

How To Have Your Yacht Delivered.

An essential guide for yacht owners wishing to engage a professional yacht delivery



INCLUDES

- How to get the best from your delivery company
- 10 essential tips
- Timeline
- Frequently asked questions

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How To Have Your Yacht Delivered

After the purchase of a home, a yacht could be the second largest investment you ever make. You have raised the funds, agonised over the type of vessel, built a great relationship with your broker, had the survey completed and eventually made the commitment to buy. And now your thoughts move to how you are going to get her to your dream cruising area.

This guide will help you through the process of engaging a professional delivery company and getting the best service from them. It can be stressful and worrying to trust your new purchase to others. This will help relieve those concerns.



Just like your broker, it is important to build up a good relationship with the delivery company. You want to know who will be your point of contact, who will be managing your account, who will be updating you on progress. You need to feel comfortable that your yacht and the delivery process will be in safe hands.

For many the purchase of a yacht is the second largest investment they will make after their house.

This guide will provide ten essential points to help you get the best from the delivery company. It may be your first time to engage such a service and it is important that it is as smooth and enjoyable as possible.



10 Ways To Get The Best From Your Yacht



Here are some top tips on getting the best delivery service

1. Give the delivery company all the information possible about your yacht. Inventories, survey, reports, insurance documents etc are all important and can possibly save delays and money. If as much information as possible is made available, the management, the shore side support and the captain are better prepared to provide proposals and avoid any problems that may occur.

2. Do you require Full Yacht Management. This is best suited to large crewed yachts. Often it is better to negotiate a full management package of which the delivery would just be a part. The company needs to be big enough to have the experience and expertise needed, and yet small enough to give you the personal attention you demand to get the best from your yacht. Management service could include crew selection, payroll services, charter management, budget controls, security, shared ownership etc, etc.

3. What are the company policies? Have they written Standards of Operations? Do they have a clear written Health and Safety Policy? What about smoking or drinking on board? Are their policies and procedures ISO9001 Certified? Are they members of a trade association? When choosing a delivery company do not just look at the price, you must consider quality and your peace of mind.

4. Get references. Ask the office to provide you with names and contact details of clients. Written testimonials are good but actually talking directly with previous or present clients is better. Ask about the standards of Captains, the presentation of boats, the support role of the management, how they dealt with unforeseen circumstance and any changes in plans.

5. Confirm early. The delivery company will have a number of highly skilled captains and crew on their books. And, as you would expect, the best are always in demand. So give the delivery company plenty of notice of your plans and they will be able to secure the most suitable captain and crew suited to your boat and the intended voyage.





With today's technology there is no reason why you should not be able to know the location of your yacht every day.

6. Get the best price by booking early. The delivery company are keen to give you the best price and would have provided a proposal based on travel costs available at that time. By confirming your delivery plans well in advance the delivery company will be able to take advantage of any low cost travel bargains for the crew and pass the saving onto you. Leaving the decision to move your yacht to the last minute drastically reduces options.

7. A Tracking System. With today's technology there is no reason why you should not be able to know the location of your yacht every day. Remember to ask for a tracking system even if it is offered as an option. Being able to access the latest position of your yacht through the internet will give you peace of mind. Also, have the company assign a member of staff dedicated to giving you regular updates whether it is by email, SMS or telephone.

8. Ask to see details of the Captain who will be delivering your yacht. You will be trusting your precious yacht into their hands – you need to be reassured that they are suitably qualified and experienced. Make it clear from the start if there are any insurance requirements.

9. Handover at destination. Ideally you or your representative should be available at the destination to talk directly with the captain and go through the yacht and discuss her condition after the voyage. This gives you an excellent opportunity to pick the brain of a professional on their experience of your yacht. Listen to their appraisal and recommendations.

10. Inspection reports. On completion of the delivery you should receive the relevant documents completed by the captain, i) the pre delivery survey, ii) a copy of the logbook and iii) the post delivery survey report. This will not only provide you with a clear and unbiased view of your yacht and the voyage, it is a valuable guide to pinpoint any problem areas and deal with them.

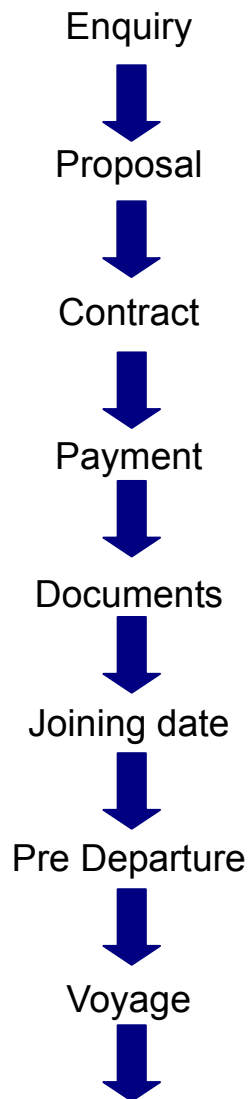
NB. Liability. It is essential that the Captain is professional and has suitable and adequate liability cover against negligence. If you are a fleet manager you need to know if there is provision to address loss of charter income. Ask for details.



Sequence of Events



As a guide to having your yacht delivered the sequence of events maybe as follows;



Enquiry.

This can be done via email, telephone or on line. The company will ask all the relevant questions to get the information they need to create an inclusive and competitive proposal for the delivery of your yacht.

Proposal.

The Company will endeavour to provide within 24 hours a written proposal which clearly sets out the service offered and the price. It will indicate what is inclusive and what is not. If you have any questions do not hesitate to ask. Now is a good time to start to build up a relationship with the shore side support team and get to know who will be managing your account.

Contract.

This document sets out the service offered and the obligations of each party. It will also provide a schedule of payments. This needs to be signed and returned.

Payment.

In initial invoice will be issued. The delivery company will need this to be paid prior to the commencement of the delivery.

Information and Documents.

The delivery company will require certain information to assist them. This will include inventories, contact details, boat location etc. They will also need copies of registration, insurance, letter of authority etc.

Joining Date.

A date that the captain and crew will join the yacht will be agreed.

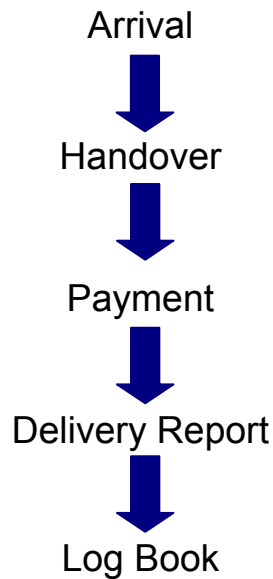
Pre Departure Inspection.

The Captain and crew will prepare the yacht for delivery. They will conduct a thorough inspection of the condition and systems on board and record their findings. Any problems discovered will be dealt with and the client informed.

Voyage.

The Captain and crew will undertake the voyage in a safe and seamanlike manner. Regular updates will be provided by email, telephone or on-line.





Arrival

The yacht (and crew) will be thoroughly cleaned prior to arrival. Customs and immigration procedures will be completed.

Handover

The client is required to sign acceptance of the boat. To help maintain our high standards we will also ask for feedback in the form of an appraisal of the boat and the crew.

Payment

A final invoice will be issued. This needs to be paid promptly. On receipt of funds paid in full a post delivery report and copies of the log will be issued

Post Delivery Report and Log Book

A further inspection report will be provided giving details of the condition of the boat on arrival. This gives an excellent opportunity for the client to be aware of any issues that have come to light during the delivery. A copy of the log book will be sent to the client either in the post or by electronic format.



Frequently Asked Questions

Q. How much does it cost? ~

A. It Varies...

Our written proposals are comprehensive and make it clear what is and what is not included. Generally the rate we quote includes captain and crew fees, provisioning, transit fees etc. Additional costs would include travel costs fuel, engine spares and any delays due to extended weather problems or gear failure.

Q Who will actually do the delivery? ~

A. A Professional Captain

Our captains are highly experienced, qualified and insured to conduct the delivery of your yacht. CVs are available on request

Q Who Chooses the Route? ~

A. The captain

Factors such as the type of vessel, prevailing weather patterns, the time of year, and the owners' preferences are all considered. In all cases we will advise you regularly on the progress of the delivery and ETA of the next port of call.

Q Does the boat need to be insured? ~

A. Yes...

Most owners already carry insurance on their boats, so this is typically not an issue, but insurance is required. We will be required to have details of the insurance on board. We are often able to assist with finding suitable brokers that can provide cover for the delivery. Please enquire.

Q Does my boat need to be ready for the delivery? ~

A. Yes...

Your boat should be seaworthy and suitable for the intended voyage. On arrival, the captain will do a complete inspection of your boat and document any issues that will effect the departure. All safety equipment should be on board and in date.



Q. Do you deliver power or sail?~

A. Both...

We have suitably qualified Captains able to deliver both sail and power vessels

Q. How is payment made? ~

A. Card or Bank Transfer

In order to schedule a delivery; we require an initial deposit of 10% when the contract is agreed. 50% of the estimated delivery fee plus 100% of estimated fuel expenses is required at least 7 days before the joining date. (In lieu of prepaying the delivery expenses, most owners prefer providing a credit card for use during the delivery.) Balance of the delivery cost is due plus any outstanding expenses are due on arrival at the Port of Destination. It is essential that the owner or the owner's agent is there to meet the yacht on arrival to sign acceptance.

Q. Are There additional Costs For Delays? ~

A. Sometimes....

Additional days due to extreme weather or mechanical failure in excess of allocated time for delivery will be charged at the daily rate quoted in the agreement with marina charges for those additional days. Joining date will be counted as the first day and the date of final handover will be counted as the last day. **OR** In the event of the voyage being delayed the Owner shall be charged at the daily rate plus a subsistence allowance for the crew, until the voyage continues or is terminated.

Q As the owner, can I come along? ~

A. Depends...

You are always welcome to come along. For the new owner especially, what better time to learn your vessel's capabilities and sharpen your own skills. The route can also be tailored to allow you to join or depart the vessel at a port of your choosing. Depending on the anticipated route and how much you want to involve yourself in the delivery, we may adjust the required number of crew. Generally we ask all crew regardless of ownership to take an active part in all aspects of daily life on board including watch keeping, cleaning, cooking etc. It is important to remember that the Captain is the person legally responsible for the safety of the yacht and those on board.



About Reliance Yacht Management

**ISO9001 Certified
Quality Systems**

Reliance Yacht Management is a growing, vibrant and experienced company whose primary aim is to provide the highest levels of logistics, quality control and outsourcing services for yacht owners, dealers and fleet managers.

Reliance Yacht Management does this whilst maintaining a sharp focus on the key requirements of our customers .

The company is built up of a number of highly skilled and experienced captains, technicians and managers, each with wide ranging experience in the world of yacht deliveries, event management and quality control inspections.

Because Reliance has neither affiliation nor contractual obligations with any single manufacturers, they are able to provide the independent service without fear of any conflict of interest.



From the start our experienced team will provide the personal service you demand. Our office staff handles every query from quotation through to progress reports and handover at your chosen destination.

Why Choose Reliance

There are many reasons why you should choose Reliance Yacht Management to deliver your yacht.

- 20 years experience of moving yachts around the world
- The preferred logistics company by the world's leading charter companies.
- Experience. We move over 100 yachts per year to destinations world-wide.
- The world's most experienced and qualified delivery Captains.
- Dedicated shore based management support.
- ISO9001 Certified
- Reliance Yacht Management is a Member of the British Marine Federation

The Choice of Professionals

Moorings Yacht Charters, Sunsail First Choice Marine, Tui Marine, Dream Yacht Seychelles, Tortola Marine Management, Lagoon Catamaran, Horizon Yacht Charters, Berthon International, Fontaine Pajot, Prout, Oyster Brokerage, Robertson and Caine, CNB, Top Leisure, Ancasta, Vines Oy, Florida Yacht sales, Bay Yachts, BJ marine

And many many more...

To obtain a competitive proposal for the delivery of your yacht, call us at the number below or request on-line at www.reliance-yachts.com

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