

Luxury Real Estate by Carlton International | issue three Autumn 2007

Carpe Diem



BUYING A VINEYARD // GREEN OSCARS // COCKTAIL CHIC // ANNÉ-SOPHIE PIC // SALON PRIVE

MANHATTAN



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On the cover of "Carpe Diem" is a subtle note inscribed: Luxury Real Estate by Carlton International, just in case the reader hadn't noticed the contents of the magazine. It occurred to me that the term Luxury has been done to death to describe any thing that is of a quality superior to the norm.

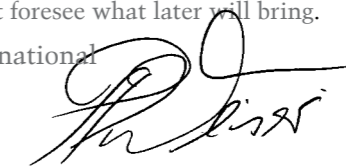
Therein lies the problem. What is the norm?

The norm would appear to depend on the financial capacity and lifestyle of the individual. I am happy to have been able to answer the needs of a discerning clientele seeking luxury homes and with budgets of less than a million euros. A number of purchasers may refute the term luxury as it applies to these clients and will not be satisfied with a home of less than ten million euros, certain that such a home is clearly luxurious.

What then of the client who proposes to spend up to 100 million euros to ensure that he obtains a luxury home? What is the norm for him?

To each of us, our appreciation of the norm and conception of luxury. It is important that whatever our resources, we indulge ourselves in the fulfilment of our dreams, that we do it sooner, rather than later, for we cannot foresee what later will bring.

Philip Weiser, Carlton International



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04: Investing in Bacchus: The cash-rich wine connoisseurs who are buying up vines. Lucy McDonald discovers a new genre of bon vivants who, no longer satisfied with a well-stocked cellar, are investing in vineyards to produce their own wine.

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Merely possessing a Chateau Lafite 1978 or bottle of Burgundy's finest claret used to be enough to satiate the nose of even the most discerning wine connoisseur. But now, more and more bon vivants are investing in their own vineyards to indulge their passion for grapes. Lucy McDonald reports.

When hard man Vince Neil first belted out his classic hit Fine, Fine Wine, few would have imagined that one day, the singer of heavy metal band Motley Crue would be saying that about his own cabernet sauvignon.

But like many other celebrities, Neil has taken his love of fine wines to new levels by buying a stake in his own winery in California. Bacchus must surely be turning in his celestial grave for recently Neil released a Napa cabernet under the Vince Vineyards label, which he also had tattooed on his already ink-stained body.

Wine has been a popular drink since the first vines were discovered in Georgia in around 6000 BC, and recent figures show that our love of the liquor has never been greater. Wine sales in the United States have more than doubled since the early 1990s, reaching 18.8 billion euros in 2005 while annual average wine consumption in the UK is forecast to grow by almost four per cent over the next three years.

Bacchus's tittle of choice is clearly big business and Neil is just one of a growing breed of men and women, from City whizz kids to actors and singers, who have decided to invest in a passion which can make them even wealthier – and more than certainly a little drunk.

Sting has vineyards in Tuscany; Simply Red's Mick Hucknall has vines on the slopes of Mount Etna; Cliff Richard grows grapes in the grounds of his Algarve home, whilst French actor Gerard Depardieu owns the Chateau de Tigne vineyards in the Anjou region of France, as well as vineyards in Sicily and a winery in Hungary.

Director Francis Ford Coppola bought Inglenook winery in California's Napa Valley in 1975 with

his earnings from the first Godfather, and renamed it Niebaum-Coppola. He has recently joined forces with his "Lost in Translation" directing daughter to create Sofia Blanc de Blancs, a sparkling white wine. Meanwhile in Australia, actress Olivia Newton-John owns Koala Blue Winery which produces chardonnay and shiraz while golfer Greg Norman has recently bought a vineyard near Melbourne.

The trend is not just reserved for retired celebrities with time on their hands. David Murray, chairman of Rangers Football Club, last year acquired Domaine Jessiaume in Santenay, in France's Burgundy region, for which he paid more than 4.5 million euros. And Paolo Nutini is said to be looking at plots of land in Tuscany, from where he originates, to establish his own vineyard – proving that this passion for producing your own wine has also intoxicated the younger generation. At 20, the Scottish pop singer realises he lacks the mature nose necessary for the wine business and has asked his father to look after his grapes.

New figures released by wine experts have also revealed that the trend is not exclusive to the realms of celebrity either. Inspired by films such as "A Good Year", in which Russell Crowe plays an investment trader who inherits a Provencal vineyard, more and more professionals are turning their backs on a lucrative career for a life on the land.

France in particular has seen a large increase in the number of foreigners who are buying up terrains that the French no longer want. The number of independent wine-makers in France fell from 60,000 to 38,000 between 1979 and 2000 and is estimated to have dropped by another 8,000 as traditional French producers fail to compete with modern New World wines.

Capitalising on this exodus are hundreds of foreigners who produce 20 million bottles of wine every year in the Languedoc-Rousillon area of southern France alone. More than 70 vineyards are owned by individuals from overseas, representing three per cent of the 2,500 winegrowers in the region, according to Vinea Transactions, an estate agent which deals solely in the purchasing of wine estates.

Britons form the biggest group of foreign purchasers, ahead of the Swiss, the Dutch and the Germans.

One such newcomer is James Kinglake, who bought the 25-hectare (60-acre) Domaine de la Bégude in the Limoux area of southern France in 2004. For more than 17 years, Mr Kinglake, now 42, left his home in south London at the crack of dawn to head for his high-pressured job in the City where he worked in equities.

"It's hard work," said Mr Kinglake. "But I've no regrets. It's wonderful here. I got bored of getting up at 5am to go to work and getting home at 8.30pm. My wife and I thought, 'Let's go off and do something different before we get too old.'"

"It was always a dream of ours to own a vineyard," he added. "We were keen consumers for a long time and were interested in the industry. We looked all over for a suitable estate, from Gaillac, in south west France, to the Italian border. When we found this place, which is a 16th-century estate, we saw it offered us the best opportunity."

Mr Kinglake took two courses in winemaking at Plumpton agricultural college in East Sussex and then bought la Domaine de la Bégude for half the price of his house in London. He now makes



"Vince Neil released a Napa cabernet under the Vince Vineyards label, which he also had tattooed on his already ink-stained body."

Above, Vince Neil
Over page, Chateau de Berne.



140,000 bottles of wine a year, 75 per cent of which he sells to off-licences in Britain. One of his most popular white wines, stocked by Majestic Wine, is Le Petit Ange, after his three-year-old daughter Millie.

Another British wine lover to invest in French vines is novelist Patricia Atkinson, whose two books *The Ripening Sun* and *La Belle Saison* tell the story of how she moved to Bergerac, in the Dordogne, and became a wine maker by accident, after her husband lost his job.

She says: "Owning a vineyard is a great adventure. I learnt French, how to drive a tractor and make wine all at the same time. It was tough at first, but it's paid off."

Today her Clos d'Yvigne's vineyard is five times its original size, and its wines are internationally acclaimed.

The trend, according to Vinea Transactions' Michel Veyrier, dates from 2000 and is very much driven by "the golden boys of finance"

seeking a change of lifestyle. And if you can choose a new start, why not make it one which your friends and associates will admire, says Philip Weiser, director of Carlton International. "Owning a vineyard has always been a status symbol - instead of buying a plane or a boat some people want to buy a vineyard instead. Everyone likes the idea of growing



"Owning a vineyard is a great adventure. I learnt French, how to drive a tractor and make wine all at the same time. It was tough at first, but it's paid off."

something themselves and although it may be a business venture, it also has a note of art and history attached to it."

However, as many French winemakers who have recently left the industry will adhere to, becoming involved in viticulture is not a proven business venture anywhere in the world. A recent wine industry survey by Deloitte in Australia revealed that more than 40 per cent of wineries were making a loss and that export prices had decreased by 33 per cent in the previous four years.

But wine industry analyst Nick Stevens acknowledged that perhaps the most likely producers to succeed

were the likes of Mr Kinglake and Ms Atkinson, who "do it for the lifestyle". "They have different priorities. They often have a supplementary income and are ready to enjoy the lifestyle and don't expect to make any returns from it."

Experts estimate that new producers must budget for a zero turnover for at least the first 18 months and bear in mind that not all vineyards will be big or efficient enough to generate a proper income.

Wine journalist Jamie Goode says: "You can make money out of it but it requires a really good business plan, a good degree of technical expertise and a lot of capital. You have to be prepared not to get a return on it for a few years, unless you're inheriting stock. But the real issue is finding a market."

To help amateurs get the most out of their vineyard, there are now dozens of courses in viticulture available and a handbook called *Guide to Become a Wine Merchant* has also recently been published. The guide, written by wine connoisseur Mitchell Warren, offers tips such as the costs you might incur opening a vineyard, bottling and label design, marketing and regulations for wineries.

Another source of advice on hand is at a local co-operative close to your vineyard, where vine growers club together to reduce costs and share knowledge. One such member is filmmaker Sir Ridley Scott, director of *A Good Year*. Sir Ridley has belonged to a wine-making co-operative near his Provence holiday home for 15 years and it was his love of the area that initially attracted him to the script, based on a novel by Peter Mayle. Perhaps he also recognised a bit of himself in Crowe's character - a workaholic who casts off his city shackles to run a vineyard where he becomes intoxicated not only by the wine, but also by the rural lifestyle.

As was Bill Muddyman, the London-born pharmaceuticals millionaire, who bought Chateau de Berne near Lorgues, in Provence, in 1985. It took him 10 years to renovate the property into a luxury four star hotel complete with its own helipad, amphitheatre, outdoor pool and even an ostrich farm. Wine has been grown there since 1750 and its 500 hectares of land now produces half a million bottles a year using cutting edge technology.

Although it is a commercial venture, it is also Mr Muddyman's home. "I think I live in paradise. The Chateau is in a very pretty village and we live outside for eight or nine months of the year. I love vineyards and have sought inspiration from all over the world to create the most modern winery in the south of France."

However, for those who dream of owning a vineyard but lack the devotion or the funds, all is not lost. There is an alternative in Wineshare.co.uk, which allows you to sponsor a strip of a French or Italian vineyard for £75 a year from which you get all the wine with none of the heart - or indeed back - ache of producing it yourself.

Should anyone wish to consider buying a vineyard in the south of France, please contact Carlton International at www.carlton-international.com //

www.cdywine.com

www.chateauberne.com

www.fabjob.com/winmerchant.asp

www.wineshare.co.uk

Wine Facts and Figures

There are 20 million acres of grapes planted across the globe making them the world's number one fruit crop.

There are 10,000 varieties of wine grapes which are grown across the world.

It takes approximately 75 grapes to make one glass of wine.

One vine can produce enough grapes for up to 10 bottles of wine. One acre of planted vines can produce five tons of grapes.

Five tons of grapes is enough to fill 332 cases of wine.

France produces 550 million cases of wine a year.

Italy produces 495 million cases of wine a year.

Spain produces 385 million cases of wine a year.

United States produces 245 million cases of wine a year.

Australia produces 110 million cases of wine a year.

South Africa produces 100 million cases of wine a year.

Chile produces 65 million cases of wine a year.



"The French engineer designed the villa for one of the region's greatest families during that period some 15 years before he worked on the Statute of Liberty."

Dream villa overlooking St-Jean-Cap-Ferrat

This dream villa overlooking arguably the most beautiful bay on the French Riviera has to be seen to be believed.

The palatial property was built on the hills high above the Bay of Villefranche-sur-Mer against the backdrop of the promontory of exclusive St-Jean-Cap-Ferrat in the late 1870s by celebrated French architect Gustave Eiffel.

The French engineer designed the villa for one of the region's greatest families during that period some 15 years before he worked on the Statute of Liberty. It was another two years later that his proposal for Le Tour Eiffel, an iron tower 300 metres tall, was chosen to commemorate the 100th-anniversary of the French Revolution at the Centennial Exposition of 1889.

It is therefore not surprising that this grandiose villa, a precursor for one of the most famous buildings ever

constructed, is such a remarkable property that has gained notoriety in its own right.

Named Villa Schiffanoia by Italian poet Gabriele d'Annunzio after he stayed there in the early 1900s, it offers the standard of accommodation and luxury facilities that you find in the world's greatest hotels, yet in the privacy of your own home.

The name 'Schiffanoia' is thought to originate from the Italian 'schivar la noia', which literally means to 'escape from boredom', which couldn't describe better the unique ambiance of the villa, which is currently for sale.

The property, set in more than three acres of parkland, sits high above the picturesque town of Villefranche-sur-Mer and the view from anyone of its impressive terraces or balconies is out of this world.

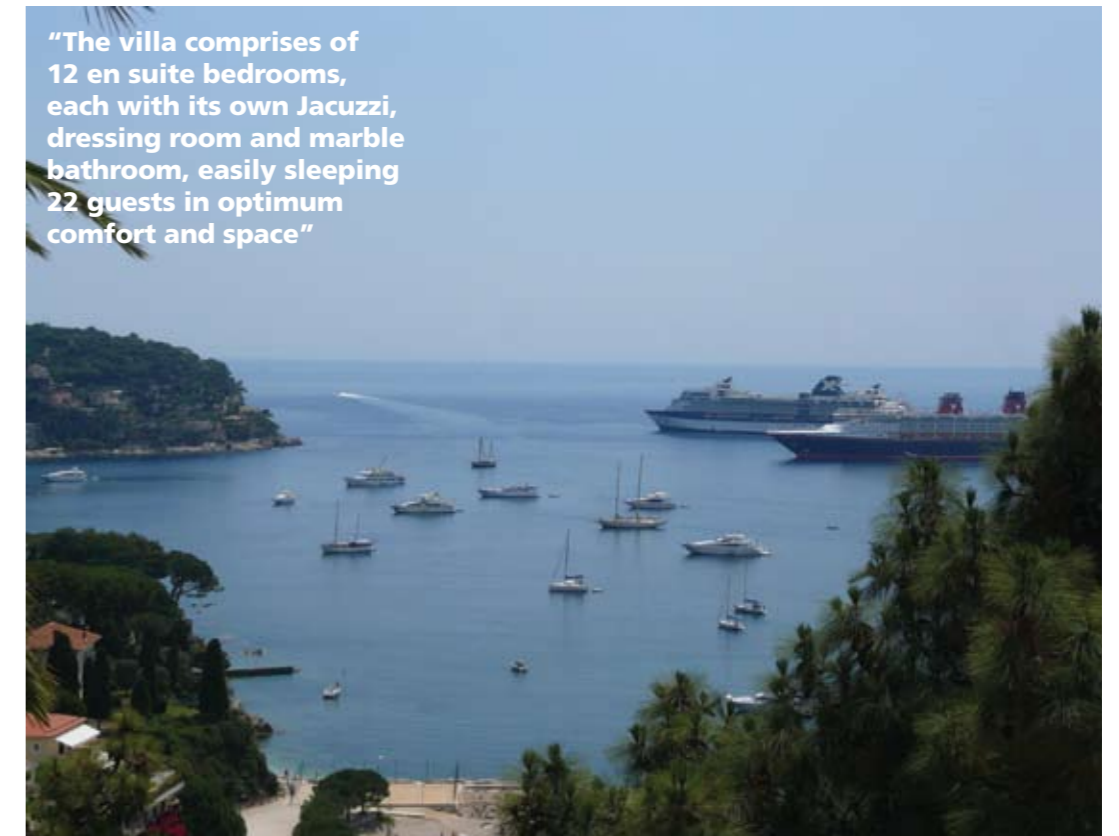
The Bay of Villefranche is one of the deepest in the region, and it harboured vessels from the US navy after World War 1. Now, it is the first port of call for large cruise ships and on a summer's day, the villa offers the perfect view point from which to sit and watch the luxury liners and super yachts sail into the bay.

Alternatively, you can wile away the hours watching the comings and goings in the beautiful port of Villefranche-sur-Mer, with its warm terracotta-painted houses and colourful seaside restaurants.

With a total surface area of 2800 m2 with a further 700m2 of porches, terraces and balconies, the villa, which is also available ↗



"The villa comprises of 12 en suite bedrooms, each with its own Jacuzzi, dressing room and marble bathroom, easily sleeping 22 guests in optimum comfort and space"



for rental, offers luxurious accommodation over five levels.

The first glimpse of the stunning property is through impressive wrought-iron gates, which open onto a sweeping drive which leads through the parkland to the circular entrance of the villa. A marble staircase then takes you up to the front porch, flanked by Doric columns leading to the main entrance hall.

The villa comprises of 12 en suite bedrooms, each with its own Jacuzzi, dressing room and marble bathroom, easily sleeping 22 guests in optimum comfort and space. The state-of-the-art kitchen is equipped to cater for up to 80 people and the elegant dining room befits the grandest banquet.

There is also a smoking room, comfortable lounge and a cosy library in which to retreat on those cool

winter's nights.

To keep you active in all climates, there is an indoor swimming pool and hammam as well as an enormous outdoor pool set in wonderful parkland planted with centuries-old olive and palm trees as well as Aleppo pines and Lebanese cedars. There is also a gym fully equipped with all the latest machinery to ensure your body looks the part on the glamorous beaches of the Côte d'Azur.

The villa offers staff accommodation for six in the main house, as well as a caretaker's cottage in the grounds. There is also parking for ten cars.

La Sciffanoia is just 14kms by road from Nice Côte d'Azur Airport, which also provides daily helicopter flights to heliports in Cannes, Monaco and St Tropez.

It is also within a 30 minute drive to some of the region's top golf courses, including the Monte Carlo Golf Club, which enjoys unrivalled views of the Mediterranean from its green.

For skiing enthusiasts, some of France's top skiing resorts are a stone's throw away. Two major ski stations, Isola 2000 and Auron are less than two-hours drive from the coast and the smaller ski station of Greolieres-les-Neiges is just 50 km north of Grasse. Ski here in the morning and you can be enjoying a chilled 'apero' on the veranda by the afternoon. //

In the last issue of Carpe Diem we launched our green dream to encourage home owners on the Cote d'Azur to reduce their carbon footprint – and help save the planet. But who can we look to as our inspiration? Many famous personalities claim to be doing their bit, but who really is?
By Susan Emmett

1. Leonardo DiCaprio: If there were such a thing as an Oscar for best green actor in Hollywood, Leonardo DiCaprio would win it. Photographed everywhere in his Prius, he practices what he preaches on his website (www.leonardodicaprio.org) where you can read all about global warming, biodiversity, sustainability and President Bush's eco-record. His latest project however, is the building of a new "eco-town" in Greenburg (no pun), Kansas. Look out for the documentary tracking his progress.

2. Cameron Diaz: The Prius-driving actress stood next to Al Gore when he first announced plans for the Live Earth rock concerts, did an MTV show about the environment and has written an eco-how-to manual. She is even rumoured to be dating David de Rothschild, environmentalist and heir to one of the most famous fortunes in banking. No wonder she is the darling of a new breed of 'green' celebrity gossip websites.

3. Daryl Hannah: She might look blonde and glamorous on screen but in real life Hannah is a down-to-earth, knit-your-own-home eco-warrior. Hannah drives a car fuelled by recycled cooking oil, lives in a rustic solar-powered house built with green materials and explains why you shouldn't eat non-organic blueberries in her campaigning website: (<http://dhlovelife.com>).

4. Robert Redford: was a greenie well before environmentalism became fashionable. His interest in the natural world dates back to his first visit to the Yosemite National Park in California aged 11. His most famous eco-achievement, however, is the creation of Sundance Village in Utah, a mountain community dedicated to environmental conservation and art which he named after his character in Butch Cassidy and the Sundance Kid.

5. Ed Norton: This actor activist is spreading greenness on both coasts of America. After sitting on the board of High Line, a project to regenerate the raised abandoned subway track in the

West Side of Manhattan, Norton negotiated a plan with BP whereby the oil giant donates a solar power system to a low-income family in Southern California each time a celebrity has one installed in their own home.

6. Woody Harrelson: The outspoken actor says that his hemp activism, which got him arrested back in 1996, is not so much about legalising marijuana but about highlighting how growing hemp can save trees. Harrelson, who is also a vegan and fan of raw food, runs his car on biodiesel and makes sure all the paper he uses is "non-wood post-consumer waste".

7. Cate Blanchett: The actress was brought up to recycle and avoid waste by her grandmother. Now that her home in Australia is powered entirely by solar panels she wants to make the Sydney Theatre Company go green by adding solar panels and rainwater harvesting systems to the building.

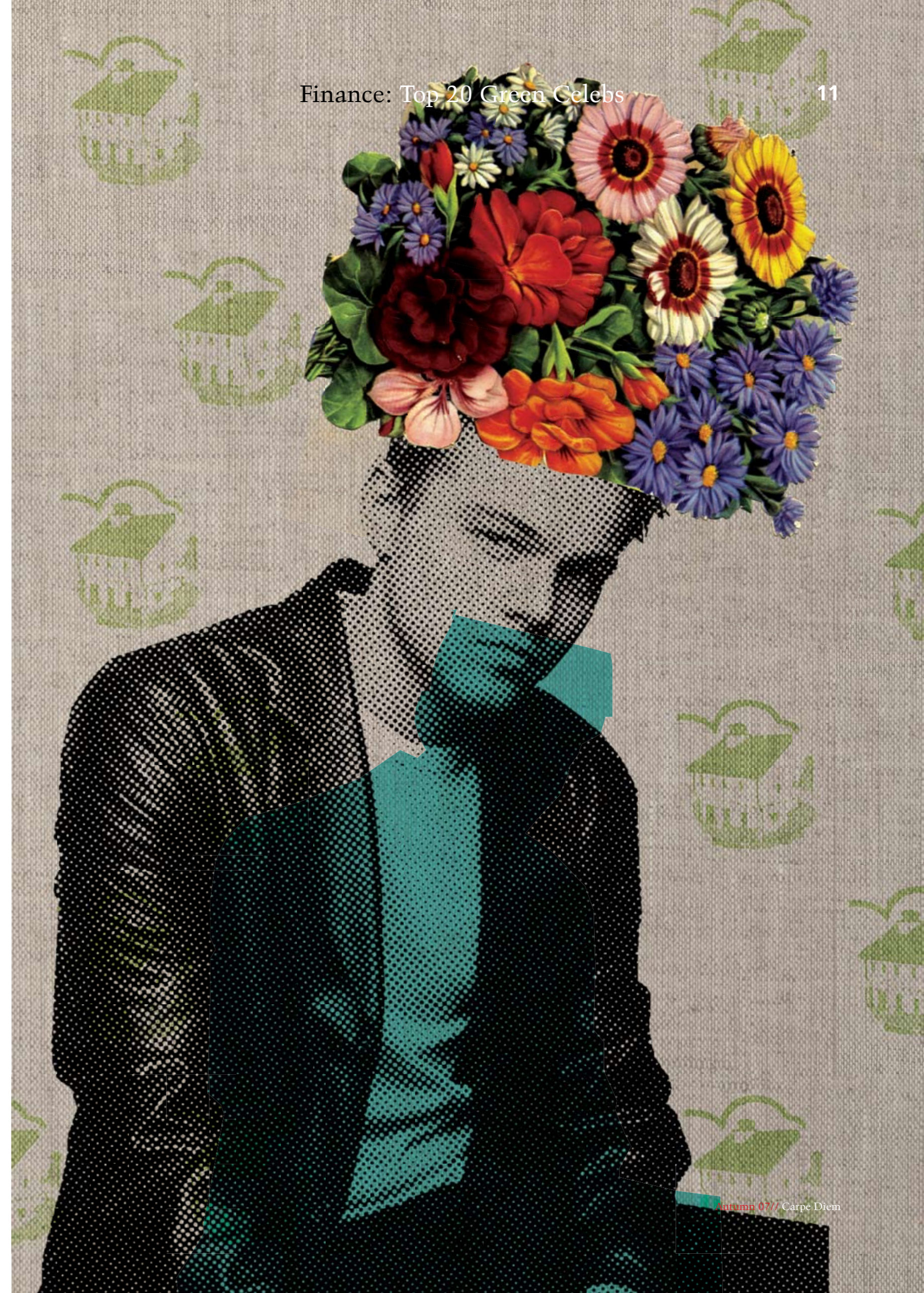
8. Al Gore: They say that the former US Vice President has been banging on about the environment for years, but the world took little notice until his documentary An Inconvenient Truth won an Oscar earlier this year and turned an unfashionable subject into a cause célèbre. Now Gore is "Mr Climate Change" and strives for carbon neutrality at home by driving hybrid vehicles, using solar panels and buying green energy.

9. Richard Branson: It might be the guilt over his airline business or it might just be another way to keep his name in the spotlight, but Richard Branson is going green. First he is offering 18 million euro to anyone who can find a workable way to capture carbon from the atmosphere. Then he plans to invest a reported 2 billion euro into developing alternative fuels.

10. David de Rothschild: Having trekked across Antarctica, the British adventurer, environmentalist and heir to the Rothschild banking fortune, founded the Adventure Ecology project to teach children about the natural world. In the first mission, which took place last year, David got very cold crossing the Arctic Ocean from Russia to Canada. According to the latest gossip he is now currently busy exploring Cameron Diaz.

11. Prince Charles: The heir to the British throne is terrified of climate change and thinks we are too dependent on technology. So despite darting about in helicopters and private jets, His Royal Highness uses his Gloucestershire farm, where he produces the organic Duchy Originals products, to promote the importance of the small farm as a means of preserving the landscape and creating self-sufficient communities. ➔

"David got very cold crossing the Arctic Ocean from Russia to Canada. According to the latest gossip he is now currently busy exploring Cameron Diaz."



12. Anita Roddick: Having sold the Body Shop to L'Oréal, Dame Anita Roddick, self-styled hell-raiser of the business world, has more time to devote to the many causes that outrage and inspire her. Her website www.anitaroddick.com tackles issues from the war in Iraq to climate change, urging readers to take action with a list of tips on how each individual can make a difference.

13. Bono and Ali Hewson: The U2 front man and his wife of 23 years recently took their activism one step further with the launch of

"By hiking through the forests of Tasmania, scuba-diving over bleached coral reef and visiting old coal mines, Thorpe hopes to raise awareness about the environment."

Edun, their ethical fashion label. Apparently Ali has been round every small factory that makes her environmentally-friendly clothes to make sure working conditions are safe, people are paid a fair wage and that no child labour is used.

14. Donald Trump: The developer famed for conspicuous consumerism is not somebody you would associate with conservation but Trump is jumping on the eco-bandwagon. He promises to use the most recent advances in environmental technology to build his 28 million euro ocean-front restaurant and banquet hall on Long Island's Jones Beach.

15. Ian Thorpe: The retired Australian Olympic swimming champion is making a green documentary about the effects

of climate change on the Aussie landscape. By hiking through the forests of Tasmania, scuba-diving over bleached coral reef and visiting old coal mines, Thorpe hopes to raise awareness about the environment.

16. Bill Bryson: The American travel and science writer has always championed the British countryside. But he actively declared war on litter after taking over as president of the Campaign to Protect Rural England earlier this year.

17. Jeanette Winterson: The prize-winning novelist is as conscious of the environment as she is of design. That is why she painstakingly renovated her Cotswold home using traditional building methods and the latest eco-technology including geothermal heating.

18. El Hijo del Santo: The Mexican wrestler is a real eco-warrior. He campaigns to protect beaches, clean up the Tijuana River and protect the grey whale.

19. Billie Jean King: Having won Wimbledon 20 times and revolutionized women's sport, the tennis legend is now tackling the environment by building a new green community and fitness centre in Palm Springs, California.

20. David James: The England goalie is on a mission to reduce his carbon footprint at home and at his club Portsmouth. First he filled in the pool of the Devon home, now he's pushing his club to recycle water bottles after training. He even argues that greening up the entire Premier League should be a FIFA directive.

BOOBY PRIZE:

Barbra Streisand: This diva's demands take her carbon footprint to a whole new level. After her concert at Manchester's MEN arena this summer, Streisand travelled by limousine accompanied by her entourage in 13 trailer trucks before flying to London on her private jet. And oh, she also asked for 120 bath-sized towels backstage. //



Green Dream

If you would like to be more DiCaprio than Streisand, start by getting your own house in order. Here are a few easy steps:

- 1. Get the right light:** There is simply no excuse for using incandescent light bulbs (the old fashioned ones). Switch to energy saving bulbs. If you live somewhere sunny, you can also try 'sunpipes' which bring sunlight to parts of the house windows don't reach. (<http://www.medandmountain.com>)
- 2. Insulate, Insulate, Insulate:** Walls can lose 35 per cent of all heat without treatment, never mind the roof and loft. Think Celotex, Thermafleece, Warmcel or Kingspan – one of these insulators might be right for you.
- 3. Save Water:** Low flow toilets prevent precious H2O from going down the pan. You can also fit special nozzles on taps and shower heads to reduce water use. Rain water recycling systems harvest rainwater from your roof to use to flush the toilets or wash your clothes. A simple water butt will help keep your garden green.
- 4. Trap the sun:** Ordinary solar panels will heat up your water but photovoltaic panels can convert the sun's energy directly into electricity.
- 5. Dig deep:** Use the earth's constant temperature to heat or cool your home with geothermal systems. (<http://mgea.com/yourhouse.html>)

Also see: http://www.energysavingtrust.org.uk/home_improvements

Right, 'Mr Climate Change', Al Gore



Drawing back the curtains to reveal a stunning sea view with shards of sunlight dancing on the water below must be one of the most heavenly ways to wake up.

For many home-owners on the Côte d'Azur, such an awakening is an every day affair. Whether gazing at a regatta of sailing boats gliding across the bay on a summer's day or marveling at the blueness of the sea against a backdrop of snow-capped mountains on a winter's morning, little else can compare.

It goes without saying that many of the region's finest properties enjoy panoramic views of the region's spectacular coast line, from the white sandy beaches of St Tropez in the south, to vistas of the rugged Italian Riviera from Menton in the north.

No canvass is ever the same. Houses perched high on the hillside overlooking Villefranche-sur-Mer, for example, enjoy second-to-none views of the stunning St-Jean-Cap-Ferrat peninsula, rich in lush, green

vegetation and imperial buildings, and the sparkling deep water bay in-between. The bay, situated between the Cap of Nice and Cap Ferrat, is one of the deepest natural harbours in the Mediterranean, and is the first and only port of call for many of the larger cruise ships.

Meanwhile, the outlook from a Provencal bastide built on a rocky spur near villages such as Tourrettes-sur-Loup, literally miles away from the coast, enjoys a totally different vista of the Mediterranean over acres upon acres of pine forest, olive groves and gently undulating fields of lavender.

In this issue of Carpe Diem, we have selected a number of houses for sale at Carlton International which overlook some of the Cote d'Azur's - and indeed some of the world's - most stunning sea views.//

Théoule-sur-Mer

The first property in our sea-view feature is in the beautiful coastal village of Théoule-sur-Mer.

Pictured above, it has direct access to the sea from its own private beach.

Situated right on the waterfront, guests staying in the property are able to walk down to a stunning, small bay which is shared with other houses in the domain.

Located only five minutes from the centre of the seaside village of Théoule-sur-Mer, with its shopping centre, beaches and restaurants, 10kms from Cannes and 30 minutes from Nice airport, the villa has a heated swimming pool with Jacuzzi, six bedrooms all with en suite bathrooms, salon and a separate dining room together with a fully equipped professional kitchen and utility area.

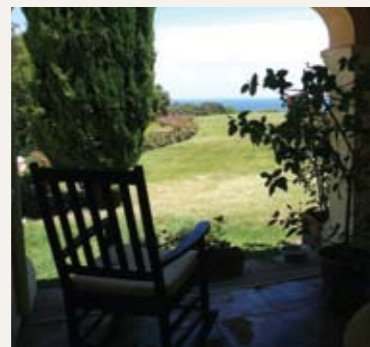
The pretty garden has vast terraces which provide wonderful entertaining possibilities.

Price 2 200 000€ Ref 982



Gassin

Built on a vast area of parkland high above the famous Bay of St Tropez this property enjoys a totally unspoiled vista of the turquoise sea



The spacious Provençal house has been built in a unique position, close to the pretty village of Gassin, and a 20 minute drive from the glamorous resort of St Tropez.

Its isolated position, in more than nine acres (40000m2) of land, gives it unparalleled views over the gulf and anyone walking in the grounds could be forgiven for thinking they were on the cliffs of rural France if it weren't for the enormous super yachts moored in the sea below.

The perfect family home, which can be accessed by car or by helicopter as there is a helicopter landing facility, has eight bedrooms and five bathrooms. It also has a stunning swimming pool and terrace which overlooks the provencal countryside.



Price 5 400 000€ Ref 1551 www.carlton-international.com

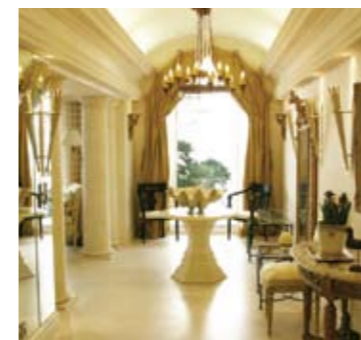


Agay

Truly unique describes this wonderful waterfront property which really is one in a million.

Set in idyllic surroundings at the edge of the sea, halfway between Cannes and St Tropez, this wonderful home enjoys complete privacy with direct access to two lovely coves with private beaches.

A boat house, swimming pool and three independent guest cottages add to the outstanding features of the property. The main house includes a staff apartment and the total accommodation of the property, which has been decorated with great taste, totals ten rooms of which six are bedrooms all with bathrooms.



Price: 8 000 000 € Ref 1323 www.carlton-international.com



Super Cannes

Situated high above Cannes this beautiful property has unimpeded views of the azure-blue sea between Golfe Juan and the Cap d'Antibes.



Its elevated position on the heights of Cannes means that the views from this stunning home really are second-to-none, encompassing Golfe Juan, the Cap d'Antibes and the outlying Iles de Lerins. Built in a 'hacienda' style, the property comprises of three separate houses which are situated around luxuriant Mediterranean gardens.

The main house has three bedrooms, a welcoming lounge with open fireplace and access to a number of sea-view terraces. It also boasts a bathroom with Jacuzzi, a fitness room and sauna as well as a dining room with fully-equipped professional kitchen. In addition there is a two-bedroom guest house with ensuite bathrooms and an independent guest suite with sitting room, double bedroom and bathroom. There is also a caretaker's apartment in the grounds, as well as a heated swimming pool and parking for six cars.

Price: On request Ref 1097 www.carlton-international.com



A glamorous new look that takes its cue from Art Deco is inspiring interior designers and home-owners across the globe. Nicole Swengley reports.

An elegant, quietly expensive look inspired by the Art Deco era - think early Hollywood movies, chic cocktail bars, early transatlantic liners - is upping the glamour quotient in contemporary homes. And, just like a cocktail gives fresh pizzazz for modern palates, a thoroughly contemporary aesthetic is emerging from its mix of classic ingredients.

The style is both architectural and decorative. If you need a benchmark, think of the old Provençal hotel on the French Riviera's Cap d'Antibes in the late 1920s, when Charlie Chaplin and other film-stars flocked there. Or Claridge's hotel in London, with its sweeping staircase, shimmering chandeliers and monochrome photographs in the black-and-white chequered hallway.

Why is this sophisticated look

now becoming so popular? "It's as much about understated wealth as a cool elegance," says Martin Waller of London and New York-based interior designers, Andrew Martin International.

Jeffrey Bilhuber, a New York-based interior designer, suggests a more practical reason. "The contemporary Deco style marries well with furnishings of different periods and styles," he says. "It's streamlined and taut yet can exist next to a baroque chair, Persian carpet or modern painting because it's so timeless. And now there's a completely fresh perspective with designers doing a riff on Art Deco, for example by using moulded resin instead of a pearwood veneer or tangerine lacquer instead of brown."

Karen Howes of Chelsea-based

interior design company, Taylor Howes, in London, adds further analysis. "Emotionally, we live in stressful times and this decorative style offers comfort and cossetting because it references the past," she says. "Yet it's totally contemporary, embracing the latest technology, and is a great backdrop for entertaining."

Step inside an apartment she designed at The Phillimore in London's Kensington and it's easy to see what she means. A polished black grand piano stands at one end of a sizable living space. Oversized furniture, much of it in ebonised timber with polished nickel corners and handles, was specially-made for the room. This potentially hard look is softened by velvet, silk and mohair upholstery that's big on detail - beading, buttoning, fringing, piping - while antiqued mirrors, Ralph Lauren crystal lamp-bases and Swarovski crystal curtain tie-backs bounce light around. Colour is introduced via the lilac upholstery and contemporary artworks. "It's important to use some contemporary pieces otherwise the look becomes a pastiche," says Howes.

Move on to an apartment at The Knightsbridge in London designed by luxury developers, Candy & Candy, and a contemporary Deco style is again in evidence. An uplit, oval, onyx-topped bar with a leather edge stands at one end of the living area. There's a black baby grand piano and ebonised furniture but also glass



cabinets used as display cases for the owner's collection of vintage hats. Contemporary black-and-white photographs hang on silk-covered walls while archival 1920s Art Deco fabrics inspired the cushions and curtains. The attention to detail - beading, hand-painting, stitching - is impressive. "It's all about translating a theme, a feel, a mood," says Brigitta Spinocchia, Candy & Candy's creative director. "I'm particularly drawn to Art Deco fashions. For example, the cigarette-inspired design on these cushions is a modern interpretation of a vintage dress design. And we based the dining furniture on 1920s originals but gave the shapes a contemporary tweak."

Tailoring the style to its location is essential. In larger residential properties, oversized architraves, skirting boards and full-height doors are combined with walls that are entirely mirrored or covered in a tactile material like vellum, suede or silk. In smaller apartments, the style is embraced decoratively rather than structurally. Lighting is a key element with metal wall-sconces or contemporary, crystal-drop chandeliers. Huge, bevel-edged mirrors reflect the light, warming up bespoke, over-scaled furniture in dark woods and highlighting details such as fluting or nickel frames. Further layers of warmth and richness are added with a mix of suede, leather, silk or velvet upholstery.

"It's a very sophisticated, expensive look that's deceptively difficult to get right," says Martin Waller. "Mirrored walls, for example, are an easy trick but they've got

Previous page, Master Bedroom Suite at The Phillimore (Kensington, London) with bespoke buttoned headboard, bed throw from De La Cuona. Left, Brompton single unit chairs £695 and Winston Side Table £295 by AM studio. Below, Glamour collection designed by Barbara Barry for Kallista, available from Bathrooms International. Right, The drawing room at The Phillimore with oversized lamp from Chelini



to have beautifully bevelled edges to look really good. There's a lot of pressure on contractors because materials have to be top quality and finishes have to be superb."

An original Art Deco property crying out for this kind of loving attention is Araucaria, a villa built on the edge of Cannes' town-centre in the late 1920s for an Indian maharajah. The five-bedroom property stands in nearly three acres of grounds planted with palms, cypresses, plane trees, orange and lemon trees, eucalyptus and the araucaria (Chile pine) from which it takes its name. A three-bedroom guest wing, three-bedroom caretaker's cottage, independent two-bedroom, two-bathroom house and a pool house are located in the grounds. The original Art Deco proportions and features are greatly in need of renovation - hence a guide-price of 12 million euros. Once renovated, a substantial lift in capital appreciation is expected. Meanwhile another Art Deco building, the former Provençal Hotel on Cap d'Antibes is currently being turned into chic Deco-inspired

apartments which come to market in 2008.

Anyone looking for off-the-peg furnishings to give their own home a contemporary Deco feel might check out Andrew Martin's New York and London showrooms for black lacquered desks and tables, circular chrome lamps, black lacquered coffee tables with chrome bases and lamps with rectangular Perspex bases and cream, geometric shades. "The 1930s was a fantastic time for wonderfully-designed accessories," enthuses Waller. So bring out the silver photo-frames, glass vases and glamorous cigarette-boxes that the style police banned in more minimalist days.

Nor is it only living spaces that are in thrall. The Deco-style mirrored bathroom furniture created by New York designer, Barbara Barry for manufacturer, Kallista, is proving highly popular while London-based Bathrooms International, currently a hot ticket in Dubai's building boom, recently installed an Art Deco-inspired bathroom in a central London penthouse. "Every cupboard and wall is covered by a bevelled mirrored surface, inset with Deco lights," says the company's director, Cheryl Gurner. "A simple, elegant Murano chandelier hangs over the freestanding Deco bath. Black marble covers the floor, unit tops and walls of the shower. While referencing the glory days of the Art Deco era, the bathroom has a classic elegance that will still look good in 20 years' time."

No wonder today's property-owners are going for full-on glamour. //

www.andrewmartin.co.uk

www.bathroomsint.com

www.bilhuber.com

www.candyandcandy.com

www.thdesigns.co.uk

Araucaria is on the market with Carlton International.



"An original Art Deco property crying out for this kind of loving attention is Araucaria, a villa built on the edge of Cannes' town-centre in the late 1920s for an Indian maharajah."



Golf has been a major attraction on the French Riviera since the late 1800s, when disgraced Grand-Duc Michel, brother of Russian Tsar Alexander III, introduced the game as a means of excitement during his otherwise painful time of exile.

Banished to the south of France because of an ill-matched marriage, Michel of Russia wanted to recreate a suitable green to satisfy his love of golf which he had discovered whilst in St Andrews, Scotland. As a result of his endeavours, the Cannes-Mandelieu Golf Club was opened in 1891 between the sea shore and the River Slagne.

Now, the region boasts some of the greatest golf courses in the world and enjoys a climate to match. With more than 300 days of sunshine per annum, golf enthusiasts are able to play all year round making it one of the most coveted international tourist destinations.

Golf lovers are spoilt for choice with more than 10 courses to entice the world's estimated 55 million golfers.

Amongst the most prestigious courses is the Royal Mougins Golf Club, located in the beautiful hilltop village of Mougins, just 15 minutes drive from Cannes. Ranked among the Top 100 Courses of the World, and as one of the best five courses in France, the Royal Mougins Golf Club has a membership which reads like a Who's Who of Europe.

Another first class establishment is the Cannes Mougins Golf Course, which stretches out between Mougins and the coast. The superb site, which held the European Opens in the 80s and 90s, winds its way between two magnificent forests and the gently undulating course is traversed by a river and several water hazards. Further along the coast above Monaco is the Monte Carlo Golf Club, built on the slopes of Mount Agel in 1911. The impressive course enjoys unrivalled views of the Mediterranean from its green. From the fourth hole players overlook Monaco and the entire expanse of the

coast from the Italian Riviera to Nice and beyond.

Another green gem is The Riviera Golf Club, which was designed in 1991 by American master Robert Trent Jones. He added the 18-hole course to the 'Old Course', the very course that the grand-Duc Michel opened a century before.

A little further afield in the breathtaking landscapes of Provence in the Var is the Chateau de Taulane, which boasts a superb 18-hole course created by South-African champion Gary Player which is wonderfully varied, winding through hilly and picturesque countryside. Suitable for all handicaps, it provides a challenge for both amateur and top-level players.

Passionate golfers looking for a base near any one of the spectacular golf clubs in the south of France will also be spoilt for choice, as this issue's portfolio of properties situated near golf courses will reveal. //

For more information on the region's golf courses:

- www.golf-cannes-mougins.com
- www.golfsaintdonat.com
- www.golfoldcourse.com
- www.golfdevallescure.fr
- www.opengolfclub.com/grandebastides
- www.golfdevallescure.fr
- www.opengolfclub.com
- www.royalmougins.fr
- www.victoria-golf.com
- www.chateau-taulane.com



Valbonne. Golf course: Golf d'Opio-Valbonne

This is without doubt one of the most beautiful properties on the French Riviera - and its close proximity to one of the best golf courses in the region surely adds to its appeal.

In a prestigious gated residential estate, this superb country house is set in seven acres of parkland (30000m2) with a tennis court close to the bustling, picturesque village of Valbonne and the magnificent 18 hole Golf d'Opio Valbonne.

Perhaps the most unique feature of the property is its stunning swimming pool which is lined with a beautiful contemporary design and surrounded by a large sun terrace with shade provided by Phoenix palm trees. The tranquil feel is enhanced by a lovely lily-pond with Koi carp and an open Thai pergola. The pool house includes a multi-gym, shower room, WC, changing room and kitchen.

The main house comprises of five bedrooms with en-suite bathrooms. All principal rooms enjoy spectacular views of the nearby mountains. There are two bedrooms in the guest house together with a surround-sound cinema room and the property includes an independent caretaker's cottage.



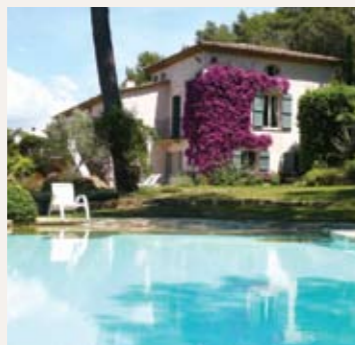
Price 8 500 000€ Ref 1600

www.carlton-international.com



Mougins. Golf course: Golf de Cannes-Mougins

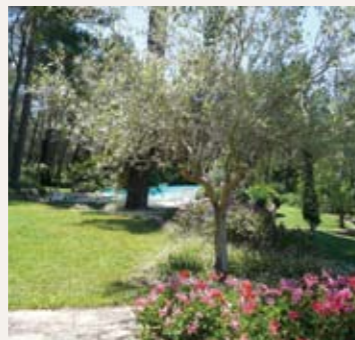
This traditional Provençal property is a stone's throw from the famous Cannes-Mougins Golf Course. But if your handicap isn't up to it, you can always play at home in the spacious grounds.



Not just anyone can play on the par 72 Golf de Cannes-Mougins, just outside the famous hilltop village of Mougins. Men have to have at least a 24 handicap and women, a handicap of 28. However, the stunning home set in six acres of grounds could provide the perfect answer to improving your game.

Located at the fringes Cannes, this superb country house enjoys beautiful views of the perched village and surrounding countryside. It has eight bedrooms and six bathrooms, as well as a numerous spacious reception rooms.

The property boasts two superb swimming pools, sunny terraces and wonderful, mature, landscaped gardens of 2.5 hectares (6.5 acres). There is also a caretaker's cottage, garage and parking for numerous cars.



Price 6 383 000€ Ref 838

www.carlton-international.com



Opio. Golf course: Golf d'Opio-Valbonne

Golf enthusiasts will be able to get to the renowned Golf d'Opio-Valbonne in a matter of minutes from this stunning residence just outside the village of Valbonne.

The chateau-esque property, complete with two small towers, is wonderfully located near the amenities of Valbonne and the golf course whilst also enjoying panoramic views of the Mediterranean Sea.

Surrounded by 11 acres (45000m2) of park and woodland, the five bedroom house is totally hidden from view and offers complete privacy in a calm environment. Each bedroom in the main house has en-suite bathrooms and there are two reception rooms.

There is also an independent guest apartment, a two bedroom caretaker's house and an enormous swimming pool. It is possible to land by helicopter and a tennis court can easily be added.



Price: 7 900 000 € Ref 1536

www.carlton-international.com



Cannes. Golf course: Golf de Cannes-Mandelieu

This rare penthouse apartment not only enjoys stunning views over the Cannes-Mandelieu golf course but also of Cannes Marina making it one of the most sought after locations on the French Riviera.



The rooftop duplex penthouse is situated in the popular Masters residence in Cannes Marina, which overlooks the Golf de Cannes-Mougins and its 18 and nine hole greens.

With its 360 degree views of the Mediterranean Sea and 140m2 terrace with swimming pool, the apartment is a golf-lover's dream. It has three bedrooms with en-suite bathrooms as well as a fully equipped kitchen, all of which open on to the large sun-filled terrace.

The apartment also benefits from a garage and 24-hour security.



Price 1 400 000€ Ref 1542 www.carlton-international.com

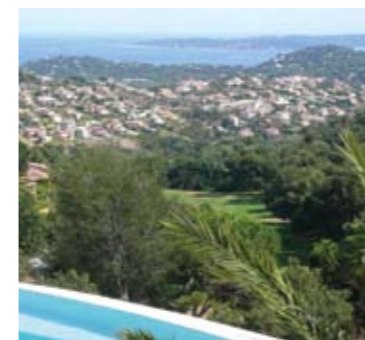


St Maxime. Golf course: Golf de St Maxime

This modern property has been built within the confines of the golf course, offering excellent on the spot facilities.

St Maxime is a pretty, bustling, seaside town on the gulf of St Tropez only 20 minutes from that celebrated village with its charming marina, meandering streets, market place and of course, famous beach clubs, boutiques and hotels.

This recently constructed home, high on the hills above the town has vistas over the golf course and the sea. The villa has been built within the confines of the well-known Golf de St Maxime, which also boasts a clubhouse and hotel. The villa provides bright, spacious rooms and enormous terraces with a very large, horizon swimming pool. The accommodation, which includes an elegant, independent guest house, totals six bedrooms and bathrooms.



Price: 3 200 000 € Ref 1589 www.carlton-international.com

"People often ask me if I think there's a difference between the way men and women cook", Pic muses. "I'd answer yes: men often want to show off everything they can do, but women have a desire to give pleasure."

Anne-Sophie Pic, France's newly awarded Michelin three-star chef, is only the fourth woman in French culinary history to receive the honour. She talks to Lanie Goodman.

When chef Anne-Sophie Pic, 37, became the first woman in 50 years to receive Michelin's coveted holy trinity of stars in March 2007, no one in the haute gastronomic circles seemed the least surprised. Yet Pic's elegant cuisine bears little resemblance to her female predecessors, the famed "Mères de Lyon" - Eugénie Brazier, Marie Bourgeois and Marguerite Bise - who all excelled in traditional but rich heavy dishes that came with the era.

What makes Pic so special? Beyond the obvious honour of joining the ranks with her stellar male entourage, she modestly attributes her success to what she calls "an intuitive sense of balance and simplicity".

Indeed, after one auspicious mouthful of Pic's signature amuse-

bouche - a divine combination of feather light crème brûlée and foie gras - you can only shudder with delight as the sweet and savoury flavours explode, and then softly melt on your palette. And that's just the beginning. By the time you've tucked into the raspberry and red pepper mille-feuille dessert, you'll understand what all the fuss is about.

But what matters the most to Pic is that she has renewed a longstanding family tradition. It began with her great-grandmother, who opened a restaurant, l'Auberge du Pin, in the Ardèche. It wasn't long before, her grandfather, André, became a chef and moved to Valence to launch his own establishment, "La Maison Pic". He went on to pocket three Michelin stars in 1934 - and then, in 1973, so did his son, Jacques - Pic's father.

"As far back as I can remember, cooking was the centre of my world," she recalls. "I grew up living above the kitchen, and as a young girl, I was always hanging around, watching how things were done, inhaling the aromas, and tasting the dishes. My father could have given me the best training possible, but at 17, I had no interest in following in his footsteps."

Instead, Pic left to study at a business school in Paris and got a

degree in marketing. She travelled extensively, lived briefly in the United States, and found work in Paris and Asia. But when her father died in 1992, Pic had a sudden change of heart.

"I decided to return home and re-learn how to cook, starting from scratch," she says. "Fortunately, my father had already trained my palette, which was important."

However, there were still many obstacles to overcome. "I'll always remember the morning in September 1995, when I put on an apron, walked into the kitchen - my kitchen - and started cooking." The experience, she recounts with a smile, reminded her entering an arena of toreadors. "It was the bravest thing I've ever done, since I had so much to prove, both as a woman and as the boss' daughter."

Listening to Pic, who speaks in a soft melodious voice, it's easy to understand why she prefers to be called "cuisinière" - a cook - than the hard-edged male appellation of "chef". With her slender frame, shy gaze and an almost ethereal air, Pic conjures an image of a wood nymph that is both down-to-earth and also capable of performing subtle magic.

"Anne-Sophie Pic inherited

"I don't know if it's "feminine" style of cooking or not, but I like to explore unusual combinations, like fish dishes with fruit - red mullet and bananas, or flounder with jasmine and fresh almonds."

from her father a daily attention to perfection", the great chef Paul Bocuse declared to the press. But Pic says she's also grateful to have her father's elaborate visual sense of how the plate should be arranged. Her first culinary success - a dish that emancipated her from her father's influence - was a pigeon in a crust of walnuts. No sooner was it on the menu than it began to compete with



Previous Page, Anne-Sophie Pic by DS Above, the final touches Right, Pic and her pastry chef discussing the "amuse-bouche" appetizers Photography, Jean-Yves Salaba.



her father's classic dish, sea bass with caviar. "It's taken ten years to find my place," she admits.

How then would she define her own distinctive approach to cuisine? "Over the years," Pic explains, "I've discovered that my passion in cuisine is researching an original association of flavours - trying to find the perfect harmony between two ingredients so that they offset each other. I attach a lot of importance in using the very best ingredients, so that the truth of their flavours is allowed to shine through."

"I don't know if it's "feminine" style of cooking or not, but I like to explore unusual combinations, like fish dishes with fruit - red mullet and bananas, or flounder with jasmine and fresh almonds. Some of my other "trademark dishes" are foie gras with cherries, and sweetbreads with carrots and lavender."

Importantly, "La Maison Pic" has remained an ever-expanding family affair. Since Pic's marriage to David Sinipian in 1993, her husband directs and manages the business, which includes the gastronomic restaurant, their four-star hotel, and a new affordable bistro, "7 by Anne-Sophie Pic". Plans are now underway to add

a contemporary-style wine bar, just adjacent to the restaurant. As for her personal team of assistants, they are all women - a rarity in the gastronomic world.

Despite the long hours and a full schedule, Pic says she still manages to find time to unwind. On Sunday nights, when she is at home with her husband and their young son, she likes to make "simple" dishes.

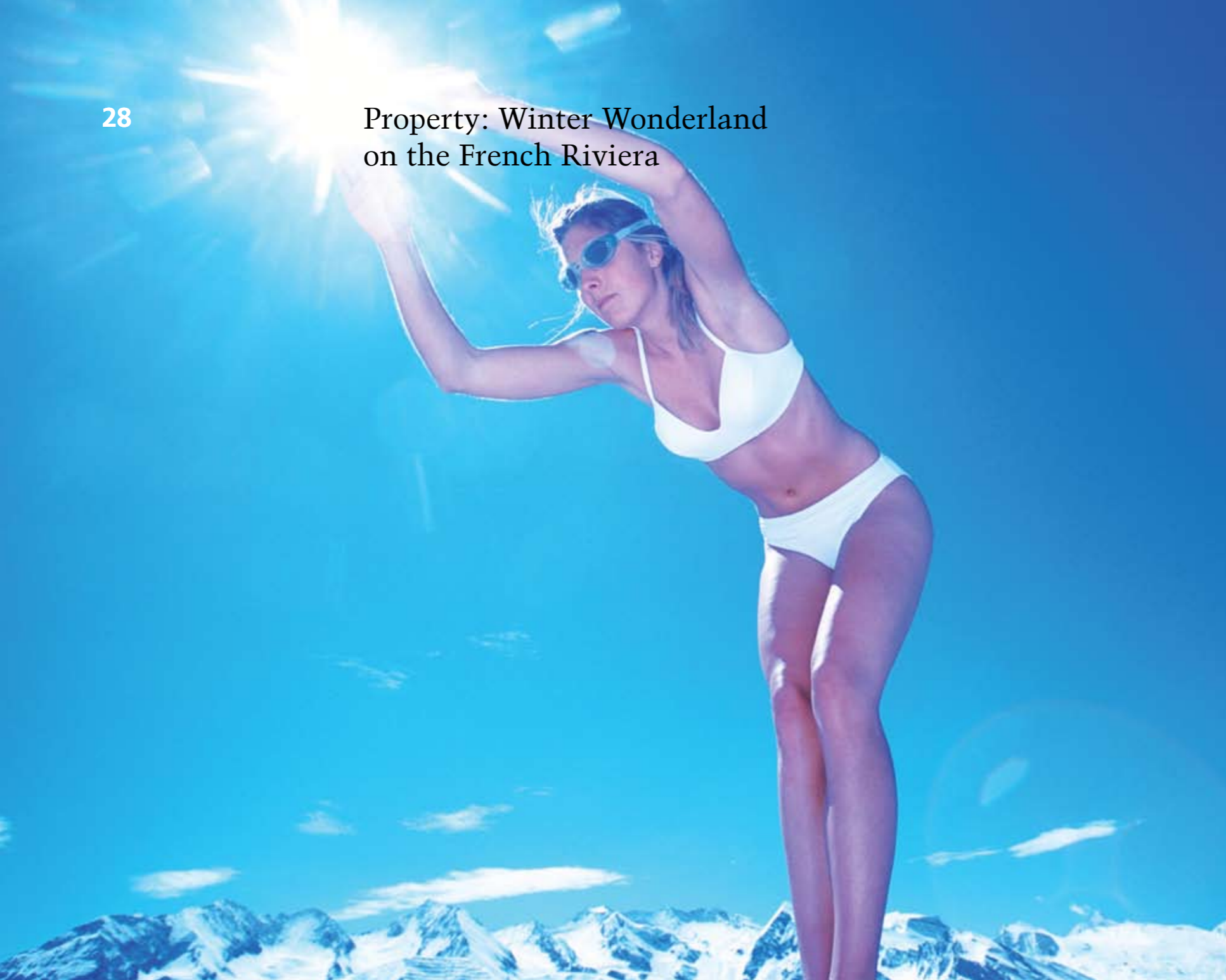
"What I really enjoy is sliced tomatoes from our little farmer's market, drizzled with some wonderful olive oil and aged vinegar, and a sprinkle of fleur de sel, or I might prepare a potato gratin dauphinois, a nostalgic dish from my childhood. If I'm having a dinner party for friends, my ideal meal might begin with green asparagus with mousseline sauce for starters, followed by a main course of grilled lamb and small browned potatoes or fresh seared tuna topped with butter, lemon juice and pepper. For dessert, my favourite is a strawberry tiramisu."

Somehow, the high wattage media coverage hasn't seemed to change much for this talented woman, who confesses that she's still delighted and surprised when her clients enthuse about a new dish she's trying out for the first time.

"People often ask me if I think there's a difference between the way men and women cook", Pic muses. "I'd answer yes: men often want to show off everything they can do, but women have a desire to give pleasure." //

Maison Pic
285, avenue Victor-Hugo
26000 Valence
Menu 79 € - 135 € - 185 €
Tel. : 04 75 44 15 32
Website : www.pic-valence.com
Bistro "7 par Anne Sophie Pic"
Menu 17 € - 30 €

Property: Winter Wonderland on the French Riviera



With more than 300 days of sunshine every year the Cote d'Azur is the perfect winter holiday destination.

Yet amazingly, few since the late Queen Victoria have appreciated the French Riviera for it's out of season charms. Mention the Cote d'Azur to most people and they will conjure up images of bikini-clad beauties on golden beaches, sipping elegant flutes of champagne.

But perhaps the region's best kept secret is its mild winters where the sun still beats down almost every day, and where the sea looks even bluer against the backdrop of the snow-capped Alps.

The English first discovered the Cote d'Azur in the early 1700s, when they fled to its sandy shores to escape the chill of their own winter. Queen Victoria arrived some 150 years later, when she and 100 staff took over

Nice's Excelsior Hôtel Regina which had been built with her needs in mind. From there, she liked to drive in her carriage to places like Villefranche-sur-Mer and Beaulieu, where she basked in the warm winter's sun.

Today, the Excelsior Hôtel Regina is no more, but there is still plenty of sunshine to enjoy and a whole host of colourful events laid on the length and breadth of the coast in which the Queen would have surely delighted.

Winter on the French Riviera starts with Christmas Celebrations, and almost every town and village across the region hosts its own Marché de Noël, with wonderful handcrafted items and Provençal food for sale.

Among the most spectacular is the Christmas market in Monaco, where

warm mulled wine and champagne is served from wooden chalets lined up next to some of the world's most exclusive superyachts. Another market not to be missed is Antibes's annual Christmas market - a twinkling, gingerbread-scented, festive affair where the streets are lit up with white lights and bonhomie.

Other winter events popular with locals and tourists alike are the Cannes Shopping festival, held at the beginning of January, and Monaco's International Circus Festival, when the Big Top comes to the principality.

To fight the February blues, a trip to the 15-day Menton Lemon Festival is a must, as well as the Nice Carnival, the 'Combat Naval Fleuri' in Villefranche-sur-Mer, and the Mimosa Festival in Mandelieu La Napoule, where the streets are turned yellow by the "flower of the winter sun".

The celebrations don't stop there. In April, there is the Master's Series Tennis Tournament in Monte-Carlo and then in May, the famous Cannes Film Festival shortly followed by the Monaco Grand Prix.

For those visitors who prefer to be in the midst of the action, rather than to watch it, some of France's top skiing resorts are a

stone's throw away. Two major ski stations, Isola 2000 and Auron are less than two-hours drive from the coast and the smaller ski station popular of Greolieres-les-Neiges, just 50 km north of Grasse, is popular with families. Ski here in the morning and you can be enjoying a chilled 'apéro' on the coast by the afternoon.

If relaxing on a sun-drenched terrace is more your style, then head towards any one of the sheltered harbours or bays along the Riviera for a spot of people watching. The famous resort of St Tropez, full to bursting in the summer months, is a delight to wander around in the winter sun when you can amble around the town and exclusive boutiques without a care in the world.

Likewise, art lovers can meander gently through the winding streets of St Paul de Vence, perusing the art galleries and shops at a far more leisurely pace than at peak season when the chance would be a fine thing.

But perhaps the greatest thing about a winter's day on the French

Winter on the French Riviera starts with Christmas Celebrations, and almost every town and village across the region hosts its own Marché de Noël, with wonderful handcrafted items and Provençal food for sale.

Riviera is when you return home to your rented villa, the warmth of the sun still radiating on your face, and mull over the events of the day in front of a roaring open fire.

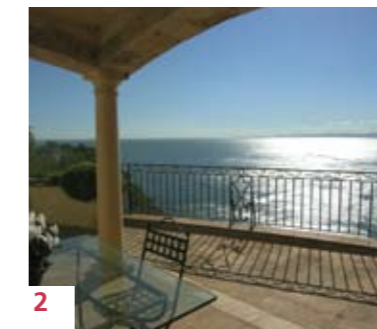
We have selected a sample of character villas from our extensive portfolio of homes offered to guests seeking superior quality properties in which to spend a few days, several weeks or months over the out-of-season period.

Perhaps, for a change, to pass the Christmas and New Year holidays with their families on the French Riviera. For the festive season, Carlton International makes a particular effort to make this occasion a special one for its guests and their friends. //

Property: Winter Wonderland on the French Riviera



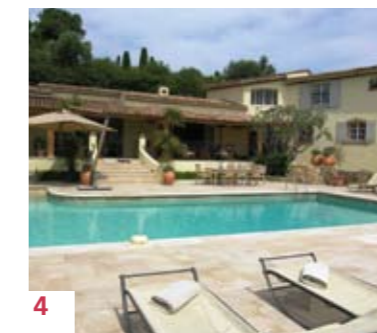
1



2



3



4



5

1 Cannes

This very beautiful contemporary villa is situated in an outstanding position above Cannes and only five minutes from the famous seafront Croisette with its restaurants, five star hotels, prestigious boutiques and of course the Festival Hall. Stunning views over the Bay of Cannes and the Mediterranean Sea are had from all four bedrooms and terrace surrounding the swimming pool. The decoration is refined with modern furnishings. A large flat screen TV plus stereo in the spacious reception room and TV in the bedrooms, sauna and heated swimming pool are included in the facilities of this lovely family home. Ref 237

2 St-Jean-Cap-Ferrat

A beautiful Provençal villa situated on the sea front of St-Jean-Cap-Ferrat, renowned the world over for the celebrities who have enjoyed and continue to enjoy the exclusive nature of this prestigious peninsular halfway between Monte Carlo and the city of Nice and only 20 minutes drive to both.

Enjoying breathtaking views of the sea towards the Bay of Villefranche, each room of the villa has use of a terrace. Steps lead down to a stunning horizon swimming pool, and further steps carved into the grounds give direct access to the sea. This warm, four bedroom, four bathroom home provides TV in all bedrooms, fireplace, Hammam and lift, plus an independent one bedroom guest apartment. Ref 301

3 Super Cannes

Super Cannes is an area on the heights, above the Mediterranean, stretching between the former fishing village of Golfe Juan at the seaside with its marina, the mediaeval town of Vallauris, famous for its ceramic shops, also former home of Picasso and the town of Cannes. None of these areas is more than 10 minutes distant from this wonderful five bedroom, five bathroom home.

Fully air-conditioned, with luxurious appointments and lovely views, the villa has a heated swimming pool, Jacuzzi, sauna and hammam and is ideal for the perfect holiday both in the season and out of season. Ref 217

4 Mougins

A charming Provençal villa situated within walking distance of the picturesque hilltop village of Mougins, famous for its meandering streets with a multitude of restaurants, galleries and boutiques. The villa, which enjoys lovely views over the countryside towards the Mediterranean sea has been tastefully renovated by its caring owners to a high standard with a lovely mix of modern and original character features... a blend of wrought iron, stone floor tiles, light, subtle, coloured walls, and elegant decoration and furnishings.

The property, providing six bedrooms and six bathrooms, bright, spacious lounge with fireplace, split level dining room, and television room is air conditioned throughout. It is set in a quiet environment with a covered terrace area for dining and lounging and with a large heated pool surrounded by paved terracing, leading to the pool house with summer dining area. Ref 329

5 Cap d'Ail

Cap d'Ail is at the edge of the Principality of Monaco, often only steps away. This elegant Belle Epoque home is situated in the heart of Cap D'Ail, one of the most sought after peninsulas of the French Riviera and only five minutes from beaches and restaurants.

Listed in the guide "The 100 greatest properties on the Cote d'Azur", the five bedroom, five bathroom villa has been completely and tastefully refurbished, modernized and equipped to a high standard with David Linley furniture and offers divine sea views towards Italy from every room. An expansive terrace furnished with beautiful Armani furniture, leads to the heated overflowing infinity swimming pool at eye-level with the sea. Ref 286



An exciting new private equity property fund has been launched to take advantage of the ever-expanding market for exclusive homes for multi-millionaires.

Many of the world's most sought after - and certainly most costly - properties can be found in idyllic situations overlooking the Mediterranean Sea. But despite their staggering price tags, even these properties are now in short supply due to the increasing number of high net worth individuals across the globe. For every multi-million euro property for sale on the French Riviera, there is now a handful of multi-millionaires racing to snap it up. And within years, experts predict there will be very few luxury homes available in prime locations - making them a real asset.

To capitalize on this market for exclusive homes for the super rich, an international property developer has launched a new private equity fund which will invest in and develop waterfront residential property in "super-prime" Mediterranean and Caribbean locations.

Experts have estimated that waterfront properties carry a 30 per cent premium on values of equivalent real estate inland. Elaine Russell, of

Carriage Trade Properties, in South Florida, explains: "Due to people's love of the sea, demand for waterfront property has and always will exist. Prices continue to escalate and due to the constant demand, waterfront properties will always maintain a higher value."

Under the new private equity fund, aptly named the Global Waterfront Fund, investors will be able to buy into properties from Cap Ferrat and St Tropez in France to Florida's Miami Beach and the Bahamas Harbour Island. The investors are shareholders so they can participate in the developments profits and watch as the funds continue to increase across the world, whilst also enjoying the properties for their own personal use.

The fund, headed up by Timothy de Rosen, Mark Shadwick and Olivier Dupraz, who have an established track record in successful luxury developments since 2001, will actively look for "raw" land and sites for renovation or rebuilds. It will work in one to three year cycles with the properties sold on completion or

opportunistically during development.

De Rosen said: "The Global Waterfront Fund provides investors with the ability to invest in the growth in numbers and spending power of the Super Rich. Ultimately, exclusive waterfront property in super-prime locations will be almost impossible to access and an asset class.

"Global Waterfront is the only one allowing investors to buy into this truly unique investment."

Property developer De Rosen, offshore hedge fund director Shadwick and Dupraz, a former managing director for UBS, have already completed waterfront projects on the Caribbean island of St Barts, and Mallorca. All properties have cutting edge design and technology and the Global Waterfront Fund has strong relationships with the best agents, architects and designers in every location.

The completed development in Sol de Mallorca illustrates a return on equity from just over €1 million to €3.9 million, in just over two years from September 2004 and December 2006. Likewise, the Formentor development in Mallorca shows a return on equity from €2 million to €7 million from July 2005 to April 2008.

The Global Waterfront Fund was launched in April 2007 out of the British Virgin Islands in US dollars and Euros with an initial target fund size of \$100 million.

The target return on investment is 20% per annum with a management fee of 2%. The minimum investment fee is €500,000 or \$500,000. Investors make the commitment of the capital for a period of up to two years.

Please contact Carlton International for more details. //



An unprecedented growth in the uber-wealthy has led to a shift in the British social calendar, where genteel sporting events are being threatened by those laid on to help you spend, spend, spend. Mette Kristine Oustrup reports.

A coveted ticket to any one of 'The Season's' engagements used to herald your arrival. The great events of Wimbledon, Ascot, Henley and Cartier Polo, with Glyndebourne thrown in for the culturally-minded, have become institutions entrenched in the very fabric of British society.

But now, a growing breed of entrepreneurs, City boys and 'hedgies' are forcing a social revolution as they

search for new means of entertainment. Their sport, it appears, is hunting down the latest luxury goods available.

The number of high-net individuals increased worldwide by more than 10 per cent from 2006 to 2007, according to new research by Merrill Lynch and Capgemini's World Wealth Report, which also revealed that more and more people were searching for 'luxury collectibles' in which to invest.

Sports cars, super yachts and private jets now account for more than 25 per cent of all 'investments of passion', which explains why events such as Salon Privé, billed as 'The Private and Luxury Car show', are making great roads into the British social calendar. ←



Previous Page,
Lamborghini Gallardo Superleggera
Above left, Jay Kay won the
Concourse d'Elegance with his
Maserati A6 G2000 Gran Turismo
1955, he said on winning the award
"I don't feel like I deserve it, I didn't
make it, I just drive the pretty girl!"
Main photo, Wiesmann
Right, Spyker
Far right, Mercedes Benz
300SL Gullwing

In its second year, the event enjoys many of the same undertones as the traditional 'Season' events without the traditional sports element.

Held at south-west London's Hurlingham Club, visitors entering through the impressive gates could easily be forgiven for mistaking it for rural England. Indeed, many of those walking over the picturesque bridge in the stunning grounds might even wonder if they had stepped back in time.

However, the impressive line up of super cars and technically-advanced luxury goods bring even the most disorientated back to the 21st century. Founder David Bagley describes the three-day event as "an exclusive Garden Party by day and sumptuous Black Tie Dinner by evening, which provides guests with fabulous cuisine as well as an eclectic mix of entertainment alongside the displays cars and luxury brands."

"an exclusive Garden Party by day and sumptuous Black Tie Dinner by evening, which provides guests with fabulous cuisine as well as an eclectic mix of entertainment alongside the displays cars and luxury brands."

Such a venue is perfect for the event. With a glass of champagne in hand, guests are invited to stroll around the cars and peruse the luxury stands.

Savvy brands now realise that they have to be smarter than their competitors to win over potential clients, and, although the footfall is substantially less than events open to the public, these customers promise for more intimate and engaging dialogue for the future.

And in amongst the willow trees and perfect lawns, sales personnel from luxury goods companies can effortlessly entertain clients in a setting that is conducive to building relationships.

At this year's prestigious event one of the biggest crowd-pullers was Boodles, Britain's leading gem jewellery specialist. James Amos explained: "Just a few years ago a sale of £50,000 was an occasion for celebration. Now we even have

£100,000 sales much more frequently. Ninety per cent of our customers are British. There are more people with more money out there, and more people willing to show their wealth."

Another popular exhibit was the 'Ego' notebook computer by Dutch pioneers in luxury computers, Ego Lifestyle. The bright orange leather wrapped notebook computers are just one example of a new concept aimed at making computers fashionable, luxurious and expensive.

Not only notebooks have experienced a facelift. A number of phones on display by luxury mobile phone manufacturer Vertu actually looked like jewellery and came with a price tag to match. Vertu has four yearly collections, just like any fashion brand.

However, even Vertu's Hannah Madsen was taken aback by the reaction at the event to the latest model, which has nearly 1000 pink and white diamonds, sapphires and rubies encrusted on it. She said: "When we finished the first few phones we sent two of them to our shop in Paris. They arrived on a Thursday afternoon. Before that Thursday evening they were both sold!"

Most people might not agree with spending as much money on your mobile phone as a brand new Porsche Boxster, but it's a good reflection of all the money around at the moment.

Also on the increase amongst the City whizz kid-types is a quest for adventure. Duncan Scholes, founder of the Blade Run powerboat rally, a three-day quest on the open sea between London and Amsterdam and Marbella and Ibiza, said: "Once it was Paris-Dakar. Then came the Gumball Rally. Now, we have created a whole new maritime adventure, which will be more fun but also safer than a traditional car race. The sea is a safe playground for the adrenalin kick and the risk of hurting people is very low".

Yvan Vermeesch, publisher of XO Private, a source of high-end travel inspiration, added: "Before, in luxury travel, people looked for traditional luxury items such as a nice flat-screen TV in the hotel room. Now, they have much bigger flat-screens at home so who cares? Instead people pay attention to acquiring new experiences when they travel."

"People will always want to differentiate themselves from their neighbour. Maybe he can copy your car or your watch, but nobody can ever copy your exact personal experience and that's what makes people tick."

Cue: Sir Richard Branson's Virgin Galactic company, which had on display a simulator of the chairs used in its two-and-a-half hour space travel. Louise Deans, Mission Control Coordinator (otherwise known as a sales person selling space travel) said: "There are a lot of people willing to pay a normal yearly salary for a three-day lifetime experience. The group is surprisingly broad, ranging in terms of age, nationality and even gender with about 30 per cent being women. We have already sold about 200 trips of the 500 trips on offer only starting from late 2009."

And at 150,000 euros a pop, there are those that consider it cheap at the price. One such potential customer, Amit Sony, said: "Would I pay 150,000 euros for a trip to space with Virgin? Yes, why not! I heard of people paying two million dollars which makes that sound like a bargain." //

www.virinalgalactic.com
www.xoprivate.com
www.bladerun.com
www.boodles.co.uk
www.ego-lifestyle.com
www.vertu.com



Like Christopher Columbus 500 years before him, Roy den Hoed discovered paradise when he first visited the Dominican Republic's Peninsula of Samana. He tells Suzanna Chambers about his plans for the only place in the world where he can find beautiful beaches, coconut trees and Camembert cheese, with an ambiance to match.

Until last year property developer Roy den Hoed's global search for an idyllic place in which to spend the winter months had come to no fruition. The Dutchman who made his home on the Côte d'Azur after falling in love with the French Riviera – and one French woman in particular – had begun to think that nowhere in the world could compare.

That was until January 2006, when he arrived on the white shores of the Peninsula of Samana, in the Caribbean's Dominican Republic.

Immediately struck by the stunning scenery and enchanted by the quaint village atmosphere of the region's main town Las Terrenas, Roy's quest for a winter paradise was finally over when he discovered a supermarket selling Camembert, Petite Suisse and La Vache qui Rit. Roy and Héléne – the French woman who is now his wife – bought a villa in Las Terrenas during their initial visit and have scarcely since left the island Columbus described in 1492 as “the most beautiful land in the world”.

Having found his nirvana, Roy now hopes to help the country and its nine million inhabitants maximise its enormous potential through a number of business, cultural and humanitarian partnerships. He also hopes to help the local government achieve its ambitions of turning the Peninsula of Samana into the Côte d'Azur of the Caribbean.

Roy's passion for the country is every bit as tangible as Columbus'. “For many years I have been trying to find the perfect location to spend the winter. I have been all over the world looking for what I thought couldn't possibly exist. A lot of places have beautiful white beaches and look like paradise but after two weeks I get bored.”

Keeping active is an absolute must for the former Dutch junior tennis champion, who discovered the charms of the Côte d'Azur during a stint at Nice University. He then went on to found Euro France Immobilier on the French Riviera in the 1980s, which is now an affiliate of the Carlton International Group.

“I was looking for a bit of paradise which also had culture, good food and wine, and activities. I was looking for another Côte d'Azur,”

Roy muses. “The years had made me nostalgic and I was trying to find the Côte d'Azur of my youth. I found it in the Peninsula of Samana.”

Roy, who made his name in France in the 90s as developer of the world-famous Royal Mougins Golf Course and prestigious Val d'Azur domain,

“I was looking for a bit of paradise which also had culture, good food and wine, and activities. I was looking for another Côte d'Azur,”

says he was staggered by how much the peninsula resembled the French Riviera of yesteryear. “It's just like the Côte d'Azur of 40 years ago. It has the same dimensions - approximately 50km long by 20km wide - it has the same variety of nature and the same ambiance.”

To top it all, Roy discovered around 2,000 French people living and working amongst the local population as if the two communities had grown side by side since time began. The first French travellers arrived on the peninsula in the 1980s with a tent and never left.

Thanks to them, there are now dozens of hotels and restaurants run by French families who without doubt bring a certain amount of *je ne sais quoi* to Las Terrenas, which has a population of 20,000.

“The French started to create jobs in the hotels and restaurants and now it is unique because of this special ambiance between the French and local population,” Roy explains. “I have not found the ambiance anywhere else in the world. I can also buy French products like Danone. For me, it was like falling in love all over again.”

And what's not to love about the former fishing village, with its miles of undeveloped white-sandy beaches and protected inshore waters which is now acknowledged as the jewel in the crown of the Dominican Republic.

The balmy climate with its ever-present trade winds and the warm temperature of the sub-tropical Atlantic Ocean combine to provide this part of the island with year-round, delightful weather with only a few degrees difference between winter and summer.

Roy and Héléne aren't the only ones to have recently discovered Las Terrenas. Last year, more than three million tourists visited the Dominican Republic, making it the most popular destination in ➤

"The emotions I am going through now are almost the same as I did when I arrived on the Cote d'Azur. I feel it's my destiny, that I arrived at the same time as the international airport and new motorway was being developed."



Caribbean. An increasing number of those visitors came to the Peninsula of Samana after moves by the local government to open up the area to foreigners. Traditionally, holiday-makers have opted for popular all-inclusive style resorts on the western coast, such as the famous Punta Cana area.

But now, the government wants to create a Côte d'Azur of the Caribbean in a bid to attract tourists looking for exclusive, luxury holidays. In this vein, the peninsula's first international airport opened approximately 20 kms from Las Terrenas last year, and in 2008, a new motorway linking the region to the capital, Santo Domingo, will improve access further. A further 50 per cent of the country's coastline is

"A percentage of the participation costs will go towards come kind of project like an orphanage or a school. We want to show that we are bringing something else into the country other than tourism."

still undeveloped, making it ripe for investment.

Who better to get involved than Roy, with more than 25 years experience of real estate development on the Côte d'Azur. "I can hardly believe my luck that I have found the Peninsula of Samana. Sometimes I have to pinch myself," he says. "The emotions I am going through now are almost the same as I did when I arrived on the Cote d'Azur. I feel it's

my destiny, that I arrived at the same time as the international airport and new motorway was being developed. Some one must be thinking 'Well Roy did OK on the French Riviera, he can have a second chance on the Peninsula of Samana'."

Roy stresses that his involvement in the Peninsula of Samana and indeed the whole Dominican Republic goes much deeper than mere bricks and mortar. "The Dominican Republic is a developing country and we are involved in the development of the country in general. We hope to be able to contribute through our associates in a number of ways, through business projects, in sport, culture, humanitarian work and nature defence."

His first idea to get off the ground is an International Veterans Tennis Tournament, which is to be hosted in the Dominican Republic in November 2008. Through the tournament, which will see ex champions from across the world come together, Roy hopes to bring a love of tennis to the country whilst opening the region up to new tourism.

"They play baseball here, because of their close proximity to America. With the help of the French Tennis Federation I plan to develop the sport in the country, through setting up clubs, training teachers and the 1st International Veterans Tennis Tournament in the Dominican Republic next year."

He also hopes to raise funds for a humanitarian project, such as an orphanage. Roy, who with his wife also sponsors a five-year-old local girl Adri, adds: "A percentage of the participation costs will go towards some kind of project like an orphanage or a school. We want to show that we are bringing something else into the country other than tourism."

A second strand of Roy's business exploration is to try to develop specially-designed accommodation which will attract people of the third age to the Dominican Republic. The western world is currently



experiencing a new trend which sees large numbers of its retired population moving overseas to enjoy a higher quality of life at a lower cost of living.

Roy explains: "People like to retire overseas because the cost of living may be cheaper but they prefer to choose residences that have been set up by their own countrymen because it guarantees that you will be looked after the way you are used to. We are working with several developers

who build residences for the third age to develop accommodation in the Dominican Republic."

Another project which is already under construction is the creation of a web portal which will offer potential visitors, home-hunters and investors information on every aspect of life in the Dominican Republic. Called www.dominicanprestige.com the website is being developed by Roy in conjunction with Philip Weiser, director of Carlton International and a business associate of more than 25 years.

Roy's fourth goal for the Dominican Republic is as ambitious as it is bold. He would like to see a model of the Côte d'Azur's own very successful science park Sophia Antipolis created on the Caribbean island. "Incredibly for a developing country you can get internet connection almost anywhere in the Dominican Republic. This has been happening over the last five years.

"Orange, Thomson and Verizon are all established here and we think a high-tech park like Sophia Antipolis could be a reality for the country," he said. "Because of the region's infrastructure and beautiful countryside, we don't think it will be hard to get high-tech industries to operate out of here. We want to create a Sophia Antipolis bis in the Dominican Republic." His plan to open a restaurant with chef to the stars Christophe Leroy will surely help this cause.

Coincidentally, Sophia Antipolis is almost hidden from view by vast areas of natural parkland which is fiercely protected - as is about 20 per cent of the Dominican Republic.

"The government was very forward thinking when in the 1970s it closed down all wood factories to eliminate the need to cut down forests for wood. This has been reinforced by the Dominican Republic's strong tradition in agriculture. Historically, the country has been covered in sugar and coffee plantations so they have had no need to cut down forests to free up land for agriculture," says Roy, who is also keen to promote eco tourism in the country.

The Bay of Samana itself is protected by UNESCO because from January 15th to March 15th every year, it is visited by up to 2000 humpback whales which come to the region especially to give birth to their young. They remain in the bay's calm waters where they nurture the cubs until they can survive in the open seas.

For, as Roy realises, to nurture the development of something in its infancy is critical.

If anyone wants to know more about any of the projects above please contact Carlton International at www.carlton-international.com //

Most people come to the south of France to unwind. But not Brazilian businessman **Mario Garnero, who finds his life gets infinitely more hectic as he leaves his secretary at home. The eco-friendly financier discusses the merits of his personal assistant, the petrochemical industry and football players with Alex Sutcliffe**

I've been coming to Cap Ferrat for 45 years now, but have had this house for the last ten. I saw the land because I used to walk here every day, and there were these 120-year-old pines and I thought it would be a nice place to live. It took me 15 years to get all the permits, however, because it was listed. Really, I won through determination. I spend winters in Cap Ferrat, from just after Christmas to March, then I'm in the States and Brazil, then in May and June I come back - in all I try to be here five months a year. I love it here.

"When I was working at Volkswagen I was in charge of 30,000 people and we had five planes and eight pilots. The eight pilots gave me more trouble than the 30,000 people put together."

I never stop working. In France I have to work twice as hard as in Sao Paolo or New York because I don't have a secretary, so I'm always looking for numbers and documents. You have to value the work of a secretary.

I formed Brasilinvest in 1976. We are a merchant bank, with interests in real estate, finance, ethanol, biodiesel, the petrochemical industry and the oil industry. We were pioneers with computers and cell phones in Brazil, and I have been called the father of the ethanol car.

We have a fascinating board, from all over the world, representing all areas of business. Every year the board meeting is in a different location. Next year's is in Beijing. When we meet we prefer to exchange ideas and discuss the bigger picture, rather than just studying balance sheets.

The south of France is a good base. Nice is very well served for airlines and I can fly directly to the States. I just came from Dubai, and to London there are several flights a day, so it's very convenient.

Unfortunately I am a wizard at breaking computers and losing Blackberries - recently in New York I lost two in one day, so I really am a champion. I also deserve a trophy for losing more luggage than anyone else. And I miss planes, due to the fact that I arrive five minutes before they leave, so I am a specialist at staying in airport hotels that I'd never heard of before! But I would never own a private jet. I believe in the saying that there are three things you should rent and not buy: planes, boats and the third I won't spell out! When I was working at Volkswagen I was in charge of 30,000 people and we had five planes and eight pilots. The eight pilots gave me more trouble than the 30,000 people put together. So I will never buy, I prefer to rent.

I always spend Christmas in Brazil with my family. I have four sons, and they all work with me in business. They come down here as well, but only when I'm not around. My son once threw a party for 700 people, and



told me not to come for a few days so they had time to sort the place out afterwards.

I swim and walk every day, and my interests are classical music, jazz, the impressionists, modern art and reading. Needless to say I love football, and especially follow the Brazilian players in Europe. Arsenal's my favourite team because when I was about fifteen they played in Brazil. I was flying into Sao Paolo once and their manager Arsene Wenger was sitting next to me. He said he was going to see a footballer in Brazil, and I advised him to buy a certain player. He made a note of it, but bought the other one anyway.

I have a ranch outside Sao Paolo - it's a 260km round trip so I feel like a truck driver - in fact I think I deserve a medal as truck driver of the year! I used to have properties in Miami and New York but now home is a suite at the Four Seasons, a suite at the Carlisle. In London home is either The Connaught or Claridge's, where the doormen have become my friends. I feel very happy and easy in London, but Cap Ferrat is close to my heart.

Right now my focus is on the global development of ethanol and biofuels. President Lula is doing a great job of publicising them. I have always been pro-active about integrating Brazil in a larger sense in the world community, and Brazil has taken an important position on ethanol and biodiesel.

I don't intend to stop working. My wife tells me straight, 'You're absolutely nuts', but there's an Italian expression which I think very much applies to me: "La Vuole di Fare", or the will to create. It strikes me that retirement just sets you backwards against life. //



"Orchids" is an original colour photograph digitally manipulated.

70 x 50 cm, available as giclee print and on canvas, limited signed edition of 80

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