streets of Barcelona to sample some of the city's most beautiful spaces. Established venues, they are off the beaten track when considering the local art scene and have been lovingly selected for the "quality of the work they feature". So pack your camera and a map and be prepared to lose yourself for an afternoon, or the entire day.*

## *Passatge de Mercader*

Passatge de Mercader is a hidden gem in Barcelona. It is a quiet and quaint pedestrian street where one can find three of the most interesting galleries in the city. Not far from the renowned Consell de Cent street, which is home to the most traditional art galleries, is Passatge de Mercader. It is located between Provença and Mallorca, and parallel to Rambla de Catalunya.

## *Galería Marc Domenech*

I would certainly recommend visiting Galería Marc Domenech, which opened in early 2014 with an André Masson exhibit, and is perhaps the largest gallery space in Barcelona at the moment. Tucked away in the center of the Eixample district, this 400 square metre space showcases the best artwork from the twentieth century vanguards, as well as works by contemporary, mid-career international artists. The gallery is new but its owner, Marc Domenech, is continuing the legacy of his father who established the well-known Galería Oriol in 1976.



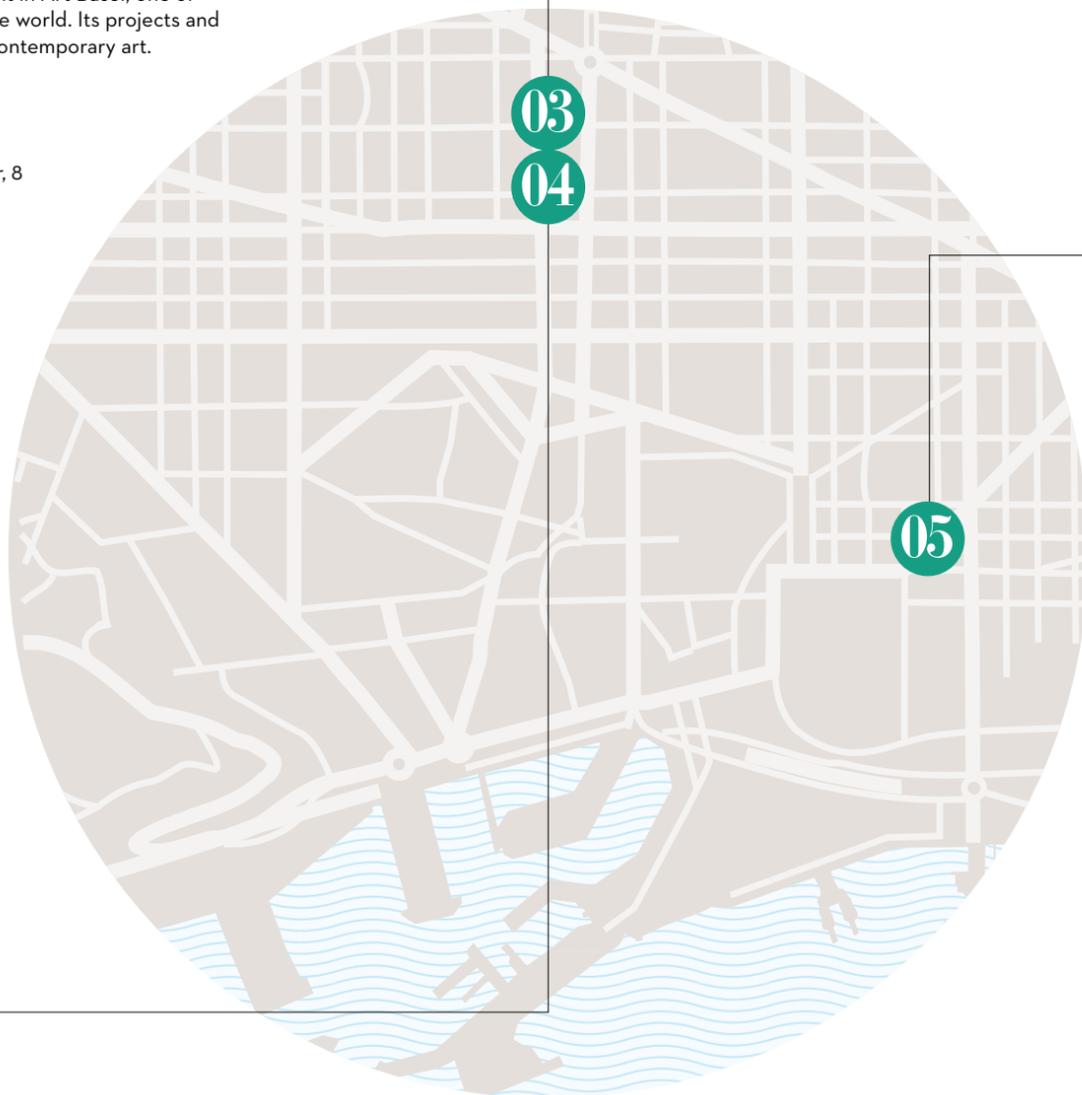
Passatge de Mercader, 12  
[www.galeriademenech.com](http://www.galeriademenech.com)



## Galería ProjecteSD

Noteworthy are Galería ProjecteSD and Galería Estrany de la Mota. Galería ProjecteSD is highly regarded in the international arena as a regular participant in Art Basel, one of the best art fairs in the world. Its projects and exhibits encompass contemporary art.

Passatge de Mercader, 8  
[www.projectesd.com](http://www.projectesd.com)



## Estrany de la Mota

Last but not least, Estrany de la Mota is the reputable pioneer of the conceptual art movement in Barcelona. The gallery was also among Miquel Barcelo's first dealers in Spain.

Passatge de Mercader, 18  
[www.estranydelamota.com](http://www.estranydelamota.com)



## Can Framis Foundation

Can Framis Foundation is the latest addition to the series of private museums dedicated only to Catalan art, created by Catalan patron and entrepreneur Antoni Vila Casas. Located in the middle of the reconverted @22 area in the Poble Nou, the museum houses his collection of contemporary paintings.

Can Framis Museum is also known for its remarkable architecture by BAAS studio/ Jordi Badia which received numerous accolades including the Cultural Heritage Award in 2009 and the Public Space European Finalist Mention.

On a personal note, Can Framis is a special space for me, because it is home to one of the largest paintings I have created. *Viaggio A2* is a large-format abstract piece measuring 4x2 meters that represents life's journey. It is about a common and shared journey.

Part of this museum complex is *Espai Volart*, also located in Barcelona, showcasing itinerant exhibits by significant artists living and working in Catalonia. North of Barcelona, Vila Casas also opened *Can Mario* in Palafrugell which is dedicated to sculpture, and *Palau Solterra* in Torroella de Montgrí dedicated to photography.

Carrer de Roc Boronat, 116-126  
[www.baas.cat/en/equipamientos/museo-can-framis](http://www.baas.cat/en/equipamientos/museo-can-framis)





## THE ART OF CREATING RETAIL NARRATIVES

Words by Vera Ciria Jarrett

Above: Window dresser and interior designer Nino Álvarez.

*If the eye is the window to the soul, then we could certainly consider shop windows to be the first soulful glimpse of the possibilities hidden inside.*

With more than 40 years' experience, Nino Álvarez is committed to creating narrative experiences within his stores, emotional connections that jolt the senses and awakens the intrinsic need for beauty and excitement.

Launching his first shop at the young age of 17, Nino Álvarez has dedicated more than four decades to the art of window dressing and interior design for his retail spaces. His flagship on Calle Muntaner is testament to his creativity and enthusiasm.

Two spacious windows flank the entrance, inviting the passer-by to step inside. The upper floor, filled with daywear, is similar to a cosy men's club or country home. There is a relaxed vibe in the air; vintage details are tucked in every corner, books, leather couches and a bar along one wall. Part of the ceiling is covered in bolts of tailoring fabric.

The lower level is the home of formalwear: suits and accessories, shirts and sports casual. Slick wood panelling and mirrored sections are complemented with natural light that filters through a slotted ceiling. The atmosphere is calm and inviting, the scents of leather, gorgeous wool, and crisp white shirts mingle in the air.

This is the stamp of Nino Álvarez, who is completely at ease within his domain, a compact and elegant man, filled with energy. His passion is evident in his surroundings and in every word that tumbles from his mouth.

His window displays have garnered several awards from the city of Barcelona. "Creativity is fundamental to me, not just to present our products but to attract attention, our windows create emotional connections. I dedicate a large amount of time searching for the perfect elements that will communicate my narrative and vision. Nothing is planned months in advance. There isn't a team of experts, just my son and myself. I often find things in the street, other times during my travels. I visit France on a regular basis to source specific objects. Of course I also investigate shop windows around the world; it's crucial to see what others are doing. Inspiration appears because I'm passionate about my work. The windows are my calling card, the personality of my stores."

Nino carefully selects a balanced assortment of brands for the store and also offers his own line of dress shirts, polos and wool items. He is quick to highlight the difference between his multi-brand space and others. "Menswear is quite simple yet the techniques involved, the tailoring, is more precise, and therefore quality is of utmost importance. Here we focus on quality. Brands and logo are secondary. I prefer to source lesser-known names, those who are committed to quality."

The garments on display are classics, but slightly subverted with modern and elegant details. These are pieces to be used for different occasions and situations. "Men are practical and want clothes that can be worn throughout the seasons. That is what we have here, the perfect white shirt, a suit, polished shoes, the indispensables for men."

Much has been accomplished over the course of 40 years yet Nino is especially proud of one specific achievement. "I am ecstatic that my son has been working by my side for the past couple of years. We are a fantastic team; relaxed, enthusiastic and passionate. It is a great achievement and a challenge; we push ourselves to be better."

With plans for immediate expansion, Nino is very optimistic about the future. "There are certain key factors that have never changed, our values and work ethics: daily humility and perseverance, and the eagerness to learn. I feel peace knowing that my son will carry on my work and the creativity will still flow. Times have changed yet we still continue to offer the same that I did 40 years' ago: the highest possible quality that is available for menswear. The future is good, we will continue to create emotions and excitement for our clients."

## WINDOW SHOPPING

*Interior designer Nino Álvarez has an elegant style that's at ease in the fashion-confident city of Barcelona. The scents of leather, classic white shirts and gorgeous wool blends create a classic, masculine look that translates from day to evening, whether you're on the water or enjoying the city's delights.*



Photographer: Andrew Habeck  
Art director: Andrew Habeck & Regina Serrano  
Producer: Regina Serrano

Stylist: Nino Álvarez  
Make-up artist/hairdresser: Eva Quílez  
Model: Marcos Frutos



**MODEL WEARS:**  
Feather fur-lined vest by Elenty, wool and silk suit by Bogliolo, cotton denim shirt by Nino Álvarez, cotton and satin trousers by Elenty and wool and cashmere tie by Altea.



**MODEL WEARS:**  
Parka with japanese stretch micro fibre lining in goose feather by Herno, cotton shirt by Koike Escayola, denim jeans by Dsquared and leather belt by Orciani.

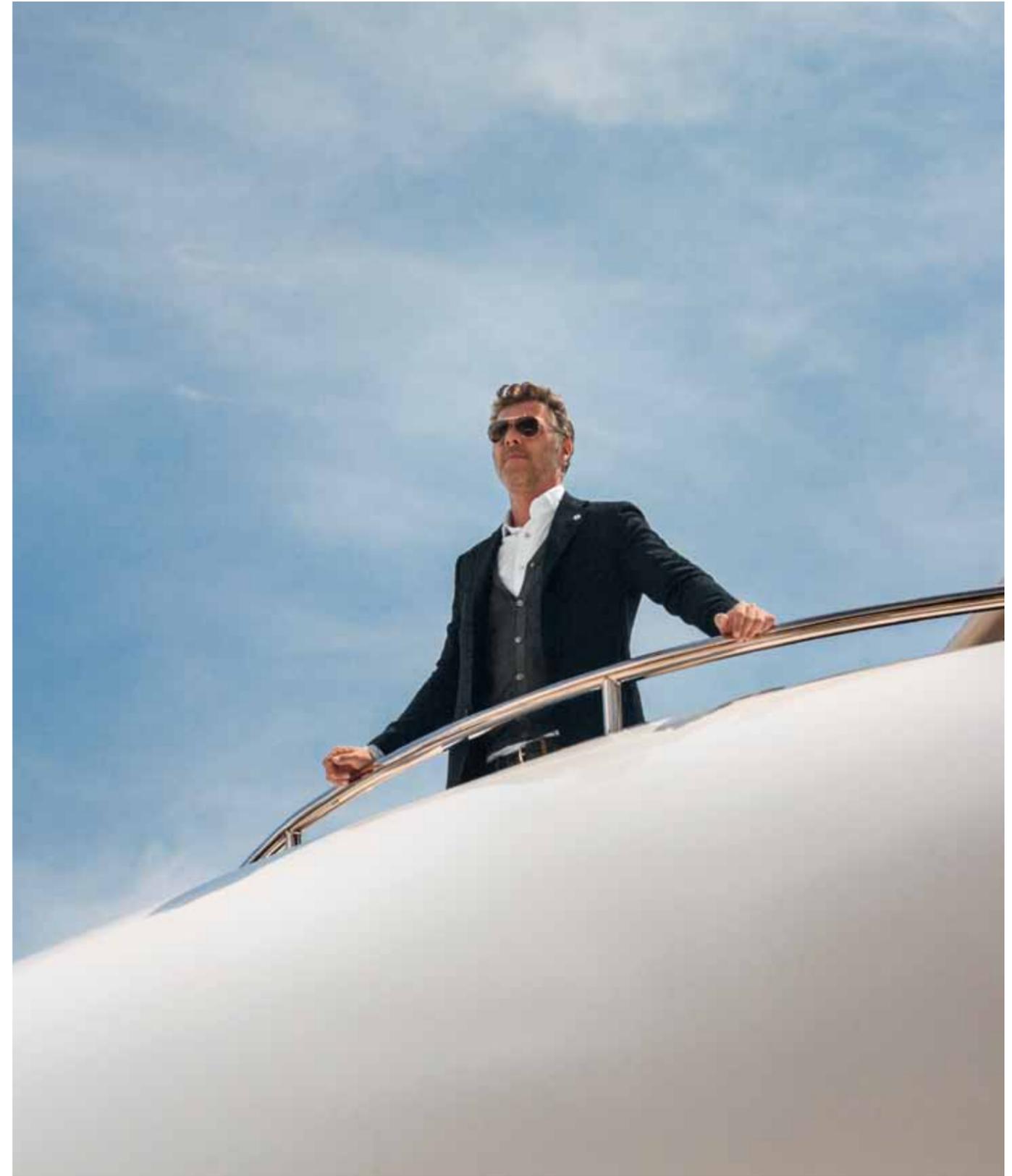


MODEL WEARS:  
Fox neck wool parka, knitted wool  
jumper and cotton trousers by Woolrich.

MODEL WEARS:  
Cotton shirt by koike Escayola, cotton  
and cashmere cardigan by Koike, denim  
trousers by Dsquared and knitted wool  
and silk tie by Nino Álvarez.



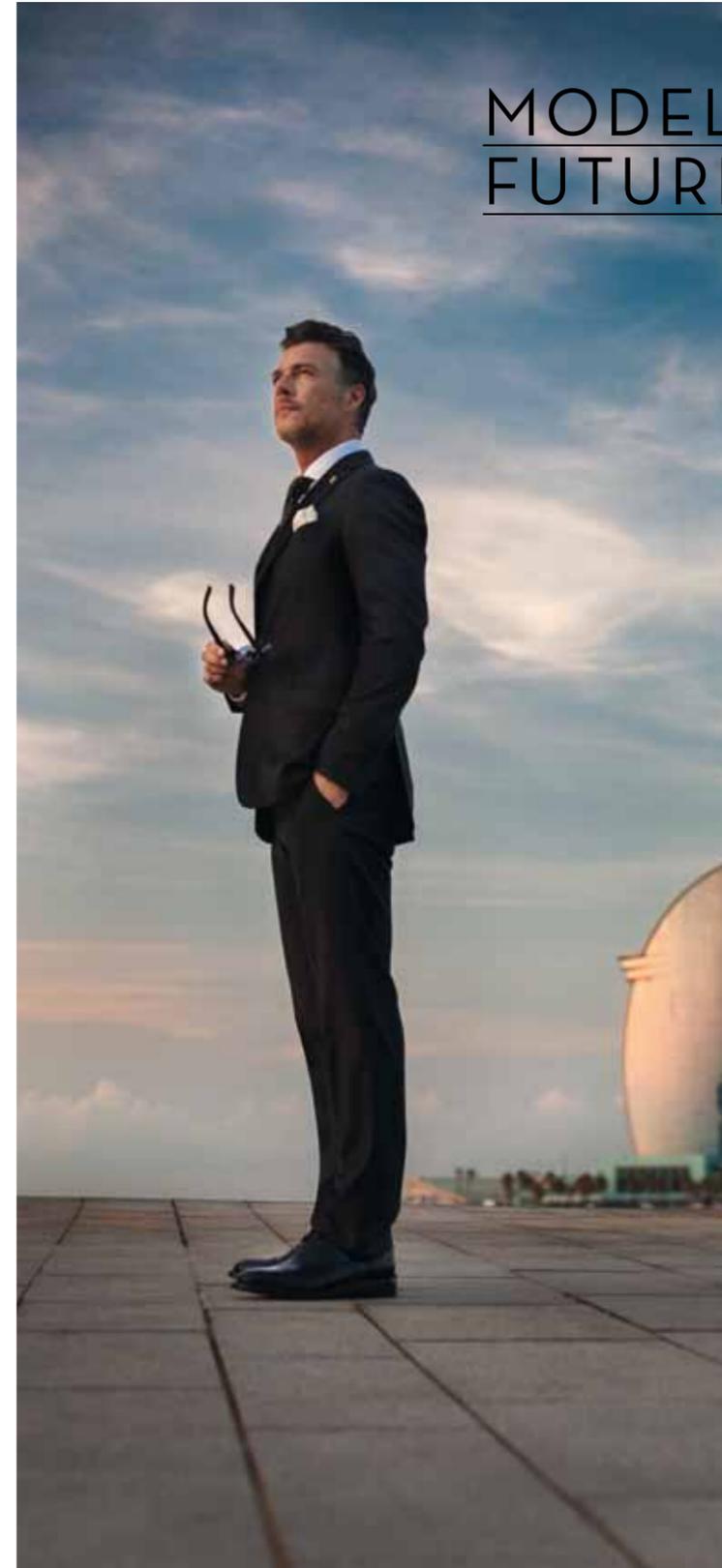
MODEL WEARS:  
Cotton denim shirt by Nino Álvarez, cotton trousers by Eleventy,  
leather belt by Orciani and cashmere wool tie by Salvatore Piccolo.



MODEL WEARS:  
Blazer by Lardini, cotton shirt by Salvatore Piccolo,  
knitted waistcoat by Nino Álvarez and leather belt by Orciani.



MODEL WEARS:  
 Suit by Lardini, cotton shirt by Fiamore, knitted silk bow tie  
 by Bogliolo, silk scarf by Roda and leather shoes by Church's.



## MODELLING THE FUTURE OF BARCELONA

A true Mediterranean man, enthusiastic about his culture and people, yet a citizen of the world. Marcos Frutos has created a life that revolves around his greatest interest, travelling to

learn and understand different cultures. Building his professional trajectory around his passion, Marcos has more than 22 years' experience in the hotel and restaurant industries, criss-crossing the globe gaining indispensable knowledge to reinforce his business skills.

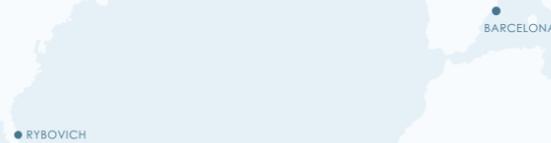
Currently undertaking a new venture Marcos has embarked upon the creation of the first grand luxury hotel chain for Spain. "This is a marvellous project, a great concept and style that will ensure very specific results for the hotels. I have carried out exhaustive research to create the BRAVO! HOTELS & RESORTS brand that will focus on a highly sensitive guest interested in art, culture and haute cuisine."

Plans are under way to launch the first hotel in Barcelona, with a second to follow in Madrid. "If everything goes according to plan the brand will expand to Asia and North America. I have no doubt that we will enjoy success, especially with the launch in Barcelona. The city is growing exponentially; the force of tourism is enormous. It's time to invest in Barcelona, in the services we offer and the image the city projects without losing our unique DNA. We want to strengthen the offer with BRAVO! to achieve a new level of excellence, attracting visitors with refined tastes."

In a city filled with eclecticism and beautiful contrasts the key to finding unique and refined experiences is avoiding the masses. "An early evening aperitif at the Martínez terrace in Montjuïc surrounded by excellent views; A dish of 'bravas' at Bar Tomás rubbing shoulders with the locals; A sophisticated dinner at Carles Abellan's Comerç 24; each location and neighbourhood has secrets and particularities to be discovered."

Aside from his professional activities his creative interests of modelling, acting and composing music are what drive Marcos. He is the living example of the diversity of Barcelona, the passion and culture that the city has to offer.

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## SURVIVING THE MODERN AGE: BARCELONA'S COMMERCIAL HERITAGE

Words by Vera Ciria Jarrett

*Barcelona is renowned for its passionate craftsmanship, which is often transferred from generation to generation; a celebration of local sensitivities. Colmado Múrria and Sombrerería Mil are two examples of courageous and ingenious adaptation and renewal to cope with modern demands while retaining the original romanticism of their respective trades.*





## COLMADO MÚRRIA A LUXURY FEAST FOR THE SENSES

**B**arcelona is bursting with curiosities, from obscure historical anecdotes to intricate architecture, there is literally something to discover around every corner. In this case, around every xamfrà, the iconic bevelled corners of the Eixample neighbourhoods.

Widely used by Iddefons Cerda in 1856 to create the perfectly squared city blocks of the Eixample, the chamfers were often occupied by bodegas and general stores. As shopping malls and supermarkets became more popular in recent decades, these small shops began to disappear. Little more than a handful of colmadors remain in Barcelona, continuing this romantic old tradition. One of the most perfect examples is Colmado Múrria, boasting years of experience, a fastidious attention to detail and a passion to search for the best gastronomic products.

Established in 1898, the Múrria family acquired the general store in 1943. During the

sixties, a young Joan Múrria would realise it was time to specialise in gourmet products to create a unique colmado that would endure the passage of time.

Blending perfectly with the atmosphere of his delicatessen, Joan Múrria is softly spoken and deliberate, weighing his words, very precise. Sporting an impeccable blue dustcoat and a bushy, curling moustache, he is the epitome of calm, exuding knowledge and appreciation for luxury gourmet foods. His passion has led him all over the world, yet he feels most comfortable spending time in the mountains. Joan decided to concentrate his initial efforts on cheese, undertaking hiking excursions in the mountains to discover hidden villages, making contacts to provide for the Colmado back in Barcelona.

Dust particles dance in the sunbeams that pierce through the robust window displays. Tins, jars, bottles and canned goods are stacked to the ceiling. Joan has handpicked an excellent team of connoisseurs that work in the Colmado itself or lend a hand with selection processes.

Above: Colmado Múrria sells some of the world's best gastronomic products.

Opposite page (clockwise from top left): Tiny jars and bottles are stacked to the ceiling; Joan Múrria is a specialist in gourmet products; Colmado Múrria first opened in 1943.



“

*We carefully visit each farm, company and artisan, carrying out rigorous tastings and relying on our network of gourmand friends, who are passionate about food.*

”

JOAN MÚRRIA OF COLMADO MÚRRIA

Joan is quietly enthusiastic, “we stock exquisite French champagnes, a wide selection of wines, smoked goods; we import our wild salmon from the Tromso region in Norway. We carefully visit each farm, company and artisan, carrying out rigorous tastings and relying on our network of gourmand friends, who are passionate about food. These are people that have cultivated their knowledge over many years, honing their tastes. I trust their opinion implicitly before including a new item in the Colmado.”

Colmado Múrria also offers its own brand of wines and cava. The type of grape and coupage is local, another example of exhaustive selecting to ensure the highest quality. The brand line is completed with a cheese and cold meat, all packaged in a design that reflects the Modernist influences of the establishment and its history.

Joan's favourite product is a very special cheese. “Made with fresh truffle and raw milk, the cheese is brought in once a week and only lasts for two days. It is an absolute delicacy.”

“Around 40 per cent of our clients are foreigners, usually residing in Barcelona for short or long-term stays. There is also a great influx of tourists that enjoy cultural and gastronomic tours of the city. Most of our team speak English, Italian, French or German, and we're currently learning Russian.” The people who come to Colmado Múrria are well informed, dynamic, romantic and precise. These are people who know what they are looking for, luxury items that are meant to savoured, morsels that whet the appetite, a pleasure for the senses.

The decades may fly by, yet the philosophy of the delicatessen has remained intact: impeccable service and attention to detail, personable and knowledgeable staff, and the highest-quality gourmet products that currently exist. A fine gastronomic romance in the city of Barcelona.

Carrer de Lluària, 85  
[www.murria.cat](http://www.murria.cat)



Joan Múrria of Colmado Múrria stocks an exquisite range of French champagnes.



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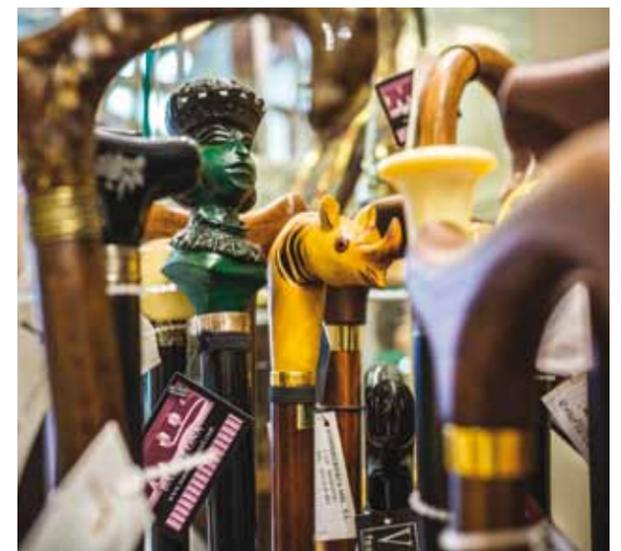
## SOMBRERERÍA MIL A HAT FOR EVERY HEAD

**Above:** A small selection of the hats and bags at Sombrerería Mil.  
**Below:** The place to come for quirky, handmade pieces.

It almost seems impossible to remember a time when hats were a necessary item in every wardrobe. Not just one hat that could possibly suit different occasions, but a range of options to cover myriad societal requirements.

Originally tucked away in the Raval district of Barcelona, Jaume Antonés, of Italian descent, was a milliner specialising in bowlers and top hats in 1815. In 1917, the shop was reborn as Sombrerería Mil and relocated to its current location, near Plaza Cataluña. Approaching its 100-year anniversary, Núria Amau is the fourth generation to continue with the family business and is currently prepping her children to be the fifth generation.

Núria is bright and bubbly, eager to share every detail of Sombrerería Mil's history and anecdotes. The shop is filled with light, reflecting Núria's attitude. The main entrance



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*The Panama hats are very popular in summer, while felts and wools are perfect for winter. We have beautiful toquilla Panamas, which take around two months to be woven.*

”

NÚRIA AMAU OF SOMBRERERÍA MIL

room is filled with hats for men, with a narrow passage leading to the women's showroom. "My role here is to learn! I've lived through so many decades of change," says Núria with enthusiasm. "My grandfather and later my father were the head figures that directed the business, now we're a team. Aside from dealing with the logistics, I dedicate my time to creating new hats for the shop, unique items, either by commission or something that I have imagined."

This small shop is one of a kind in Barcelona. "If you can't find it here at Sombrerería Mil, you won't find it anywhere," says Núria, with obvious pride. A wide range of different brands is available, traditional and modern styles. There is an adjacent workshop for repairs, restoration and cleaning of hats. Each staff member offers specialised attention to their clients, solving problems and doubts, matching each person to the perfect hat.

Quality is extremely important for the family, with many different materials and textiles available now: wool and felts for winter, natural fibres and cottons for summer. Núria visits industry fairs and suppliers to select the best textures and colours to ensure they maintain their standards of luxury, which is partly the reason that people return again and again to Sombrerería Mil. The shop is a fun and intimate space that caters to a specific niche. Tony Curtis and Ava Gardner, Francis Ford Coppola and

Robert De Niro - many have come through the doors searching for the perfect hat. This is a quality product that endures through time; a hat is playful and elegant, offering a unique way to slip into different characters and attitudes.

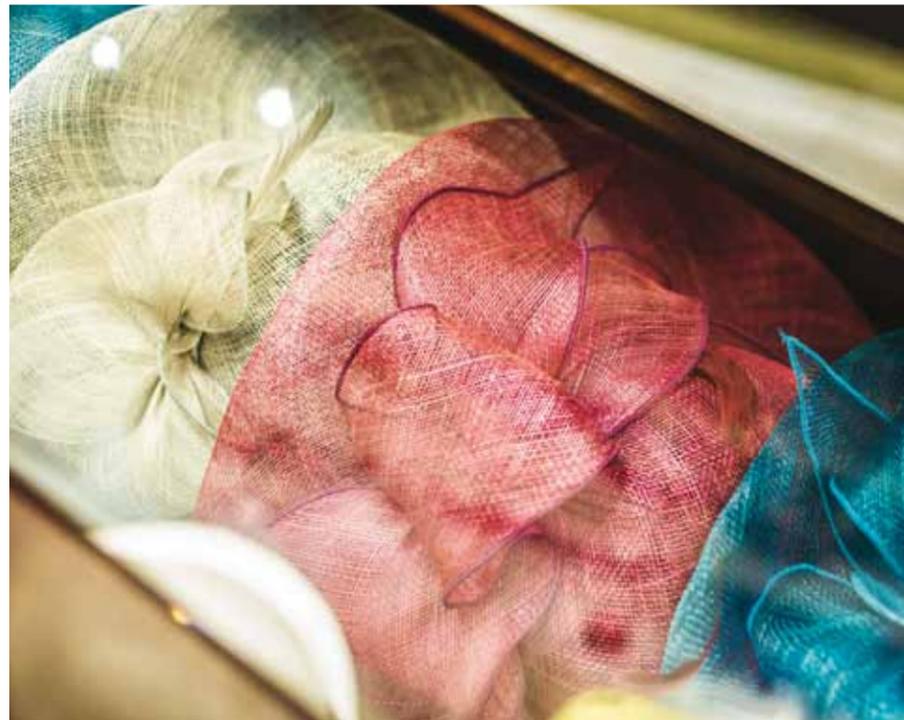
"The Panama hats are very popular in summer, while felts and wools are perfect for winter. We have beautiful toquilla Panamas, which take around two months to be woven while brushed llama felt hats are popular in winter," says Núria. A curious item that Sombrerería Mil still stocks is the collapsible top hat. This is a thing of extreme beauty, the black fabric gleams, complete with grosgrain ribbon. A firm squeeze and the hat collapses, a firm slap and up it pops again.

Núria fervently hopes that people will feel less embarrassed about wearing stylish hats and embrace these accessories once again. Just like her grandfather, she foresees a move uptown in the imminent future, hopefully maintaining the current location.

"All of my family's efforts, my passion and work, everything makes sense now that I can pass the knowledge on to the next generation, it's exciting. We'll be planning big surprises for 2017, a celebratory year filled with activities to commemorate our history." Luxurious quality, dedication, passion and knowledge are the key ingredients the family have maintained to take the brand into the future.

Carrer de Fontanella, 20  
[www.sombrereriamil.com](http://www.sombrereriamil.com)

Below (clockwise from top left): Núria Amau of Sombrerería Mil; The perfect hair accessory; Hours of craftsmanship goes into each bespoke hat created for customers.

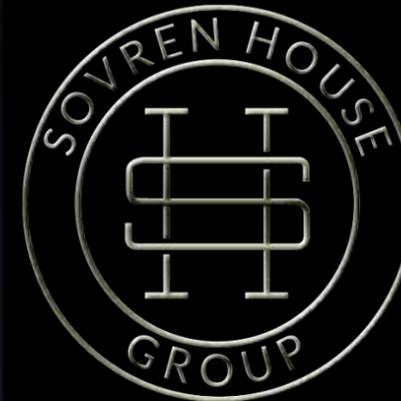


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This page (clockwise from far left): The vision for Marina Port Vell will soon come to life; Vice chairman of Salamanca Group, Uri Nachoom; Managing Director of Marina Port Vell, Marcel Brekelmans; The restaurant will provide a catering service to the yachts; The restaurant's interiors have been designed to bring the outdoors in.



a boat is moored, and the guests are staying for three weeks, the marina is then judged on the quality of the services: it's about hospitality, so it's all down to the service our visitors get."

Two years ago Nachoom began work on the vision of the five star service - the result, two buildings built literally out of the water; OneOcean Club and The Gallery.

OneOcean Club, a private members' restaurant, will be a hub of business and culture; a space that conducts itself as a venue for introductions; of people to each other, and of visitors to Barcelona. As a club - likely the first of several - its mission will be to connect like-minded people together. It's an extension of the initial bold spirit of the development in the first place: This is a forward-thinking venture, driven by a team that understands the nuances of tremendous wealth and the opportunities it affords, but at the same time its form is a reflection on the evolving needs of global culture.

# A vision come to life

**B**y the time you read this, the multiple facets of Marina Port Vell's hospitality services will be just weeks from being revealed. When the doors open, years of preparations and plans, designs and considerations will crystallise into a tangible experience.

From the very beginning, a marina based on exceptional hospitality has been the vision of Uri Nachoom, whose belief in the concept has helped shape everything from the architecture to the style of personal service within the project. The vice chairman of Salamanca Group, Nachoom has been involved with the project from the outset. He admits it's been an incredible thing to be a part of.

"The responsibility for the vision of what we're building and how we're building it has been with me," says Nachoom. "The investment by Salamanca Group had to be defined in terms of how far we were going to take it, and from the outset I wanted to take it quite far."

The brilliance here is the level of thinking that's gone into building the hospitality services. "This is a team that has been managing this marina since it started in 1992, so there is nothing from a traditional marina point of view they don't know how to handle," Nachoom points out. "But once

*The team behind Marina Port Vell has spent years building a complex of services that combine those of a five-star hotel and a new capital of superyachting, writes Don Hoyt Gorman.*



“

*This is a forward-thinking venture, driven by a team that understands the nuances of tremendous wealth and the opportunities it affords, but at the same time its form is a reflection on the evolving needs of global culture.*

”

Nachoom aspires for the restaurant to compete as one of the top three places to eat in the city and will be available to marina clients – owners, captains, crew – and locals via membership.

Nachoom comments on the vision of OneOcean Club: “Despite the seemingly endless possibilities that one might think are available to owners of the world’s superyacht fleet, we think there is a need to provide more, a way to enhance the already exciting ways people connect, learn and interact here in Barcelona. Politicians, businesspeople, royalty, artists and the like will find here in this ancient port a revitalised place to be, and to live, and to enjoy.

“We wanted to bring together local talent who had the full understanding of running a top-shelf catering business, because we’re not only running a restaurant, we’re providing a catering service to all of the yachts and all of our guests,” he says.

“Most of the yachts that will join us here in the port will have all of the capabilities you can imagine to cater for their own guests

aboard, down to the five-star chefs and the best provisioning in the world,” Nachoom points out. “But we are here to provide any and all assistance at that level, whether that be a world-class dinner at our restaurant or help catering a special event aboard a yacht.”

The Gallery, a beautifully clad building in Escofet-designed concrete, will be the hub of the marina for captains and crew. Offering a large crew lounge, gym, spa treatment rooms and business centre, it will be a magnet for social meetings.

Indeed, the complete vision for the operation of the marina is of a five-star hotel with berths instead of rooms; a spectacular seaside hospitality machine in which superyachts can moor and plug into a specialised set of services covering everything from entertainment, parties, refuelling and more, all discreetly handled by a staff trained in the absolute highest levels of service.

Making all of this come together on the docks is Marcel Brekelmans, who joined recently as managing director and will take the project through to completion. “We will be ready very soon,” says the Dutchman. “There’s likely to be a potted plant that may need to find its home, but all of the facilities, safety, and planning will be fully in place. And when it’s opened, we will be talked about. We’re going to break out all the bells and whistles.”

In operations, Anders Pehrson is the harbourmaster while Alex Juncosa has overall responsibility for hospitality, including the restaurant, the cocktail bar, events and catering. “We will be hosting third party events or those we create and launch ourselves,” says Brekelmans. Here within the marina, we have the square meters and the knowhow and we’re situated in one of the most beautiful cities in the world.”

“Since he got in touch with me to come and join this project, one thing has been clear about Uri,” says Brekelmans. “He has a completely unique idea for this place. This isn’t about running a marina, this is about hospitality. What we’re focusing on is speed and quality of service.

“Marina Port Vell is an amazing challenge to be a part of,” Brekelmans continues. “I can only work with passionate people – and that goes all the way up and all the way down. Uri’s boundless enthusiasm and unique approach to this project rubbed off on me. It’s going to shatter the mould of what people think a marina is.”

Indeed, right in the heart of Barcelona this spectacular capital of superyacht culture is at last coming to fruition, its buildings completed, its people hard at work, and a superior culture of service coming alive. There is no question: this is a vision that has finally come true.

For more information on the OneOcean Club, please explore [www.oneoceanclub.es](http://www.oneoceanclub.es)

Top: The seaside hospitality services will allow for refueling as well as entertainment.

Below: The yacht club will provide five-star service to superyacht crews.



### Nothing outshines a Pinmar finish

M.Y. Secret is the new 82m yacht designed by Sam Sorgiovanni and built by Abeking & Rasmussen. Pinmar were chosen to paint this magnificent newcomer, which will ensure her good looks will last. Pinmar are the world’s leading Yacht Finishing specialists, with locations in Palma de Mallorca, Barcelona, Germany, U.K. and Florida, USA.

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# HOME SWEET HOME

Words by Lulu Trask

*A cultured Catalan capital city bursting with Gaudi and Michelin stars, Barcelona should have always been a strong magnet for superyachts. However, it has only been over the past few years that this niche industry of big boys' toys has found itself attracted to the popular tourist destination. Barcelona's Western Mediterranean competitors – Antibes, Palma, Cannes and Monaco – have, for a long time, had the infrastructure to support visiting yachts, something Barcelona was lacking. But the city that has always drawn enormous global footfall is back in the competition.*



Above: Lina Dahm, Barcelona Office Manager at Elite Crew International.

**T**he development of Marina Port Vell began four years ago when it was purchased by Salamanca Group and is the manifestation of the capital city's goal of establishing itself as Europe's yachting hotspot. The improved facilities, which include a reception, crew lounge, gym and therapy rooms, will also be home to an 18-office business centre, and come 1 November, 2014, the marina, already a well-respected choice for today's yacht captains, will be complete and Barcelona will be eager to prove its worth.

"We're seeing more and more companies saying Barcelona is going to become the new yachting destination within Europe, so we're trying to create a one-stop shop for everybody," explains Anella Alcott, commercial director at MPV.

Maritime enterprises can sometimes find it difficult to establish themselves in new locations within Europe, whether transatlantic businesses crossing the pond or European businesses expanding their grasp of the continent. But MPV's business hub aims to provide a European gateway

for maritime business and a base upon which the yachting industry can flourish.

A European crew clothing company is opening its first Spanish office in the hub while, further afield, Florida-based crew recruitment agency Elite Crew International has chosen the MPV development for its initial move across the pond. "After much research and careful consideration, MPV was selected as our Mediterranean base," reveals Elite Crew International owner and founder, Karina Befeld. "As we have seen, Barcelona has become a very desirable and popular yachting destination, so it was an easy decision."

A location that is brand new for some, moreover, is old for others. Superyacht agency BWA Yachting is already located in MPV and has been for the past 10 years – not to mention its office further down the road at refit facility Marina Barcelona '92. And what better way to celebrate 10 years in Barcelona and the first-hand experience of the city's maritime evolution than a rejuvenation that matches that of the marina itself. In November, BWA Yachting will take over four offices, covering a sweeping 100 square-metres.

Doubling its offices, though, is a move that comes at a price, and begs the question of why it is this capital city that has been the catalyst for transatlantic crossings and expansions of this scale. "It's an investment and a statement that we believe in the project so much that we're going to make the office our headquarters for the country," explains Antonella Della Pietra, managing partner at BWA Yachting Spain.

For Della Pietra, Barcelona is a city that ticks all the boxes of yachting, and with the new development Della Pietra believes others will feel the same. "Barcelona is relatively green for yachting, but it has absolutely amazing potential. Most of our offices suffer from the seasonality of the industry, but with the proximity to the shipyard it's one of the locations where we can offer assistance all year round. The idea is to make Barcelona the home port for many of the vessels that are cruising around the summer."

For Jesús Zea, general manager at MiTBcn, a superyacht maintenance service provider joining the MPV family in November, Barcelona's establishment on the superyacht scene is a natural step for such a vibrant capital city. "MPV is going to be one of the reference marinas for superyachts in the western industry. It is much nicer and better for anybody to spend a few days in Barcelona than in a small village in the middle of south Spain, south Italy or an industrial area of Marseille," believes Zea. "You're in the city centre, you have very good connections to the rest of Europe and just by taking a taxi or a tube you can be at the airport in less than 30 minutes."

The investment in the MPV business hub, and in Barcelona as a maritime destination, isn't solely financial and when anyone at MPV talks about Barcelona as a home port, they really do mean 'home'. Those in the yachting industry have chosen to be so because of a passion for the sea, a passion for travel and a passion for people, and this



Above: Antonella Della Pietra, Managing Partner at BWA Yachting Spain.

“

*We've been dealing with our customers for years, but they're not only customers; they're friends and they are people who are close to you and trust you and come to you for advice, and that's amazing.*

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ANTONELLA DELLA PIETRA OF BWA YACHTING

is an ethos Della Pietra is confident BWA Yachting has brought to the project. "I strongly believe that proximity to the customer makes a difference. We've been dealing with our customers for years, but they're not only customers; they're friends and they are people who are close to you and trust you and come to you for advice, and that's amazing. That's something you can achieve only because you deliver something that is recognised as an extra value, it's not just the money."

Previously, Barcelona has had the infrastructure to support high-end tourism but lacked that needed to support the luxury yachting industry in the way to which its insiders were accustomed. In the four years since Salamanca Group's purchase of MPV, however, Barcelona's Nautical Cluster has not only evolved; it really has prospered and established the Catalan capital city as a state-of-the-art Mediterranean hub for yachting "What is being created is a team in the marina," concludes Della Pietra. "For me, it adds great value to be able to unify different nationalities; different people around the world getting together and being able to better understand the needs of yachting."

# ON THE HUNT



This page: Niki Robinson, who wears Masculin silk trousers, and Lisa Richardson, who wears Valentina silk dress, run private tours of the city through Antiques & Boutiques.

Often the unique travel experiences are the most personal. In a city of hidden treasures such as Barcelona, it helps to have friends who know where to go to track down the city's newest emerging fashion designers, bespoke furniture design, or the latest art shows and installations.

Niki Robinson and Lisa Richardson are fashion designers who run private tours of the city through Antiques & Boutiques. Here they divulge their insider knowledge from where to shop for antique jewellery to the private art galleries that are so far off the beaten track, they may just offer to hold your hand.

## ART & CULTURE

We're in love with the province of Girona for art and culture. An hour and a half out of Barcelona takes you to Fundació l'Olivar in the small town of Ventalló. Sculptor Enric Pladevall has created an oasis for his sculptures in his sprawling backyard, with beautiful views of the surrounding countryside. He will take you on a walk around his grounds where his sculptures are integrated with nature, as well as the private gallery and impressive workshop. [www.lolivar.cat](http://www.lolivar.cat)

In the same area we also love Palau de Casavells, a project between Barcelona-based gallerist Miguel Alzueta and local architect Jacobo Valentí. The restored XIV C. Palau now showcases contemporary art by Spanish artists and unique furniture from the nineteenth and twentieth centuries. [www.palaudecasavells.com](http://www.palaudecasavells.com)

## DESIGN

One of our favourite stores for finding things from local designers from in and around Barcelona is Magnolia Antic. It is a beautifully curated concept store that sells select antique pieces, bags, gloves, delicate ceramics and jewellery. We are particularly enamoured with the jewellery by local designer Wilhemina García who sells exclusively to Magnolia Antic. [www.wilheminagarcia.com](http://www.wilheminagarcia.com). Tatiana, the owner and talented curator of this store-cum-gallery, also designs an exclusive clothing range of timeless silk pieces. As with most local designers, all these pieces are made in Barcelona.



Above: Trancoso corals by Wilhemina García.  
Left: Bodegon ropes by Wilhemina García.

“

*It helps to have friends who know where to go to track down the city's newest emerging fashion designers.*

”

Above: Trancoso corals by Wilhemina García.  
Left: Bodegon ropes by Wilhemina García.



## SHOPPING

The Eixample area is our favourite place to take clients looking for specific pieces. The streets leading off the famous Passeig de Gràcia weave together to form Barcelona's main art district. Hidden amongst these independent galleries are treasures such as art deco specials showroom Fins de Siecles. Owned by two Belgian enthusiasts, Nicolas and Michelle Van Hove, the space is home to one-off art deco furniture pieces, lighting and objects from the 1930s to the 1950s.

## ART & COLLECTABLES

For art and collectables we would recommend Galería Miguel Alzueta, co-founder of Palau Casavells, Miguel's private gallery is now the go to space for contemporary art enthusiasts. Promoting Spanish and Catalan artists alongside collectable furniture by the likes of Jean Prouve, Charlotte Perriand and Le Corbusier.

## FASHION

Our favourite Spanish designer is Rosa Esteve, the creator of Cortana. Originally from Mallorca, Rosa's collections are ethereal, feminine and timeless. She creates her own prints from watercolours and works mainly with silks, creating flattering bias-cut dresses that we find hard to resist. [www.cortana.es](http://www.cortana.es)

## TOURS

All of our tours are private and tailor made to the client. Barcelona has many speciality stores from antique to 20th-century design. We offer a consultation service before the tour to ensure each client gets exactly what they need.

## WATCH OUT FOR

Recently Barcelona saw the opening of the Marlborough gallery on Carrer d'Enric Granados in the Eixample district, organising exhibitions of the artists they represent within their other galleries and institutions.

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

*Fashion journalist and treasure finder Esther Levy offers tours that immerse visitors in the local lifestyle of Barcelona. With an intimate understanding of the city's fashion designers, Esther will ensure your visit includes an introduction to the luxury labels worth knowing, as well as exclusive outlets for designer sample sales.*



Above: Passeig de Gràcia is famous for its shopping.  
Centre: Window shopping in Barcelona is luxurious with all of the world's most famous brands on display.  
Right: The interiors of Passage.



#### WINDOW SHOPPING

My favourite displays are Vinçon, Santa Eulalia and Loewe Gallery with wonderful installations displayed along the 'museum-like' space. Pronovias just celebrated its 50th anniversary with a fabulous feast of models, wedding gowns and celebrities in the castle of Montjuïc, closing Bridal Week and setting Barcelona as 'the fashion capital for Bridal'. 080 is soon unveiling the Spring 2015 lines of talented ready-to-wear designers like Yerse, Zazo & Brull, Desigual, Custo, Josep Abril, Miriam Ponsa, Manuel Bolaño and Vanesa Lorenzo.

#### HOT LIST

My favourite brands include QK, Hoss, Treze, Passage, Jofre 20, Menchen Tomas, Notenom, Coquette and Como agua de Mayo. For jewellery and accessories be sure to check out La Comercial, Aristocrazy, Sita Nevado and Carmina Rotger. And for shoes visit Castañer, Álvarez and Pretty Ballerinas, as well as pedestrian boulevards Portal de l'Àngel and Rambla de Catalunya.



Head to L'illa, a shopping mall uptown where the top Spanish labels are represented including TCN, Custo, Hoss, Hakei, Bimba & Lola, Massimo Dutti, Zara, Mango, Yerse and Cooked, supported by an ideal modern market where you can sit by the bar and enjoy a Jabugo sandwich. It is paradise for a multi-errands day and up to 20 per cent discounts for foreigners.

#### CLOSE TO HOME

Menchen Tomas, QK owns the cool new Spanish brand Lio de Faldas which she blends with eclectic brands and exclusive labels, while nearby Isabel de Pedro offers fitted sophisticated dramatic looks at outlet prices.

#### HIGH-END TASTE

Uptown, Jofré stores offer a great selection by international designers, as well as the Mascaró shoe selection including Pretty Ballerinas and Ursula Mascaró in the Turó Park area. I love the concept store in Sarrià called Passeig de Gràcia, also in Diagonal Jean Pierre Bua, and in front BCBG where I always find something special for any occasion. Of course, Passeig de Gracia with amazing flagship stores like Loewe, Saint Laurent, Vuitton, Prada, Stella McCartney, Stuart Weitzman, Jimmy Choo and fashionista labels like Zadig & Voltaire, Maje, Sandro and Ash.

#### HOT TIP

Check out fashion designer Estrella G's appointment-only, made-to-measure leather outerwear sample sales.

#### FASHION & ART

Don't miss Passage in Abat Samsó 7, Sarrià.

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



Above: Fashion journalist Esther Levy.



# A union of ideas

Words by Will Mathieson

*Yachting has long positioned itself at the apex of the luxury sector, at the forefront of desirability and allure. It is the epitome of decadence, and as such, the aspiration of many of the world's wealthiest individuals.*

**Above:** French designer Thierry Mugler, in collaboration with powerboat manufacturer Spire Boat, designed and built the 9.5m Mugler Spire Boat tender.  
**Below:** Silver Arrows Marine teamed up with Mercedes Benz to produce the 14.17m tender, Arrow460-Granturismo.



**T**he superyacht sector's status as the ultimate luxury pursuit does, on occasion, court luxury brands from further afield. This is a mutually beneficial relationship for both parties; the luxury brand gains an entry point

into the market, whilst the superyacht industry benefits from the innovation and outside influence of more progressive industries.

Jaguar's creative advanced design specialist, Hugo Nightingale spoke recently about the power of such collaborations, "to reignite the ambition to own a superyacht". Indeed, Jaguar was responsible for one of the industry's notable automotive-nautical collaborations. In 2012 the company designed a 6.1m tender, the Jaguar XF Sportbrake, in tandem with Ivan Erdevicki Naval Architecture & Yachts Design and Seventy Seven Design.

Modelled on a traditional speedboat, with a nod towards the classic D-Type Jaguar, and featuring a two-person cockpit, design director Ian Callum said it served as an opportunity for Jaguar owners to reimagine

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*Legendary French designer, Thierry Mugler, in collaboration with powerboat manufacturer Spire Boat, designed and then built one of the single most unique vessels ever to hit the water.*

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the brand in a new format. "I hope our design inspires people to think about our products in a much broader sense, especially in lifestyle and enjoyment," he explains. "I have always had a passion to create such an object and it seemed fitting that we relate this to a lifestyle vehicle such as the Jaguar XF Sportbrake. The two sit together perfectly."

The intrinsic link between luxury cars and luxury tenders is obvious, and this inspired Silver Arrows Marine (SAM) to team up with Mercedes Benz to produce a 14.17m tender, Arrow460-Granturismo, which was unveiled to great acclaim at the 2012 Monaco Yacht Show. SAM's chairman, Ron Gibbs shared his vision: "Imagine the most advanced granturismo car - elegant, dynamic, bristling with innovation and technology. Now picture it on water."

It is this vision which inspired acclaimed yacht designers Martin Francis and Tommaso Spadolini to work with Mercedes Benz's design team to produce the Arrow460. The yacht features a long foredeck that leads the eye to a raked-back windscreen and its arcing roofline, which runs aft and connects to a short tail, mimicking the design cues found on ultra luxury cars with long bonnets and aerodynamic profiles. The interior offers an open-plan space with carefully considered solutions to maximise usability for 12 guests. This is achieved by incorporating materials and control systems inspired by the automotive industry to help reduce weight but ensure high performance. The large windows on the superstructure can also open upward like a bird's wing, and for the roof to fold back to expose the salon to the elements.

But while the crossover from road to water may be obvious, yachting also attracts revered designers from other spheres. Legendary French designer, Thierry Mugler, in collaboration with powerboat manufacturer Spire Boat, designed and then built one of the single most unique vessels ever to hit the water. The 9.5m Mugler Spire Boat tender was inspired by the Batboat, from Marvel Comics' Batman. This striking vacuum-bagged epoxy resin constructed tender is powered by twin outboard engines, producing between 250 and 300hp, achieving a maximum speed of 90 knots, in homage to the visceral power of the famous superhero and his gadgets. There is no more striking sight on the water.

The desire of automotive luminaries to leave their impression on a tender or small craft is well known, as the aforementioned high-profile projects attest to. But the ultimate in luxury pairings has to be a partnership on the scale of a superyacht.

In 2013, London's David Gill Gallery played host to the unveiling of 'Unique Circle Yachts' - an eagerly anticipated collaboration between Blohm+Voss, the Hamburg-based shipyard that was once responsible for one





**Above:** The Royal Falcon Fleet's 135 will be launched at the end of 2014.  
**Above right:** The 41-metre catamaran with its own helicopter.  
**Below:** Roland Heiler is Managing Director at Porsche Design Studio.



Lutz Sternstein

“  
*Superyachts are the epitome of exclusivity; they are among the most valuable and rare objects that money can buy.*  
 ”

of the world's largest superyachts - 162.5m Eclipse - and globally acclaimed architect Zaha Hadid. This powerhouse of a design team had produced six 'buildable' versions of a 90m superyacht concept based on an existing Blohm+Voss hull platform. A first for the shipyard, CEO, Dr Herbert Aly said at the time, "When we decided to come to market with our own concept, it had to be something truly unexpected and exceptional. That was the basis of this collaboration with Zaha Hadid."

"It will be expensive, for sure, as everything from Zaha is," said Dr. Aly. "This is not a project where you can see the exterior styling is done by X and the interiors are done by Y. Here, the interior and exterior are connected in a fluid dynamic; it's one philosophy. This is for a very unique set of clients who might consider Zaha Hadid as their designer. I bet there are two or three yachting customers out there who would love to have something from her."

And although this visionary project remains just that - a vision - the world will soon see the manifestation of the first ever truly luxury superyacht collaboration, when Royal

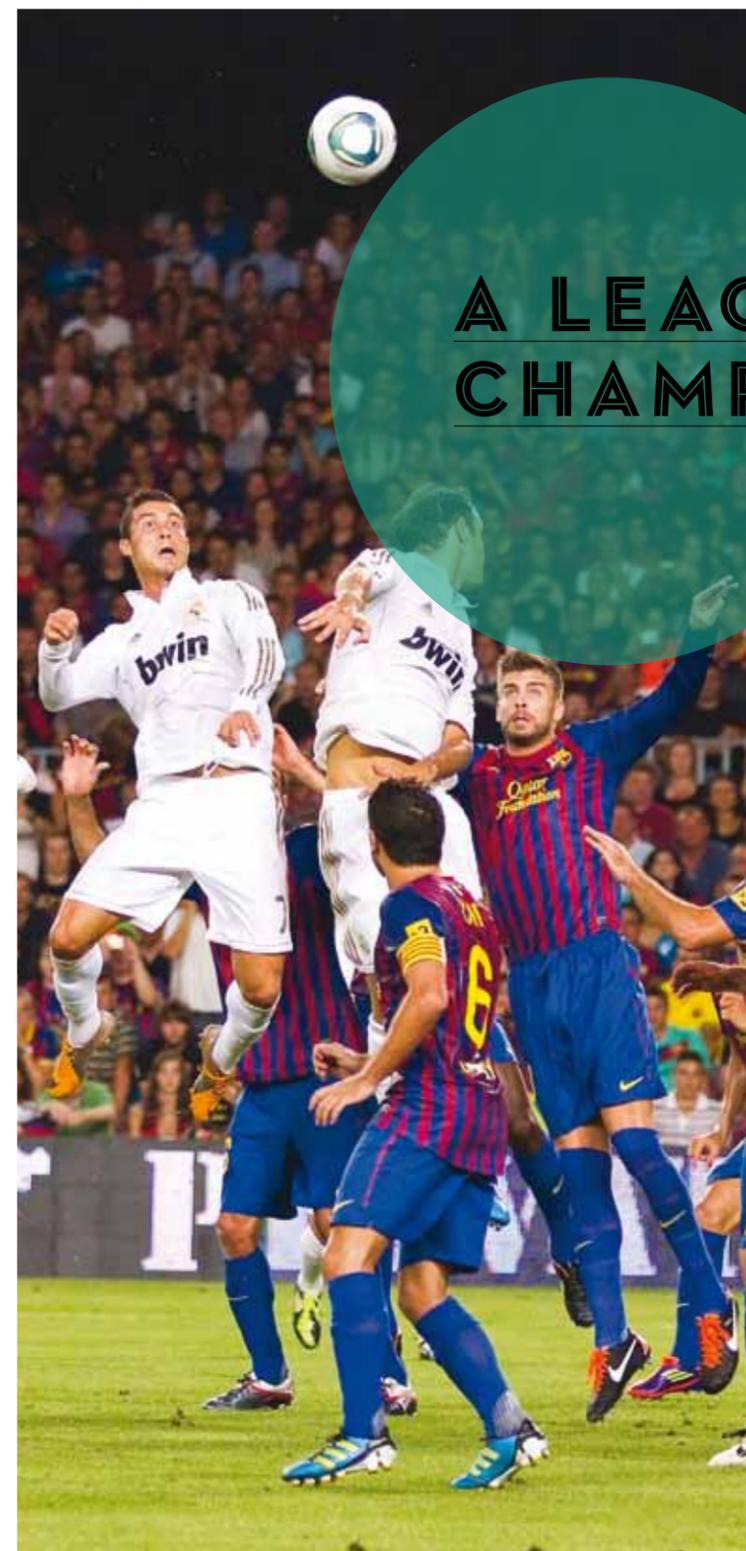
Falcon Fleet's RFF 135 is launched at the end of 2014. This 41m fast catamaran, currently in build in Stockholm, is the brainchild of private investor, M A Zaman, who in order to realise his dream vessel recruited Porsche Design Studio (PDS) to make it a reality.

PDS' MD, Roland Heiler oversees all non-automotive Porsche design projects and he said of the project: "Superyachts are the epitome of exclusivity; they are among the most valuable and rare objects that money can buy. The [design] process can be applied to all sorts of industrial products and not just transport design. You need to be aware of the technical parameters, but at the start you also need to have a very free and open ideation process. If you want to come up with something fresh and new, you don't want to be overloaded with too many technical considerations. Using this approach we came up with the initial sketch that triggered Mr Zaman's approval. The hard part is then making that design work, but it's a process that works for automobiles, yachts and many other products."

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## A LEAGUE OF CHAMPIONS

*Words by Miguel Delaney*

**G**ary Lineker's main memory was the noise. As the former England striker stepped out onto Barcelona's pitch for his first ever fixture against Real Madrid back in 1986, it felt like an assault on the senses. There was the scale of the immense Camp Nou stadium, the fact every single seat in it was filled that night, and the utter intensity of the occasion. What was really noticeable, though, was that earth-shaking noise.

"If there had been a roof on the stadium, it would have been blown off," Lineker said. "The sound was unbelievable. This was no derby."

It is no mere football match. The Clásico - as the meeting between Barcelona and Real Madrid long ago became known - is probably the biggest club fixture in world football.

There is very little argument. It is difficult to think of a match quite like it, with such a deep combination of the characteristics that make these occasions great: the history, the intensity, the emotion, the drama, the glamour and the quality.

It is also utterly unmissable; football's equivalent of seeing the Mona Lisa or visiting the Great Wall of China.

Far from trying to get to watch it while in Barcelona, it is one of those events you should specifically visit Barcelona for. Even if you are not into football, it would be impossible not to be



taken away by the sheer sense of theatre, the thrill.

The Clásico traditionally takes place in the Spanish league around November and April, with the one at Camp Nou generally coming before Christmas in recent times. The fact the clubs are so equally matched in terms of quality, though, does mean they regularly meet in the latter stages of the two knock-out competitions they are involved in: the Spanish Cup and Champions League.

That frequency does not mean tickets are any easier to come by, or nothing short of expensive. You would be very fortunate to buy one for less than £100 and usually have to pay much more, with the most expensive official tickets at just over £300.

It tends to be worth it. This is not one of those high-octane occasions that ends up regularly disappointing due to the extreme tension. Quite the opposite. You only have to consider the last Clásico in the league: a fearsome and fearless 4-3 Barcelona win. The pace was relentless, the dynamic of the game ever changing, and virtually every touch flawless.

It is a game that so rarely lets you down, because there is so much to lift it up.

Most obviously, there are the politics and history, and the intensity of emotion all of that causes. This is not just a football rivalry. Real Madrid is seen as the club most representative of Spain, Barça are a de facto Catalan national team. While that is an element that has acquired even greater sensitivity with the ongoing campaign for Catalan independence, there is no escaping its effect on the fixture itself.

Steve McManaman was another English player to compete in the fixture for Real

Madrid from 1998-2003, and recently told The Guardian of the resounding effect that would have on the players.

"It was immense," McManaman said. "It meant a lot going there and getting the right result."

While that is true of many such heated rivalries, what really sets it apart and further enhances so much emotion is the sheer size of it all. Quite simply, Barça and Real are the two biggest clubs in world football.

You only have to consider the numbers. Together, they have won 14 Champions Leagues between them, and three of the last six. Real is the reigning European champion, Barça the most successful club of the 21st century. They are both responsible for the five most expensive football transfers of all time - buying Gareth Bale, Cristiano Ronaldo, Zlatan Ibrahimovic, Kaka and Neymar - and the two clubs have recently dominated the Ballon d'Or, the sport's award for the best player on the planet. Sixteen of the last 18 winners have appeared for either Barça or Real, sometimes both.

Now, the two best players in the world - Leo Messi and Cristiano Ronaldo - grace the fixture. That is the main aspect to it all. Its glory is about so much more than the mere numbers. You are not just watching a great rivalry. You are likely watching the highest level of football in the world. It has a glamour beyond anything else.

It is drama beyond anything else. Again, you only have to return to their last league meeting. At 3-3, with the game in the balance, Barça was awarded a penalty. Messi stepped up. The best player in the world had to settle its greatest football fixture. For a moment, there was silence. He scored. That noise soon followed.



# SUPERYACHT NEWS:

*An industry update by Will Mathieson*

## Positive step for Spain

*News from Madrid continues to grow in positivity for the Spanish superyacht sector with government clarification on a previously ambiguous rule falling favourably for the industry.*

**T**he Asociación Nacional de Empresas Náuticas (ANEN) had asked fiscal authorities to clarify whether beneficial owners were still allowed to use their vessels, while still qualifying for the recently extended matriculation tax

exemption. The response was that owners of charter vessels will be able to use their vessels outside Spanish waters, while continuing to charter in Spain, and in Spanish waters, provided the owner is not a Spanish domicile.

This is yet another significant step towards the opening of Spain's as yet, undernourished charter industry, a point that was not lost on Alex Chumillas, whose company Tax Marine is stationed in Barcelona's Nautical Cluster. "This interpretation is a radical change compared with the previous situation, which did not allow a single use of the yacht by a related person or entity to the owning company," Chumillas explained. "In those cases, where the related party is resident in Spain the limitation still applies. We do understand that to structure this use by the beneficial owner, there should be a charter agreement in place, and the charter fee should be agreed at arm's length and VAT applied."

### SOS YACHTING

Superyacht fiscal advisor, SOS Yachting has extended its remit by establishing a dedicated office in Barcelona. The office will be headed by maritime lawyer, León von Ondarza and will primarily offer tailored VAT advice for superyachts chartering in Spanish waters.

### NEW TO THE FOLD

Marina Port Vell has welcomed its new Managing Director into the fold, with the appointment of Marcel Brekelmans. Brekelmans joins MPV following a career in the luxury hotel sector, a market that he feels has equipped him with a number of transferable skills:

"Positioning a property like Marina Port Vell as a fully realised destination - with all incumbent amenities for an exacting clientele - is smart business," he says. "Specifically, we are implementing training and development programmes on exceeding customer expectation, propelling proactive service-minded attitudes, and encouraging forward-thinking with regard to developing partnerships with both guests and business associates."

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*Even if you are not into football, it would be impossible not to be taken away by the sheer sense of theatre, the thrill.*

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# What are MB'92's expansion plans?

Five minutes with Pepe García Aubert,  
Managing Director at MB'92.



## What are MB'92's expansion plans?

Our expansion plan consists of the construction of a new dry dock area including the installation of a new synchrolift with a capacity of 4,000 tons. This will allow us to provide an additional service to 12-14 yachts with lengths between 40 and 105m at any given moment.

## What will this project do for Barcelona's status as a superyacht destination?

Together with the expansion and renovation of Marina Port Vell, more captains and owners will elect to bring their yacht to Barcelona. The conditions for success are all in place to see Barcelona rivalling, and perhaps surpassing, alternative locations as a superyacht destination. Where you have a shipyard, an attractive port, facilities, services, professional expertise, and an exciting location with excellent connections - airports, train stations, the boats will come. And where the boats go, the crew, crew agents and the wider yachting industry follows. The collaboration currently taking place in Barcelona is a real force to be reckoned with, both now and in the future.

## What is the timescale of the development project and how far has it progressed up to now?

This project is complex, from a technical point of view, due to the civil engineering requirements. We have to fill in, utilise a piling foundation and convert a large surface area of water located in the central part of the old Port of Barcelona into a hard-standing working area. Several parties are involved in this major operation, led by the Port Authority of Barcelona (APB). That said, progress has been made in the design of the technical project and we are discussing the appropriate timescale with the APB. We believe that at the end of this present year the tender process will commence to enable works to begin in early 2015. We aim to have the synchrolift operational in the first quarter of 2017.

# Is bigger better?

*Marina Port Vell will launch this year, offering berths for yachts between 50 and 120m, just in time for the new breed of 'super size' superyacht, writes Martin H. Redmayne.*

We have watched the market closely for the past 25 years and seen an exponential growth curve that is both exciting and dynamic. However, it is hard to judge where it will all end? No one could forecast the arrival of gargantuan projects in the 120m-plus segment, no one thought we would see anything on the scale of M/Y Eclipse or M/Y Azzam, and when talking to designers and market makers it is clear the number of big projects in development is still climbing. It's as if the market is segregating into a new 'super' superyacht category above the normal 30m-plus projects.

As we look closely at the market, the 30m to 45m motoryacht category is enjoying some form of stability, where the volume builders of Sunseeker, Azimut, Ferretti and San Lorenzo are all keeping their shipyards active with new build projects. But the question is are they selling? Above 45m and below 65m we have witnessed a growth in the semi-custom sectors with major brands like Amels, Benetti and Heesen all creating platforms that will fill the marinas around the Med. But it is the leap of faith that the world's billionaires have made, way up to the top of the food chain, with leviathans who have nine-figure build contracts that will make a small country's budget deficit evaporate, that have captured the market's attention.

The concern is that this trend for bigger yachts cannot go on forever and while there are 2,000-plus billionaires in the world today, everything is limited by capacity, so approximately 40 owners can build one of these larger yachts at any one time. With build times of up to four years, how many owners will be willing to wait? Not to mention, there are few marinas worldwide built to support these special statements of wealth and, when you do have your new 'super' superyacht, when the time comes to sell it, the market may have shrunk again.

The 'big is better' bubble has not yet burst, but it may be reaching its limit of expansion, so it is fair to suggest we might see a regression back to yachts 50 to 80 metres, because this is where we are experiencing the largest growth.

## Once complete, what are the additional services/capabilities that MB'92 will be able to offer its clients?

Considering the current trend, superyacht refit and repairs tend to be concentrated in certain parts of the year. By completing the development and extending our service offering, we will be able to provide a professional service to a greater number of yachts at any one time, with greater flexibility. As the only repair and refit shipyard in the Mediterranean, with the facilities to accommodate yachts from 30 up to 200m on hard standing, we believe this will be highly valued by our customers, their agents and management companies alike.

## Where will the completion of this expansion programme position MB'92 in the global order of refit yards?

Once the expansion programme is completed, MB'92 will not only reinforce its position as a global leader in this sector but also demonstrate to our customers and the market that we are continually looking to evolve in terms of capabilities and the service being offered.



# MARINA PORT VELL

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