

Waterman Marine Consultancy

What can we do for you?

Our 'total care package' to ensure a successful project consists of

Representing you at the yard from the very beginning to the very end and make sure that you will not be bothered by the day-to-day problems and questions that arise during the project. We will filter the essential and important issues from the thousands of technical and operational questions that will arise.

We can do this because we will start our cooperation with a lengthy personal interview with you to really understand what your needs are on board and what is important for you with respect of the actual use of the vessel, the design, the cruising areas, communications and any special features you might wish to have.

In this way we will be able to make sure you get the best out of the project and we will involve you only in the areas that are important for you to be involved in, the real personal decisions and the financial approvals.

When does our involvement start?

Building Contract

Most ideally our involvement starts straight at the negotiation table with the yard, we have a long experience negotiating and fine-tuning building contracts and we can either do the negotiations together with you or with your legal advisors. Many issues that are connected to the Building Contract will be handled like for example

- how to arrange the payment structure,
- what guarantees do you get for your payments,
- how is the title of the yacht arranged,
- what about warranty issues,
- do we need penalty clauses for late delivery,
- what are the guarantees for your project by the yard in case of financial problems,
- how will the yacht be registered,
- what are the tax consequences,
- where will she be delivered, etc, etc.

Technical Specifications

When the Building contract is signed, but most likely at the same time as the building contract is negotiated we will negotiate the most out of the technical specifications. This means meetings with the yard to improve the existing specifications technically and include some of your explicit wishes.

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Our aim is to get a solid specification that will guarantee a well build yacht that is not difficult to operate and maintain. The quality of the materials used and the processes of the production techniques are discussed in a very detailed manner in order to tackle as much potential problems as possible before the start of the project. We believe that this is a very important part of our work.

Other issues that are part of the specifications are for example the documentation of the vessel, what are the Class requirements, what does the MCA compliancy mean, do we comply?, which certificates will be delivered with the yacht? Do we comply with all the current international rules and regulations? etc.

We can assist you with the implementation of the ISM and ISPS certificates that are required for yachts over 500 GT.

Monitoring of the work at the yard

On a regular basis we will monitor the progress and the quality of the work at the yard and we will discuss all irregularities and non-conformities with the technical specifications with the yard. Improvements that can be made during the build of the vessel will be proposed to the yard and for decisions regarding changes during the build we will try to get this executed with a minimum effect on the delivery time and building budget; all in accordance with your needs and wishes.

As an owner you will receive frequent updates about the progress and we will keep you informed about serious problems if they occur.

Owners deliveries

When building a yacht, there are hundreds of items that you need in order to make sure you do not miss anything at your first trip, this reaches from cutlery and crockery, to bedlinnen and towels, but also the loose furniture, the deck-equipment, the technical spare parts, the water sport toys, the cleaning products and so on.

We will coordinate those deliveries of your equipment. Making sure they will be in time and not disturb the progress of the build but also making sure they will be send to the correct address, handled by the right custom agents, getting the custom declarations for export and making sure they are handled and stored properly, first at the yard and then on board.

Many owners underestimate the work that is involved in picking all the equipment that is needed to make the vessel operational for a pleasant holiday.

We do the coordination and might need third parties to help organising the on board storage and logistic handling of the deliveries. It also depends at which stage the crew is hired during the project.

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Accounting

We have our experience in setting up a yacht's accounting and we can handle your accounts in a confident and professional matter. We can act as your representative for the owning company of your yacht, arranging the payments on behalf of you and or your company after thoroughly controlling the invoices and corresponding services or products. We will not allow any commissions or back-payments to captains and crew or ourselves from yard, and suppliers, all discounts will directly go back to the yacht's account.

Having your accounts treated in a confidential and professional matter has many advantages, you do not have to bother about payments and you can still have a total overview of what is going on and what is spent on your yacht. We have a password protected online service which is at all times available for you, the owner, where you can directly look into your accounts and reports.

Related to the above we offer a service where we continuously back-up the accounting and other data from the on board system to the highest protected datacenters in the world. This is an additional service on which we can provide you all the details if this might be of interest.

For more info please visit www.yaccount.com

Crew

We believe it is of high importance that experienced and qualified crew is hired and we can assist you in this as well. Making sure that you get the right team on board that can make your stay on board a real success.

Registration and Tax

Together with your personal tax/legal advisor we can organise the right structure and make sure that your vessel 'flies' the flag that is most convenient for your personal situation and this includes the most convenient tax structure, taking into consideration the eventual future resale of the vessel, the commercial or private use of it and the benefits some of these structures can bring.

In short, the above is the 'total care package' we offer to make sure you will enjoy building a yacht and we can assist you to the very end of the build and even after this we will be there to make sure that when problems arise we can assist to solve them.