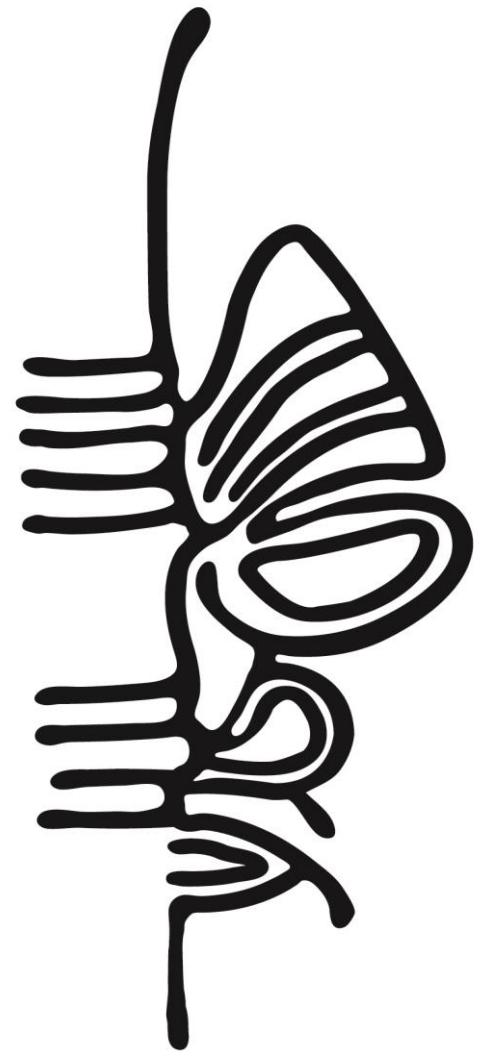




ZULU YACHTING CHARTERS

Spring 2018



Cetewayo

The Classic Racer



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The Solent: Cruising and Racing in the Area

The Solent has an array of options for guests to explore, from idyllic bird sanctuaries to bustling towns, from exhilarating yacht racing to swimming in a beautiful bay.



The Solent provides a beautiful, sheltered sailing area between the Isle of Wight and Hampshire shores of Southern England. For the last century, it has been internationally recognized as a sailing and yacht racing mecca.

Zuly Yachting is based in Hamble Le Rice, only 90 minutes via car or train from central London. When leaving the River Hamble, destinations to the south and east include the famous harbours of Cowes on the Island of Wight, Portsmouth, with the ensemble of docked Royal Naval ships and the Gun Wharf Quay marina development, complete with the new Millenium Tower.

In contrast, if you long for a day of peace and tranquility, then cruising the waters of the wild bird sanctuary of Newtown Creek, laying anchor in Osborne Bay and enjoying a sumptuous lunch onboard overlooking the splendid stately home of Queen Victoria, or experiencing a bygone era while traveling up the Beaulieu River to the “Grand Master Builders” site, will leave you feeling completely relaxed.



The Solent is host to many annual yachting events, such as the “Round the Island Race”, where you can see a mass of colour as more than 1200 colourful spinnakers are hoisted, and the famous “Cowes Week”, where the Solent is filled with racing yachts and Cowes comes alive with boats of all sizes and their crews.



For those worried about the English weather, the Solent resides in its own micro-climate, which is often far more forgiving than that experienced only a few miles inland. The southern tip of the Isle of Wight is, in fact, the sunniest spot in England.

The Solent offers the perfect sailing location for the perfect sailing day.



A Day aboard Cetewayo



Cetewayo is a classic yacht with a colourful racing history. She is built for exhilarating yet comfortable sailing, which allows us to tailor our charters to suit our guests.

We are delighted to teach those willing to learn how to sail, pamper those who prefer to relax and, for the veteran sailor, there is a chance to maximize boat speed by raising the distinctive scarlet “Zulu” spinnaker and allowing Cetewayo to demonstrate her true racing credentials.

At 50ft long, there is ample space onboard to accommodate guests both on and below decks. Lunch, often splendid buffet of meats and salads or a hot buffet, is served from the table in the saloon, which also seats 8 people comfortably.

Cetewayo was originally built in 1955 and has been painstakingly refurbished over the last 18 years to restore her to her original glory, yet with a few ‘subtle’ modern additions. During the last winter Cetewayo has undergone a major refit to upgrade her racing competitiveness. This includes a new mast and rig that will provide considerably more power in the light and medium wind conditions and increase her IRC racing rate. She is now a superb example of a truly beautiful yacht that is ‘uber’ competitive.

The Solent has an array of options for guests to explore, from idyllic bird sanctuaries to bustling towns, from exhilarating yacht racing to swimming in a beautiful bay.

Whatever you choose to do, our aim is to make your day one to remember.



The Schedule

The itinerary is flexible and can be tailored to suit guest's individual requirements. A typical day is often as follows:

Itinerary:

- 10:00 Meet onboard for breakfast
- 10:15 Briefing of the day and safety procedures
- 10:30 Depart and sail around the Solent
- 13:00 Anchor/moor in a marina and enjoy lunch
- 14:30 Weigh anchor/depart the marina and sail back along the Solent towards the River Hamble
- 17:00 Return to mooring, guests depart



What to bring:

- All specialized sailing equipment is supplied leaving you feeling completely relaxed.
- Guests may wish to bring a swimming costume and a towel. However, warm clothing is imperative even if the forecast is for fine weather.
- No black or leather soled shoes, preferably only deck shoes (bring a spare pair for the end of the day)
- Warm jumper and jacket
- Sun block, sunglasses and a hat

General

- Cetewayo is sailed by an expert crew, but we encourage participation from guests, depending on their enthusiasm!
- Where the charter is for more than one day, we can arrange to take guests on a more extensive tour, with overnight accommodation arranged ashore at boutique hotels if required
- All guests are responsible for their own medical and accident insurance.



Zulu Yachting – Services & Prices 2018

	Type of Charter	Timing	No of Guests	No of Crew	Catering included	Description	No of units*	Price Ex VAT
1	Standard One Day Charter	10am - 5pm	8	3	Continental breakfast. Lunch on board. Tea & cakes. Drinks & fine wines	Start and finish your day from Hamble and spend a day sailing on the Solent on this beautifully restored classic yacht	1	£2,500
2	Afternoon & Evening Charter	2pm - 9pm	8	3	Light lunch. Dinner onboard. Tea & cakes. Drinks & fine wines.	This charter is designed so you can leave London at midday and spend the afternoon and evening sailing	1	£2,500
3	Two Day Charter	10am - 5pm	8	3	Continental breakfast. Lunch on board. Tea & cakes. Drinks & fine wines	A two-day charter of Cetewayo, where clients can either spend the night ashore at idyllic hotels in Cowes, Yarmouth, along the Beaulieu River. Hotels require separate booking.	2	£5,000
4	Two Day Get-Away Charter	10am - 5pm	2	2	Fully catered.	A special charter where a couple can experience the freedom of sailing and living onboard a classic yacht. The duration of the cruise can be extended at request	2	£4,200
5	Process-driven Team Management Training	10am - 5pm	8	4	Continental breakfast. Lunch, evening meal and soft drinks onboard.	A two-day weekday or weekend session is based on a new concept developed by David Murrin, focusing on the processes that allow a team to function at maximum efficiency. This development course uses the nautical environment to highlight and resolve issues within the team. Accommodation not provided. The team includes ex-SBS officers	6	£10,000
6	One Day Event with the option of a 2hr presentation of Breaking the Code of History	9 am – 5pm	8	4	Continental breakfast. Lunch onboard. Tea & cakes. Drinks & fine wines	Start and finish your day from Hamble and spend a day sailing on the Solent on this beautifully restored classic yacht. During lunch David Murrin, author of “Breaking the Code of History” will give a presentation followed by	2	£5,000



						Q&A, ideal for senior business executives. www.breakingthecodeofhistory.com		
7	Charter racing							To be advised acc to event

- A 50% non-refundable deposit is payable at the time of booking
- The remaining 50% is due six weeks before the charter date
- Guests must wear soft, unmarking shoes whilst onboard
- No smoking is allowed at any time aboard

We are pleased to offer a discount that allows clients to buy multiple units, at a discount price, and have more flexible booking conditions.

Prices based on the number of units bought			
Units	Price	Discounted unit price	Discount rate
1	£2,500	£2,500	0%
2	£5,000	£2,375	5%
3	£7,500	£2,250	10%
5	£10,000	£2,125	15%
10	£12,500	£2,000	20%
20	£50,000	£1,750	30%

Surcharges applicable per day and per unit	
Weekends	£250
Cowes Week	£500
Special events	£500
Mediterranean Charters	£250

For any referral leading to a charter, we will offer one free place on a special charter day in the same year, to thank you for your support.

Terms and Conditions

- All units purchased during 2016 must be used within the year and are not transferable
- Once units have been purchased, bookings should be made two months in advance
- For units purchased under the discount scheme, we allow a two week cancellation period, in which the charter must be rescheduled, otherwise the unit is forfeited. However, we will do all we can to make sure the yacht is available to our discount users



- Units will be allocated on a LIFO basis
- Prices are ex VAT
- Guests must wear soft, unmarking shoes whilst onboard
- No smoking is allowed at any time aboard our vessels





Menu Options Onboard

Menu 1

Bacon Rolls/Danish pastries

Red Thai king prawn and crayfish rice noodle salad

Venison and chicken moose terrine with armagnac,cranberries and pistachio

Peruvian kaniwa, faro, amaranth and roasted vegetable salad with a green aji dressing

Broccoli and stilton tartlet

Lemongrass and beef skewer

Selection of continental meats

(Herb crusted fillet of highland beef, Black Forest Ham, Salami, Parma Ham, and Chorizo)

Insalade Caprasi with grilled artichokes

Baby leaf salad with goat's cheese and walnuts dressed with a cider vinaigrette

New Potato Salad with sumac, sweet chilli and spring onion

Selection of breads

Bitter chocolate, almond and raspberry torte with clotted cream

Selection of cheese and biscuits

Coffee and mints/petite fours

Scones with clotted cream and strawberries

Homemade cake of the day

7

Menu 2

Bacon rolls/Danish pastries

Malaysian pork and chicken rice noodle salad

Lebanese crusted salmon steak

Selection of continental meats

(Five pepper crusted fillet of highland beef, Black Forest Ham, Salami, Parma Ham, and Chorizo)

Thai pork and mango larb

Goats cheese balls on garlic croustini

Tomato and feta salad

Baby herb and Romano lettuce salad with croustons, parmesan and a Caesar dressing

New Potato Salad with a pesto dressing

Selection of breads

Eaton Mess cheese cake

Strawberries and cream

Selection of cheese and biscuits

Coffee and mints

Scones with clotted cream and strawberries

Cake of the day

Menu 3

Danish pastries / bacon rolls

Vietnamese Hot and Sour Chicken noodle salad

Homemade Crispy Bacon and Caramelised onion tartlet

Roasted Salmon, Chorizo, artichoke, pine nut, kamut and ferro Salad

Selection of continental meats

(Five pepper crusted fillet of highland beef, Black Forest Ham, Salami, Parma Ham, and Chorizo)

Vine tomato, red onion and olive salad

Home made Thai Coleslaw

New potato salad with caramelised onions and basil

Selection of breads

Banoffi pie

Selection of cheese and biscuits

Coffee and mints

Scones with clotted cream and strawberries

Cake of the day





Location



*Cetewayo is located at the end of "A" jetty, Mercury Yacht Harbour, Satchell Lane, Hamble, near Southampton, Hampshire, UK.
Look out for a large wooden mast*

By car:

- Take the M3 or A3 south from the M25
- Join the M27 to Southampton and follow it until you get to Junction 8
- Take the first exit left off the slip road
- At the roundabout, take the second exit onto Hamble Lane sign posted to Hamble (passing a large Tesco superstore on your left)
- Go straight on over two mini roundabouts
- At the third mini roundabout take the first exit left and after 10 meters turn left into Satchel Lane (sign posted to Mercury Yacht Harbour)
- Follow the road for the next 3-4 minutes until you reach the next signpost for Mercury Yacht Harbour on the left)

By train

- Trains from London to Southampton depart from London Waterloo
- Once at Southampton train station, it is a 20 minutes taxi ride to Mercury Yacht Harbour.
- Del Boy Taxis have various mini-vans and can be reached on 0791 460 176

By air

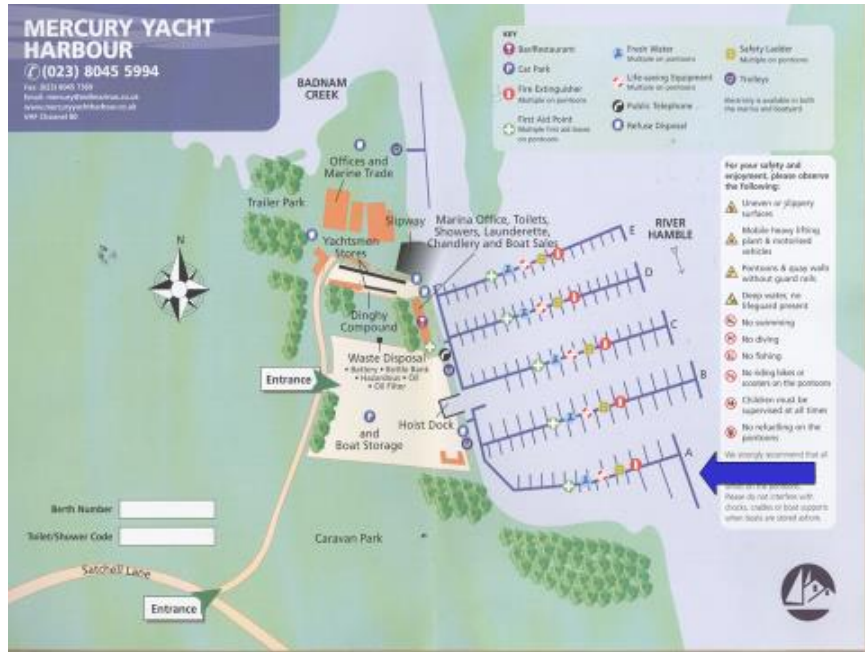
- Fly to Southampton Airport, Eastleigh
- 15 minutes to Mercury Yacht Harbour by taxi

If you have any problems or are running late,
please call:

David on +44 7801 154 988

The journey will take app 90 minutes from London







Contacts

For more information about Zulu Yachting, please contact **Christel Hamers**:

Email: christel@zuluyachting.com

Website: www.zuluyachting.com

Tel: +44 1428 656 966

Mob: +44 77 6525 6526

Address: The Mill, Blackdown Park, Blackdown, Haslemere, Surrey, GU27 3BU

We Look forward to having you aboard for the day as our guest!

