



Congratulations on your new catamaran!

NEW BOAT PURCHASE & COMMISSIONING GUIDE

Our CG team wants to make your new boat experience as pleasurable as possible. In order to facilitate this, it is important that you fully understand the processes that are required to purchase a new catamaran in France, deliver it across the Atlantic to the United States, and complete an often-complex aftermarket commissioning and outfitting project. It is also important that certain guidelines be followed, especially concerning the delivery, commissioning and warranty process.

To ensure the smoothest possible process, please review the following guidelines. Most of these things are not new as they are already included and referenced in your purchase agreement and have been discussed during the initial purchasing phase. Here we review areas that are sometimes not completely understood.

PURCHASING PHASE

1. Place the order with Catamaran Guru. Note: A non-refundable 20% deposit will be required at this point. **Details Details is our escrow agent.** They will communicate with you regarding your deposit and once received, will be forwarded on to Catana / Bali.
2. Sign
 - a. purchase contract,
 - b. specifications build sheet, make sure that you have all options, specifically fabric choices picked out and noted. NOTE: Fabric options other than standard colors, are always an extra cost! DO NOT assume that the upgraded fabric options are part of a package! Always check.
 - c. Charter Management contract, make sure that you understand and agree with it and have clear responsibilities and financial projections from the Charter Management Company. This is not applicable if the boat is for private use.

3. After the initial order, any changes require written agreement by way of a change order. NO CHANGES will be allowed after the final order cut-off date, normally six months prior to the Ex-Factory date.
4. Financing – We can recommend a finance company, or you can find your own. You MUST be pre-qualified BEFORE lodging a deposit on a new boat.
5. Decide when the vessel should be at the cruising grounds to optimize the income. The yacht should arrive and be ready for service at the start of the high season. Catamaran Guru will guide you.
6. Set up a corporation to operate the boat, usually LLC or S Corp. if applicable
7. Yacht Closing & Settlement / Payment: (See settlement procedure in below paragraph (SETTLEMENT)). When the yacht is completed, the factory will want to be paid before it is released into Catamaran Guru's custody, so closing needs to take place at this stage. The lender will require copies of the following:
 - a. **Builder's Certificate** – Factory provides this to the Documentation Agent (Documentation Agent - DA)
 - b. **Manufacturer's Statement of Origin** – Factory provides to DA
 - c. **Picture of HIN** – Factory provides to the DA
 - d. **Confirmation of Insurance** – Normally, the charter company provides the insurance policy with the owner and lender as loss payees. If a boat is for private use, the owner is responsible to obtain insurance and Catamaran Guru will provide a list of options. There will be a Trans Atlantic delivery rider added to the insurance premium. Some insurance companies offer quarterly payments and others require the entire year premium up front - check with your charter company or insurance company and understand your options.
 - e. **Payment Confirmation** - Confirmation of your down payment provided by the Closing/Escrow Agent.
 - f. **Bill of Sale** provided by the DA
8. Documentation Agent: The lenders will either assign a Documentation Agent (DA) or the buyer will appoint their own – this depends on the lender. Our Escrow Agent (Details Details) will guide you.
 - The DA's responsibility is to make sure that all documents and title are correct and provide them to the lender upon request.
 - The DA will register and flag the vessel with the USCG and get a certificate of registry generated – note this can take up to three months, so most yachts leave the factory on a "Running Letter" which is supplied by the DA.
9. Delivery: (See delivery procedure below). The yacht will leave for the specified destination with professional delivery crew or by ship. You will be assigned access to a delivery tracker.

THE MANUFACTURING THROUGH DELIVERY PHASE GENERALLY CONSISTS OF THE FOLLOWING

1. Factory build phase, culminating in the completion of the boat by manufacturer at the yard (“ex-factory”).
2. Transport from the yard to launch / commissioning facility, rig, launch, and make-ready for delivery
3. Dealer inspects and accepts vessel on behalf of owner
4. Trans-Atlantic delivery, either by freighter or sailed on her bottom (your choice at the time of contract).
5. Dealer commissioning and installation of aftermarket equipment (“local” or “dealer installed” options) upon arrival in the United States if applicable.
6. Final handover and sea trial with you, the owner or representative at specified delivery location. Two day system’s briefing and orientation.

SETTLEMENT

Your purchase agreement provides for settlement and final payment 30-days prior to the ex-factory date. This is when the factory expects to be paid. They will not release the boat without payment in full. If you have arranged financing through us, we will assist you with coordinating everything with the bank to help ensure a smooth process and provide necessary documents.

Marine lenders generally require that the full purchase price (factory and dealer equipment) be funded at settlement. However, if you are paying for your new boat without traditional marine financing, it may be possible for us to break out the payment for after-market equipment. Once you settle and pay the factory for the boat, commissioning will be completed, the boat will be rigged and launched by the factory.

Our agents at the factory in France will inspect the boat, the equipment list and its systems and work with the factory to resolve any warranty items discovered at the Port prior to the boat leaving on delivery.

DELIVERY

During the contract stage you have the choice between freighter delivery or professional delivery crew. Most of our clients elect for delivery by professional

crew, rather than freighter delivery, as it is about half the cost and we find that boats generally arrive in as good a condition as those delivered by freighter. There will be some wear and tear on the rigging consistent with an ocean crossing.

We allow 45 days for delivery, depending on weather, which varies with the time of year. Stops will also be required along the way to address equipment or mechanical issues that may arise or to take on fuel in light wind conditions.

In accordance with the warranty requirements, the engines must also be serviced along the way (50 hour service) in order to activate the warranty. All of this can increase the delivery time. During the delivery, the crew typically repairs or identifies any small problems that may arise, which helps ensure fewer problems later on. While there may be some minor wear and tear and 250 to 350 hours on each engine, we feel that this is reasonable given the overall cost savings over a freighter delivery.

While the cost of your chosen delivery method is normally included in your quotation and contract, you have the final say over who delivers your yacht. We can provide you with the names of qualified shipping companies and qualified delivery skippers, or you may select your own. We will assist with all the arrangements of contracting and facilitating the delivery on your behalf.

OWNER DELIVERY: Of course, you may also do the delivery yourself if you (and your insurance company) feel you have the necessary skills and requisite experience to safely conduct a trans-Atlantic voyage. Catamaran Guru will not be responsible for the delivery from this point on and cannot assist with emergencies. The owner and delivery crew must be fully qualified and capable of effecting minor repairs, have the engines serviced and sail the boat to its destination.

COMMISSIONING

Commissioning is defined as all of the make-ready issues for the boat, including installation of equipment and the final checkout and sea-trial.

HANDOVER

Handover involves a technical briefing and familiarization and a sea-trial. At handover, any warranty items or other deficiencies will be noted by you and the commissioning manager. Catamaran Guru will make best efforts to promptly resolve the items and/or file warranty claims on your behalf. After handover, please be ready to remove your boat promptly upon completion of your check-out, unless other arrangements have been made (in writing), such as relocation to your charter fleet. If not, dockage costs will be carried by the owner.

Once you remove your boat from our dock, you are accepting it as-is with any existing deficiencies or warranty issues expressly noted. If there are other warranty issues that arise after check-out, please carefully follow the warranty procedures. We are not responsible for any expenses incurred without prior warranty authorization. Please see [WARRANTY PROCEDURE](#) here.

We are here to help you anywhere, anytime with either factory or locally-supplied equipment as long as you follow the required guidelines and mandated procedures. We provide you with all of the supporting manuals and documentation provided to us by the respective manufacturers. PLEASE register your equipment with each manufacturer immediately.

It is not within the scope of our commissioning work to provide schematics and/or documentation on any custom work or locally installed equipment or on every piece of equipment. If further documentation is desired, the owner is responsible to obtain it at his/her cost but Catamaran Guru will extend every reasonable effort to assist.

WARRANTY

The warranty for your new boat is between you, the owner, and the boat manufacturer. A copy of the manufacturer's factory warranty was provided to you at the time of contract, you may download it again here. [MANUFACTURER'S WARRANTY](#)

Catamaran Guru commissioning and service manager is here to assist you with handling and processing warranty claims. In general, the process for manufacturer warranty claims is as follows:

Every warranty request needs to be submitted on our WARRANTY CLAIM form and must include the following information:

- Boat Type
- Hull Number
- Delivery acceptance Date
- Vessel's Location
- Identity and complete address of the contact
- Detailed problem description
- Photographs of the problem (the more the better)
- Any actions completed
- Recommended solution and estimate for repairs from a qualified contractor
- Any other useful elements likely to help.

No intervention can be completed without prior written authorization from the manufacturer.

In emergency cases involving security issues for the crew and/or the vessel, all documents and documentary evidence related to any intervention or action completed will have to be sent to manufacturer service with the claim.
Failure to comply with these procedures will lead to delays or rejection of your request.

Happy sailing!

-the Catamaran Guru Team