

The UK's Premier Yacht Charter Company





WELCOME

THE UK’S LARGEST PRIVATELY OWNED YACHT CHARTER COMPANY
ESTABLISHED IN 1988

Fairview Sailing is the Solent’s premier yacht charter company and has been for over 30 years. We started with one yacht in 1988 and now have a fleet of over thirty yachts ranging in size from 30 ft to 50 ft, including an identically matched fleet of 20 Beneteau Oceanis 37 yachts, 2 RIBs and a Merry Fisher Peche Promenade Power boat.

As well as being one of the most popular charter companies in the Solent, we also have a sea school arm, Sailing Logic, so we can offer the full range of RYA theory and practical courses including our very popular Boat Handling Course. We can take you from complete beginner to confident skipper.

Corporate sailing days and regattas are very popular and we have a wealth of experience in organising events from six to 200 people. Whether your requirement is team building and development, networking or hospitality, our identical matched fleet of Beneteau Oceanis 37s is perfect for corporate sailing packages (see pages 10 & 11 for more details).

NEW FOR 2020 - Don't want to sail? Have a Staycation instead. Enjoy the exploring the lovely river from the privacy of your own yacht moored in our friendly and busy marina for an unforgettable holiday.



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PORT HAMBLE & THE SOLENT

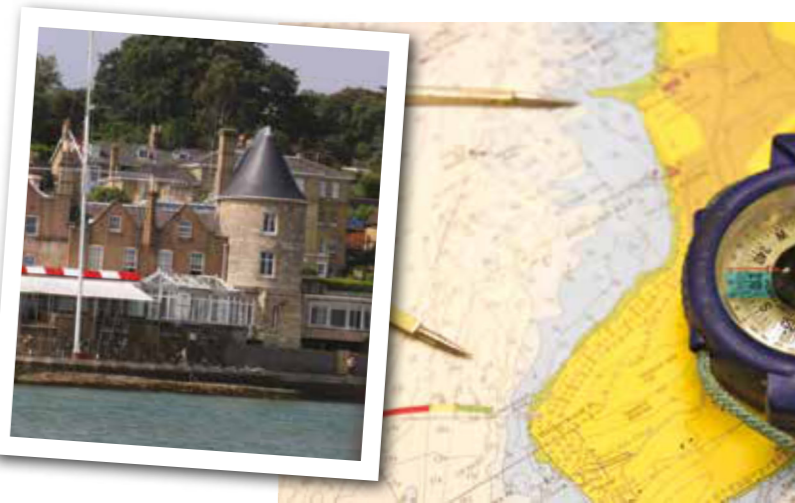
THE BEST HOME WATER SAILING

Our superbly maintained fleet of over 30 yachts is based in Port Hamble Marina close to the mouth of the picturesque River Hamble. The quaint sailing village of Hamble itself is just a few minutes' walk away with a great choice of traditional pubs, cafés and restaurants. Onboard, you can be cruising the world-famous waters of the exciting Solent within 20 minutes of setting off from the marina.

From the mouth of the river, crews are ideally positioned to enter the Solent and go east or west, enjoying what is arguably one of the most popular sailing grounds in the world. This 30 mile

stretch of water between the mainland and the Isle of Wight is flanked at one end by the famous Needles and at the other by the historic Napoleonic forts. The Solent offers fantastic sailing conditions and spectacular scenery. Its protected waters offer a unique and challenging sailing experience.

Enjoy unforgettable destinations around the New Forest such as Beaulieu, Bembridge, Lymington and Yarmouth. Join the shoreside social life at iconic waterside pubs on the Isle of Wight like the Folly Inn at the top of the Medina River. Stop and shop at Portsmouth's stylish Gunwharf Quays.





BAREBOAT CHARTER

WE LOOK FORWARD TO WELCOMING YOU ONBOARD

As the UK's premier yacht charter company we are proud to offer a wide range of yachts, which are all available for bareboat and skippered charter. We can offer daily, weekly and weekend options to suit your time-scales with favourable yacht collection times and 24/7 shore support throughout your charter.

We offer luxury yachts with options from 30ft to 50ft yachts produced by top class manufacturers. All of our fleet come fully equipped with fridges and heating, plus flat screen televisions onboard our Beneteau Oceanis 37 yachts. We can also offer additional options such as cruising chutes and dinghies with outboards.

Our yachts are all maintained to the highest standards with each boat receiving a full 80 point check-back after each charter. Each member of our team has extensive experience within the industry, so you can be

safe in the knowledge that you are working with industry experts. To add further peace of mind during your charter our shore team is available 24 hours a day, 7 days a week should you have a problem.

Our ideal location means that you can choose to explore the waters of the Solent or head further afield and cross the channel to visit the Channel Islands and France. Port Hamble is accessible 24 hours a day all year round and has excellent facilities both in the marina and nearby in Hamble Village. You can also have your supermarket provisions delivered to our office so they are available upon arrival.

If you are interested in chartering a yacht, but would like some extra support, we can offer professional skippers for the duration of your charter to show you the ropes and guide you through your chosen itinerary.



"I would like to say a BIG THANK YOU to the team as we were all very pleased with the yachts. The preparation and handover was very professional, with everything in its place. You have a great fleet which met all our requirements, also you have a great team, thank you again".

Graham Clarke



CHOOSE FAIRVIEW FOR

- The finest bareboat charter fleet in the Solent
- First class yachts ranging in size from 36-50ft, 8-12 berth
- 24hr shore support so assistance is never far away if needed
- The most prestigious base centrally located within the Solent directly opposite Cowes, Isle of Wight
- The latest yacht designs featuring flat screen TV, heating and refrigerators onboard
- Meticulous maintenance ensures that you will be using the most reliable yachts, capable of local cruising or cross channel adventures
- The most experienced and knowledgeable staff in the business ensure that you and your crew will have a fantastic time afloat!
- Superb yacht to meet your needs, our fleet and service will surpass anything else available in the Solent
- Skippers available to teach and assist you on your charter, if required



STAYCATION CHARTER

FOR WHEN YOU WANT TO RELAX ON BOARD WITHOUT THE EFFORT OF GOING ANYWHERE

Our yachts are comfortable places to enjoy your holiday without the effort of leaving the marina! Perfect for non-sailors to be able to enjoy the boat and river.

Explore or put your feet up - the choice is yours!

The River Hamble is a vibrant and busy river. There are long walks along the shorefront and in to the Royal Victoria Country Park, take the Pink Ferry from the village across to Warsash and walk along the river tow path, explore Holly Hill Park, rent our inflatable Stand Up Paddleboard to paddle up the river to Manor Farm Country Park, bring your own inflatable canoe or simply relax in the cockpit and watch the world go by. Hamble village has lots of pubs and restaurents to enjoy and a well stocked village shop for on-board provisiions.

Other locations

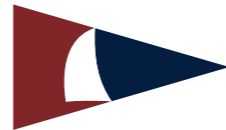
Subject to availability and by prior arrangement, we can alter your view by relocating the yacht to Cowes on the Isle of Wight or the peaceful River Beaulieu in the New Forest.

The are lots of things to see and do on the Isle of Wight inclhding Osbourne House, Dinosaur Isle, the Isle of Wight Zoo, a Garlic Farm, a chairlift out to the Needles, sandy beaches and Red Squirrels to spot.

Beaulieu is your gateway to the stunning New Forest. The marina is next to the Bucklers Hard outdoor museum where Nelson’s Navy built their ships and a short distance from Beaulieu Abbey and the National Motor Museum.

Staycation trips have a 20% saving on our standard prices
Price includes berthing in Port Hamble, electricity and gas.

Optional extras:
Cockpit Cover - shade from sun or rain: £150
Berth in Beaulieu or Cowes: £150 delivery + £40 per night



FAIRVIEW BOAT CLUB

AFFORDABLE,REGULAR SAILING



The Fairview Boat Club is an exciting sailing club membership. The Club offers a fantastic solution to those looking for affordable, regular sailing.

The Fairview Boat Club offers you a unique, simple and unrivalled package of membership benefits allowing you to build an annual sailing programme that fits around your lifestyle.

HOW DOES IT WORK?

You make a monthly payment of £495, which buys you an allocation of 495 points. These points can be redeemed against Fairview Sailing charters at a discounted rate. Points transfer back to pounds to pay for your charter with prices starting at 20% less than standard rates.

This table illustrates the cost to sail on one of our fleet of superb Beneteau Oceanis 37 yachts using the membership points.

Other larger yachts are also available to club members. These will be at different rates, details of which are available on request.

	HIGH SEASON 1st May to 30th September			MID SEASON April and October			LOW SEASON 1st November to 31st March		
	Weekend	Midweek	Week	Weekend	Midweek	Week	Weekend	Midweek	Week
Non-member price	£1,385	£1,347	£2,425	£1,178	£1,145	£2,061	£970	£843	£1,697
Member price	1,108 pts	1,078 pts	1,940 pts	942 pts	916 pts	1,649 pts	776 pts	754 pts	1,358 pts
Member late booking (less than 7 days prior to charter)	970 pts	943 pts	1,698 pts	825pts	802 pts	1,443 pts	679 pts	660pts	1,188 pts
Member price lastminute bookings (less than 48hrs prior to charter)	831 pts	808 pts	1,455 pts	707pts	687 pts	1,237 pts	582 pts	566 pts	1018 pts
Conversion note : 1pt = £1 or 100pts= £100. Grid based on Beneteau Oceanis 37 in 2020									



TEAM BUILDING & HOSPITALITY

TOGETHER EVERYONE ACHIEVES MORE



Sailing is one of the most dynamic team sports that everyone can enjoy and the perfect environment to learn to become a high performance team. Sailing is a true team activity; total interdependence, multiple roles and task demands; constantly changing conditions, challenging, involving and memorable. It is great fun and a true adventure with each person benefiting from the day and taking new skills back to the workplace.

TEAM BUILDING & COMPANY EVENTS

We have found that the best events are tailored to deliver fun - for you, your clients and your colleagues. Appreciating that you must also capitalise from your corporate entertainment with clear and measurable outcomes such as:

- Building engaging relationships
- Developing partnerships and opportunities
- Challenge your team to show their true potential

We can help you to deliver an event that achieves your specific goals, reflects your budget and corporate needs. We offer the highest quality bespoke corporate sailing days onboard our yachts, based within the sheltered waters of the Solent. We can provide the ultimate on the water experience for you and your guests or team.

In the care of our highly qualified skippers, no sailing experience is necessary.

Sailing is without a doubt the best way to improve team cohesion and efficiency. Networking is another key benefit to a sailing event, as the social interaction helps bring people together to discuss business without the formalities.

Many of our events provide the opportunity to raise money for worthwhile charities. Ask us for ways to incorporate this into your event.

If you are interested in a team building day then our experienced team are on hand to provide you with a bespoke quote.



“Unbelievable job yesterday – it was absolutely fantastic. I can’t think of anything you could have done better.”
Christian, DTZ*

EXAMPLE ITINERARY

- 08:30 Guests arrive at Port Hamble Marina for breakfast overlooking the marina
- 09:00 Teams are introduced to their skippers and make their way to the yachts for a full safety brief onboard before heading out to the Solent
- 10:00 Race training & first race
- 12:30 Lunch onboard the yachts
- 14:00 Second & third race
- 16:30 Moor up at Port Hamble Marina for afternoon tea ashore
- 17:00 Guests depart at leisure



REGATTAS

DISCUSS BUSINESS WITHOUT THE FORMALITIES



Industry regattas are a fantastic way to bring companies within the same industry together in a totally different environment. This is a great way to reward staff and improve team cohesion. Industry Events and Regattas are important networking opportunities, where you can discuss business without the formalities.

An industry event or regatta aims to gather as many companies from one sector and put them on the water with professional skippers to compete to be the overall winner. A large number of industry regattas also choose to add a charity element, providing a great platform to raise valuable funds for worthwhile causes.

Opposite are some examples of the industry events and regattas you can take part in through Fairview:

- Legal Cup
- ISS Regatta (Super Yachts)
- Food & Farming Regatta
- Emile Berliner Challenge (Aviation)
- Reginald Fessenden Challenge (Subsea)
- Georges Leygues Challenge
- Little Britain Challenge Cup
- Cowes Week
- Round The Island Race
- Taittinger Regatta

If you are interested in organising a regatta for your industry then our experienced team are on hand to provide you with a bespoke quote.



EXAMPLE ITINERARY

Day One

- 08:30 Regatta Registration
- 09:00 Teams are introduced to their skipper and make their way to the yacht
- 09:30 Yachts head out to the Solent for practice racing
- A programme of racing will be scheduled with time for lunch onboard
- 17:00 Yachts moor up in Cowes Yacht Haven, changing facilities available
- 19:00 Regatta dinner and evening entertainment

Day Two

- 08:30 Breakfast is served
- 09:30 Yachts depart the marina for a day of racing
- 16:30 Return to Port Hamble Marina
- 17:00 Afternoon tea with prize giving
- 17:30 Guests depart



FAIRVIEW SEA SCHOOL

LEARN THE ROPES



Sailing Logic is our Sea School. They are an accredited RYA Training Centre offering a range of courses to suit all abilities including theory and practical. All of our professional instructors are fully RYA qualified with a wealth of sailing experience. We take great care in advising you as to which course would suit you.

We have an on site classroom to deliver the wide range of theory courses available, which has amazing views over the River Hamble in

close proximity to our yachts. All of our practical courses are run on a Beneteau Oceanis 37, which is the perfect boat to learn on with the maximum number of five students onboard.

The RoyalYachting Association (RYA) is an internationally recognised organisation, setting the standard for high quality tuition, with courses offering a structured progression path from complete beginner to experienced skipper.



RYA THEORY COURSES

VHF Marine Radio – £100 pp

First Aid – £120 pp

Sea Survival – £120 pp

Day Skipper – £450 pp

CoastalSkipper/Yachtmaster™ - £485 pp

RYA PRACTICAL COURSES

Competent Crew – £650 pp

Day Skipper – £650 pp

Coastal Skipper – £650 pp

Yachtmaster™ Offshore
or Coastal – £750 + Exam Fee pp

Powerboat Level 2 – from £199

OTHER COURSES

Introduction to Racing – £395 pp

Race Development - £395 pp

Boat Handling – £169pp

All courses are subject to a minimum number of pupils, please ask for more details.



YOUR JOURNEY

FROM BEGINNER TO ADVANCED

At beginner level we offer the RYA Start Yachting or Competent Crew course to teach you the ropes and give you the confidence to start your sailing journey. We then head on to the intermediate courses where we offer both theory and practical options to get you to skipper level. You can then progress beyond to our advanced courses whilst also building your sailing miles along the way.

In addition to the RYA syllabus we can also offer a range of additional courses to supplement your learning and enhance your yachting skills. Our own Boat handling courses are extremely popular amongst beginner and experienced sailors alike.

The ICC (International Certificate of Competence) is now required in many destinations across the Mediterranean and we can offer an assessment weekend should you already have the pre-requisites to gain the certificate.

Our Race Training Courses and racing events for individuals on the performance Beneteau First 40s are unique amongst the industry and are open to all. We do races such as the Round the Island Dace, Cowes Week, RORC offshore races and the iconic Fastnet Race.

Whatever your experience, our skilled team can talk you through the options and find the right course combinations for you!



PRACTICAL COURSES

STARTYACHTING
2 day course for beginners

COMPETENT CREW
5 day course for aspiring crew members

DAY SKIPPER
5 Day Course for Skippers with some sailing and navigation experience

COASTAL SKIPPER
5 day advanced course for more experienced skippers

EXAMS

**YACHTMASTER™ COASTAL
CERTIFICATE OF COMPETENCE**

**YACHTMASTER™ OFFSHORE
CERTIFICATE OF COMPETENCE**

**YACHTMASTER™ OCEAN
CERTIFICATE OF COMPETENCE**

SHOREBASED THEORY COURSES

DAY SKIPPER
(Shorebased)

**COASTAL SKIPPER &
YACHTMASTER™**
(Shorebased)

YACHTMASTER™ OCEAN
(Shorebased)



YACHT FLEET

AYACHT FOR EVERYONE

We have a wide range of yachts available from 37ft – 50ft including twenty matched Beneteau Oceanis 37s. We also have a fleet of ten Beneteau First 40s, all with racing specification and full wardrobe of high-quality racing sails.

Our highly skilled shore team maintains the fleet to the highest level with each yacht passing an 80 point check each time it comes back from charter. As part of your charter fee we include: gas, engine hours, all safety equipment, starter kit, onsite car parking, moorings at Port Hamble, Sea Start Membership (yacht equivalent of AA/RAC etc) and for peace of mind whilst at sea, our shore team is here for you **24hrs a day 7 days a week.**

See website for latest offers and pricing.



DUFOUR 460
5cabins, 12 berth

OCEANIS 45
4 cabins, 12 berth

DUFOUR 430
4 cabins, 10 berth

DUFOUR 382
3 cabins, 8 Berth

BENETEAU FIRST 40
3 cabins, 8 berth

BAVARIA 37 and 36
3 cabins, 8 berth

DUFOUR 36
3 cabins, 8 berth

MERRY FISHER
1 cabin , 4 berth

BENETEAU OCEANIS 37 3 cabins, 8 berth

Matched fleet of 20 Beneteau Oceanis 37s with optional asymmetric spinnakers available, making them a perfect choice for both bareboat charter and matched fleet racing.



DUFOUR 460 GL 5 cabins, 12 berth

New in 2019, the Flagship of the Fairview fleet is this stunning 5 cabin yacht from Dufour. She is a capable cruising yacht with a huge cockpit, twin steering wheels, a large comfortable saloon, a well appointed galley and five spaious cabins. Perfect for larger groups or longer distances, she really enjoys stretching her legs on safe and fast passages.



FAIRVIEW SAILING



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