

Rhumb Lines



Number 05 Winter 2005
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Welcome

Welcome to our latest edition of Rhumb Lines to be distributed by email. We hope you enjoy it and pass it on to your friends and colleagues in the industry.

The Mediterranean Migration Sets Sail

The annual migration of charter yachts gets underway in October and this year seems to be a bumper year for Reliance. Under our management, a fleet totalling over 60 yachts have been leaving France, Croatia and Turkey heading for the Caribbean for the winter season. Fleet operators who wish to see their yachts gain maximum income by increasing their charter weeks are turning to Reliance to oversee the logistics of moving yachts between cruising areas. The repeated success of the operation has seen a threefold demand for Reliance over the last two years for companies wishing to maximise their profits.



Monohulls and Catamarans transfer to the Caribbean

Record Delivery to Annapolis



October sees the annual focal point of the sailing calendar at the 36th Annual Sailboat Show in Annapolis, described as the "The Nation's oldest & largest in-water Sailboat Show". Reliance proved to be an invaluable support to exhibitors with many of the models on show. The large number of Catamarans and Monohulls sailed over from Europe were a great attraction for the thousands of visitors. Reliance is proud to have work closely with many of our international clients to deliver Lagoon, Fountaine Pajot, Leopard and Privilege catamarans as well as Beneteau and Bavarias. Many of these models will be transferred to "Strictly Sail" in Miami next year.

Also in this edition;

- Continued Growth in Europe
- New Appointments



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Continued Growth in Europe

In the brief time that Reliance France has been in operation we have seen a continued growth in both the number of clients and the range of models. Our commissioning team based in Les Sables d'Olonne have been working hard trucking, launching and preparing a range of models from Lagoon, Bavaria, Fountaine Pajot and most recently Jeaneau. We can also confirm that we will be shortly working on our first from Amel in La Rochelle from where it will be delivered to St Martin. Much of our growth in France is a result of our attention to detail and our high quality control standards. The procedures put into place from the start ensure that all yachts departing Europe are of the highest standard and that those standards continue throughout the delivery.



Jeaneau 49 on the commissioning dock in France awaiting arrival of the delivery crew



Reliance Management working closely with clients in Trogir, Croatia



Capt Matt Sandys-Winsch joins the UK office as Operations Manager



An all round look at a Lagoon 440

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