



BROADBLUE
charters



discover the freedom

CHARTER MANAGEMENT

2008 charter management programme & projections

TURKEY 2008

Charter Management Programme



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New Broadblue 415

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Owner's Agreement

Broadblue Catamarans and Crusader Yachting Ltd have joined forces to form Broadblue Charters. Specialising in the chartering of Broadblue catamarans we offer a new concept in management and charter to private owners of Broadblue catamarans.

Broadblue Charters is the only charter company in the world offering a professional service solely for catamaran owners. Broadblue Charters consists of three crucial components:-

Broadblue Charters: (Marketing & Accounts for Charter Holidays and New Catamaran Sales).

Our Charter Bases: (Management and Maintenance of the craft and caring for our charter guests)

Our Catamaran Owners: Together we are working to establish new higher standards in the quality of customer service and fleet maintenance for catamaran enthusiasts.

Malcolm Taylor (Managing Director of Broadblue Charters) has had 25 years experience in the charter industry and for the last 14 years has been Managing Director of Crusader Yachting Ltd. Eighteen months ago he sold the management side of the company in anticipation of the arrival of Broadblue Catamarans.

Crusader specialised in the charter of Prout Catamarans and had a fleet of 17 boats in Bodrum, Turkey. Crusader had a reputation for quality and was renowned for their meticulous maintenance programme and professional personal service to all their boat owners and charter guests. These same principles and work ethics are the basis by which Broadblue Charters are working. Our charter base is at the new Yalikavak Marina just outside Bodrum. We plan to expand over the next few years to many other areas in the Mediterranean and also the Caribbean. Once we have established further bases you will

have added benefit, if you wish to move your Catamaran to another Broadblue Charter base and sail a different area.

Broadblue Charters was established in 2003 in preparation for the 2004 season with the philosophy of: -

Offering luxury catamarans, high quality equipment and professional personal service to discerning catamaran owners and charter guests.

Operating a management scheme that depends on our catamaran owners making money for Broadblue Charters to make money.

Providing a meticulous maintenance programme with the flexibility to allow the catamaran owners to have their craft fitted with the equipment they want.

Providing the most enjoyable holidays possible for our catamaran owners and charter guests.

Our catamaran owners are all normal everyday people, who are in love with their craft and value the care and attention to detail Broadblue Charters provides.

Through our Charter and Management Programme you will enjoy all the pleasures of owning a luxury Broadblue Catamaran without the burden of upkeep or the expense it incurs. At the end of your catamaran's charter period you will have a craft that has earned her keep and retained her resale value. Your Broadblue Catamaran will be a valuable asset, which you will be very proud to own.

Quality Craft are appreciated in the charter industry. The charter hire fees, length of season, repeat business and cost of spares are a direct reflection of quality.

Quality sailing holidays and excellent service is Broadblue Charters' pledge!

The Advantages to You

Any Reasonable Charter Company can offer to help you buy the boat of your dreams, giving you ownership without the worries of maintenance and an income instead of an expense. Whether your boat at the end of its charter life looks as good on the water as on paper is a sure sign of the company's priorities. Are they a yacht management company caring for their craft or just a charter company in need of investors? Will your baby be meticulously maintained and managed or just chartered?

Yacht Management with Broadblue Charters means you entrust us with your pride and joy and we in turn care for her, maintain her and keep her in a condition that you will always be proud of. This we believe is our most important duty and exactly what Broadblue Charters is set up to do.

Our Meticulous Maintenance Programme Rewards You In Many Different Ways:

Firstly, your boat will not depreciate in value to anywhere near the extent it does with most of our competitors. Crusader Yachting Ltd proved this on many occasions. When craft from within their fleet sold they commanded top end prices in the brokerage market rather than cheap ex-charter boat prices which other companies are forced to accept.

Secondly, our charter clients appreciate the effort which has gone into the presentation and maintenance of the craft in our care, they get boats that look new, do not break down on them all the time and they are proud to sail on. They can see they are much more than just a "hire car" and reward us by treating our boats better and will return year after year to sail the best, a Broadblue Charters managed catamaran.

Thirdly, you will experience the pleasure of bringing your family and friends onboard your catamaran, which will be fully serviced, spotlessly clean and look magnificent. The beds will be made, fridges running; starter pack laid out and even a bottle of wine and a vase of flowers on the saloon table.

Our attitude towards our boat owners, their craft and our billing system is unique. As a boat owner with Broadblue Charters you will feel more like a partner than a client. Obviously we do all the work but we do like our owners to take a personal interest in their craft. Broadblue Charters loves being closely involved with your wants and needs and takes pride in responding to them.

Our fees are structured to be fair and relate directly to the number of weeks your catamaran is chartered. We charge a Management Fee, which is far lower than our competitors but then we do charge a Charter Service Fee every time your yacht is chartered. This means that if you are making money so are we but if you are not then we are not. All Charter Income and Management Expenses are detailed on the following pages.

Enjoy flexibility otherwise unheard of in the charter industry. With Broadblue Charters we have a minimum specification and inventory. However, you are free to add to this and equip her with the extras you want. We have boats in our fleet with many varied extras such as Generators, Air Conditioning, Central Heating and Microwave Ovens. It's your boat and you should have her the way you want.

Broadblue Charters' yacht owners also take pleasure from the added luxury of unrestricted usage. You can sail your yacht as often and for as long as you like.

Saving Money on Your New Broadblue Catamaran

Saving you money on your new Broadblue catamaran is something we have spent a lot of time facilitating. Broadblue Charters has negotiated agreements with Broadblue Catamarans and suppliers of all the inventory items needed so we can offer you a complete package at greatly reduced prices.

A special purchase offer for the Broadblue of your choice is included in the back of this proposal. You are more than welcome to add to this or up-grade if you wish. The specification laid out in the Special Purchase Offer is simply the minimum requirement.

The inventory items needed onboard (the Charter Pack) are purchased from the most reputable suppliers, with the best quality

equipment on offer. Years of experience have proved which brands will last the test of time and usage and which suppliers make warranty claims painless and stand by the products should we need to make a claim.

The Charter Pack, as we call all the inventory items needed and supplied by Broadblue Charters, include every single item from the cutlery, crockery, bedding, and domestic equipment to the navigation & safety gear, onboard spares, tools, dinghy, outboard and liferaft. Prior to ordering these we will work closely with you to ensure you have the style and colour choices you want.

Note: *A sample Inventory List is included at the back of this proposal.*

And VAT Free!

All of the above items are purchased VAT free and brought into Turkey without having to pay any import duties and/or local taxes. This includes the boat, the extras fitted to her and all the inventory items onboard.

Whenever Broadblue Charters supplies equipment from the UK for you, it will be VAT free or the VAT credited to your account when we receive the refund.

Items you buy yourself should be exported. This way you will not have to pay the VAT in the first instance. For any new items you bring out with you, you will have to get the supplier to include a Personal Export VAT Refund Form and have this stamped when you leave the EU.

Note: *Broadblue Charters cannot help you re-claim VAT on items that have not been purchased through us.*

As a foreign flag vessel sailing into Turkey your craft will not actually be imported into the country and as such there are no duties or taxes to pay. When your boat arrives in Turkey it will be either written into your passport (or the delivery skipper's passport) or customs bonded until her Charter Licence is granted. At this time a Customs Inventory List is drawn up. As long as all the items listed are onboard when your boat finally leaves Turkey, there are no duties or taxes to pay.

Should you ever want to sail back into the EU you have a right of transit period in each country. Most of the EU countries on the Mediterranean coast give a 6 month right of transit which means you can stay or leave the boat there for up to 6 months without having to pay any local VAT. If you decide to stay in any EU country for longer than their right of transit period the boat will be valued at that date and the local rate of VAT will be applied.

Charter Income & Expenses

The Charter Fees are the weekly prices for boat only "Bareboat". The Charter fees to be charged for your catamaran are detailed on the "Forecast Charter Expense & Income" (page 8) within this proposal. The charter fees may be reviewed with you annually towards the middle of each season. This timing allows the next year's fees to be included in the Broadblue Charters Brochure in time for Southampton Boat Show in early September. This Show really is the start of the next season's promotional activity.

Joining Fee: £400 first year only. The Joining Fee will be added to your "Initial Start-Up Invoice" (see sample "Initial Start-Up Invoice" on page 16). Your Joining Fee pays for all the set-up and graphics cost of your yacht's details page on our website & in the Broadblue Charters Brochure, plus adding her to our computerised accounting system and our Booking Agents' systems and mailing lists.

Booking Commission: 25% of the Weekly "Bareboat" Charter Fees. Deducted from the Booking Deposit. Broadblue Charters negotiates a sub-commission, normally of 20%, to any accredited Agent who introduces the Client. The Agent deducts his commission from the initial Booking Deposit. All Agents pay their own advertising and administration expense. Broadblue Charters normally supplies Agents with our brochures to back up their own in-house publicity materials.

Net Charter Income: Payable to you on the 1st December of each year. On the 1st December of each year you will receive a Charter Fee Statement. This statement will show full details for each charter booking and the Net Charter Fees (less all commissions) payable to you. At the bottom of this list the total amount of charter fees payable to you will be shown

Attached to your statement will be copies of all the Booking Invoices as issued to our charter guests or agents.

Booking Discounts: Broadblue Charters have a fixed discount policy for return clients and early bookings made before 1st February each year. We offer 5% for each, so if you had a return client who books before 1st February he would receive a 10% discount.

Broadblue Charters offer luxury catamarans with quality equipment giving 1st class professional and personal service. We believe in selling on the merits of our product not by discounting and undercutting. However we may offer a discount under extenuating circumstances if we believe it to be beneficial i.e. for a last minute booking that will fill a gap. If this discount were to be more than 15% we will seek your approval first.

The following is to help you understand the booking terminology and the stages it takes to complete a booking reservation.

- 1. An Option:** 3 to 7 days. This is to allow the charter guest time to confirm his travel arrangements and send their booking deposit. If another charter guest requests the same period they are told the day the option expires and we will contact them on that day.
- 2. The Booking Deposit:** 30% of the gross Charter Fees. The Booking Deposit, normally non-refundable when received by Broadblue Charters, confirms the booking and agreement to a Charter Contract on your behalf.
- 3. The Balance:** 70% of the charter fees. We must receive the balance of the charter fees no later than 8 weeks before the start date of the holiday.

Protecting Your Income

Travel Insurance is compulsory for all UK Clients, meaning that charter fees are normally non-refundable. In the unlikely event that the Charter cannot be fulfilled, your maximum liability is the amount you have received for that charter.

Refunds are not made in the case of Force Majeure. In the case of Overseas Clients, we always insist where possible, on viewing a copy of their Travel Insurance.

Ordering Your Broadblue Catamaran & Accounting

When ordering your new Broadblue catamaran the specification will be listed and totalled. At this time the Initial Start-Up invoice will be issued and added to your order specification. (See sample "Initial Start-Up Invoice" on page 16). This means that once the final (5th stage) payment has been made at handover all your set up costs and first charter season fees will have been paid.

Stage Payments are as follows:

- 1st Payment:** 10% upon signing of order.
- 2nd Payment** 30% start of build.
- 3rd Payment:** 30% on structural completion (Approx. 3 weeks after 2nd stage)
- 4th Payment:** 20% furniture & fittings installed (Approx. 4 weeks after 3rd stage)
- 5th Payment** 10% at handover (Approx 2 weeks after 4th stage)

After the delivery is completed and fully paid your yearly charter accounting system begins as follows.

1. **Monthly invoices** for any spares/parts and additional services will be

forwarded to you for your reference. However you will not have to pay these invoices, as the amounts will be deducted from the charter fees received.

2. **On the 1st December** you will receive your annual Management Expense Statement, which will list and total monthly invoices and next season's management fees & outside services due.
3. **On the 1st December** you will also receive your annual Charter Fee Statement detailing the net charter fees due to you less Management Expenses owing. The balance of this statement will be forwarded to you via cheque or bank transfer.
4. **The next year's accounts** begin as listed above.

Note: *Should your expenses exceed your income i.e. high owner usage reducing available charter weeks, payment will be required within 30 days.*

Explaining the Following Forecast

The Forecast Charter Income and Expense (page 8), which follow are examples based on 18 weeks of charter. There are approximately 30 charter weeks in a season so as you can see we have not been unduly optimistic. We expect the demand to be around 18 weeks. However, this can easily be more in a prime season.

Assumptions: With the object of realism and honesty, all the forecasts have provided for greater costs for spare parts/labour than actual past experience has shown on a new catamaran.

The Insured Value for your new catamaran has been calculated on the cost price as detailed in the Charter Specification Price List (*attached*). This figure may change slightly depending on your choice of Dinghy, Outboard, etc.

The Bareboat Charter Fees have been carefully calculated taking into consideration

the fees charged by our competitors for similar sized craft with the same amount of separate sleeping cabins and berths. The weekly bareboat charter fees outlined are designed to be competitive in the market while not too cheap. Broadblue Charters' policy is to publicise realistic charter fees, which include all the necessary costs and expenses. This is at variance with the major corporate charter companies who tend to publicise highly inflated charter rates with bogus charter/berth taxes and then discount heavily.

Owner's holidays: Some owners make reservations at the beginning of the season and we book around their dates. Others wait to see how the season is progressing and then holiday during the available periods. We are very flexible and will work with you to whatever usage you want. It is up to you to decide how much time you want for your own pleasure. However the forecast 18 weeks of charter use still allows for 4 weeks or more of owner's usage.

New Broadblue 415

Owner's 3 Cabin (8 Berth) Layout

Date:	Sep-07	US\$ to £ Exchange Rate:	1.829
L.O.A. Metres:	12.64	€uro to £ Exchange Rate:	1.4505
Beam Metres:	6.70	Number of Berths:	8
Sq Metres:	84.69	Number of Sails:	2
Insured value:	£261,537	High season charter fee:	£2,950.00

Insurance Premium:	1.35%	of the insured value of the boat & inventory.
Yacht Management:	£35.00	per square metre per year
Hourly Labour Rate:	£20.00	only for owner's special request, varnish/paint, up-grade work
Charter Service Fee:	7.5%	of gross charter income (not billed for owners holidays)
Transit log Fee:	£30.00	including Harbour Master Fee (added to the turnaround fee)
Booking Agents Fee:	25%	of gross charter fees received

Forecast Yearly Expenses

Charter Yacht Insurance Premium	£3,530.75
Turkish Charter Licence Fee	£1,344.36
Yacht Management Fee	£2,964.08
Marina Fees	£3,795.05
Haulout and Relaunch Fee	£700.62
Winter Sail Servicing (washing & all minor repairs)	2 sails £60.00
Aprox Liferaft Servicing:	£82.73
Aprox Yearly Spares, Parts, Consumables:	£1,185.63
(includes: Antifouling, Varnish/Paint, Polish, Oils, Pump/Toilet Service kits, etc)	
TOTAL	£13,663.23

2008 Charter Fees

Weekly Prices For Boat Only "Bareboat"					
Type of Craft	BERTHS	12/4-16/5	17/5 - 27/6	28/6 - 19/9	20/9 - 7/11
New Broadblue 415	8	£2,210.00	£2,660.00	£2,950.00	£2,510.00

Forecast Charter Income For 2008

18 Weeks Charter Income					
Weeks of Charter = 18	2	4	8	4	
Gross Charter Income	£4,420.00	£10,640.00	£23,600.00	£10,040.00	£48,700.00
Booking Agents Commission	£1,105.00	£2,660.00	£5,900.00	£2,510.00	£12,175.00
Charter Service Fee:	£331.50	£798.00	£1,770.00	£753.00	£3,652.50
Transit Logs @ £20 x 12 (6 x 2 week & 6 x 1 week = 12 turnarounds)	2	2	5	3	£360.00
Net Charter Income					£32,872.50
Less Forecast Yearly Expenses					£13,663.23
Net Profit					£19,209.27

MCA Code of Compliance for Small Commercial Vessels

All British registered sailing vessels operating as charter boats must be licensed with the MCA. This entails completing a number of forms with the RYA and making sure your catamaran's safety equipment complies with the MCA regulations. This is all carried out on your behalf by Broadblue Charters.

Broadblue Charters always apply for code 2 compliance; this entitles your boat to charter up to 60 miles from a safe haven. This covers all the Mediterranean. Should you have future plans to charter outside this restriction you can either apply for higher code compliance initially or up-grade at a later date? Broadblue Charters will be more than happy to help and advise on this.

Once the forms are accepted by the RYA they will appoint a surveyor to come and inspect

your catamaran. This survey must be carried out while the boat is out of the water. So it is much more cost effective to do prior to initial launching.

All Broadblue Catamarans comply structurally to the MCA code, as does all the safety equipment we supply. This makes getting the Certificate of Compliance relatively straight forward albeit time consuming.

While Broadblue Charters do not charge for their time to obtain the certificate of compliance it does incur fees. The fees will be added to your "Initial Start-Up Invoice" (see *sample "Initial Start-Up Invoice" on page 16*).

Note: *Having a Certificate of Compliance will add to the value of your catamaran when the time comes to sell her.*

Hull Insurance

Hull Insurance for charter vessels is highly specialised and gives wider cover than private policies. Broadblue Charters fleet policy is with James Steele (Insurance) Ltd (100% Lloyds underwritten) and is tailored to our special needs (a copy is available upon request).

The policy offers cover for almost every situation whilst in private, management and chartered use with £1,000,000 3rd party liability.

Some of the insured risks include:

1. **Breach of warranty.** If the charter guest misleads us about his sailing experience, you are covered.
2. **Misappropriation.** If the charter guest uses your craft for illegal purposes and it is damaged or impounded, you are covered.
3. **Abandonment.** If a charter guest abandons your craft, you are covered.

None of these events have ever happened to Broadblue Charters but it is better to be safe than sorry.

The Premium is 1.35% of the value of your catamaran and her inventory. The premium amount will be added to your "Initial Start-Up

Invoice" and thereafter is due 1st December for the following season. (See *sample "Initial Start-Up Invoice" on page 16*).

The Hull Insurance gives cover from 1st January to the 31st December each year. If your catamaran joins the Broadblue Charters fleet outside these dates then she will be charged proportionally as "Time on Risk".

The Excess is £350 for any one claim. When out on charter, any negligence by the Client is covered by the compulsory Security Deposit lodged with Broadblue Charters at the time of embarkation.

It Is Compulsory for all yachts in our care to be insured under the Broadblue Charters policy. Broadblue Charters cannot afford to be responsible for any yacht not adequately covered.

Note: *While the Policy is a Broadblue Charters Fleet Policy you will complete and sign the Proposal Form and it is you directly who will receive payment in the event of a major claim.*

Delivering Your Catamaran to Turkey

Once handover has been completed and all the inventory items fitted and stowed your new catamaran will now be ready for delivery to Turkey.

Normally Broadblue Charters arranges a professional delivery team to sail her to Turkey. The cost of this can vary depending on the time of year it is carried out but generally we pay £1.30 per nautical mile sailed plus expenses.

Delivery expenses include: Provisions, fuel, mooring/harbour fees on route and flights home for the delivery crew.

Extra insurance is necessary to cover the sea delivery. The premium rate is 0.1% of the insured value of your catamaran. This

premium will be added to your "Initial Start-Up Invoice" (see sample "Initial Start-Up Invoice" on page 16).

Example delivery costs:

3250 sea miles x £1.30 =	£4225.00
Provisions (3 crew x 30 days)	£900.00
Fuel (varies due to sailing conditions)	£300.00
Mooring/harbour fees (3 to 4 stops)	£75.00
Flights (3 crew @ £150 each)	£450.00
Total	£5950.00

50% of the delivery must be paid in advance and the balance on completion. You will receive a separate delivery invoice.

Note: As owner you can join the delivery crew or deliver her yourself. Paying guests cannot be taken onboard due to the MCA regulations.

Yalikavak Marina

Yalikavak Marina is located just outside Bodrum and offers luxurious facilities which include: safe and secure year round berthing, 100 ton travel lift, dry docking for 100 craft, port of entry facilities, fuel quay, restaurant, café, bars, yacht club, supermarket & shopping centre, internet, bank & ATM, chandlery, excellent toilet and shower amenities.

The main advantages of our being in Yalikavak Marina are a cooling sea breeze all summer, a quiet location (there are NO noisy all night discos in the vicinity), fabulous sailing grounds to the north, south, east & west and a travel lift capable of lifting all our catamarans. In addition with all the facilities offered if you or our charter guests have time to wait before boarding there are plenty of activities to pass the time.

The Marina Contract is 1 year and the fees are calculated in Euros per square metre. As this is a complex calculation with a varying rate, depending on the total square metres of each catamaran, the total amount payable is shown on the "Forecast Charter Expense & Income" (page 8). The first year's marina fees will be added to your "Initial Start-Up Invoice" and thereafter is due 1st December for the following season. (See sample "Initial Start-Up Invoice" on page 16).

Haul-out & Re-launch Fees: 12 Euro per m^{sq}. Deducted from your charter income each year in advance of the spring haul-out. This fee includes 10 days hard standing. However should you wish your catamaran be out of the water all winter there is the space but with a 30% surcharge.

Yachts registered outside Turkey may charter in Turkish waters. Every foreign flagged yacht wanting to charter in Turkey must be licensed with the Turkish Ministry of Tourism through a recognised Turkish charter agent.

Broadblue Charters' Turkish charter agents are a Turkish yacht management company who run a technical lease/sublease system directly with all our owners. This is renewed each season for that season only. The Turkish agents never have any direct involvement with the real management of your yacht. Operating with this paper system brings the yacht under the same regulations as a Turkish flagged yacht. One of the main advantages of this system is the avoidance of berth tax. The Turkish agents pay any income tax, which is only on their own direct profits. You, as owner, are therefore not exposed to any Turkish income tax.

The Turkish agents' "charter Licence fee" of (Euro) €1950 will be added to your "Initial Start-Up Invoice" and thereafter is due 1st December for the following season. (See sample "Initial Start-Up Invoice" on page 16).

The Charter Licence Fee covers:

1. Formalities for and obtaining the Charter Licence.
2. Formalities for and obtaining the Turkish Certificate of Seaworthiness.
3. Payment of all fees, expenses & taxes in connection with obtaining and upholding the charter Licence and any Turkish tax payable on charter income.
4. Attendance to Customs, Customs Police, Harbour Master, Immigration & Health Office formalities in Turkey for Entrance/Exit of yachts.
5. Attendance to Customs & Customs Police Formalities for Dry-docking & Launching.
6. Use of their office facilities.

Documents necessary for charter licensing:

- a. **Certificate of Registry** (SSR or Lloyds full registration are acceptable)
- b. **Insurance policy** (Broadblue Charters supplies)
- c. **Certificate of Seaworthiness** (Obtained by Turkish Agent)
- d. **Plan & Specification of Yacht** (Broadblue Charters supplies)
- e. **Yacht's Customs Approved Inventory** (Received on yacht's entry into Turkey by Turkish Agent)
- f. **Bank Guarantee Letter** (Obtained by Turkish Agent)
- g. **Agreement Contract** between owner and Turkish Agent (Turkish Agent supplies)
- h. **Power of Attorney** to Turkish Agent (Broadblue Charters supplies)

Licensing application dates. In order to be included in our initial licence application, your yacht and documentation must be in Turkey by the end of January. Late applications can be made, but take longer to process and may reduce the length of your charter season.

Management Fees & Expenses

Management Fee: £32 per m^{sq} per year.

Payable immediately upon signature of the Owner's Agreement and is for the first charter season. Thereafter payment is due 1st December for the following season.

The Management Fee covers all the charter base's labour costs for the maintenance of your catamaran regardless of any charter use. It includes all the labour for the spring re-fit & applying of antifouling, care & maintenance of the yacht throughout the summer and Winterising/Lay-up work. It does not include varnishing/painting, engine re-builds or owner's "special request labour". Owner's Special Requests labour is any work carried out as per the owner's instructions, which is not necessary for charter purposes (i.e. fitting of extra personal equipment to your catamaran).

Hourly Labour Rate: £20 per hour.

Included on monthly invoice, sent on the 1st of each month.

The Hourly Labour Rate is billed for all work NOT covered by the Management Fee, as explained above.

Charter Service Fee: 7.5% of gross charter income per charter.

Deducted from your charter income.

The Charter Service Fee covers all the additional labour and expenses incurred when your catamaran is chartering. It includes: Organising Client Transfers, Cost of Charter Provisions (i.e. Gas, Petrol, Starter Pack, and Laundering etc.), and Total Preparation of Yacht including Cleaning Materials, Briefing & Taking the Clients Shopping/Provisioning, Transit Log Formalities, Breakdown Service, Greeting Returning Clients, Inventory Check in/out and Damage Inspection.

Note: *For Owners personal usage no labour is charged, only actual Provisioning Expenses are included on the monthly invoice.*

Sample Charter Inventory

Name of Catamaran: _____ Booking Ref. No. _____

Party Leader Name: _____ Charter Dates: / / to / / .

No. of Guests: _____ Security Deposit Paid: UK / Turkey

Forward Deck & Lockers

- | | |
|--|--|
| <input type="checkbox"/> 1 X Elect Anchor Windlass
<input type="checkbox"/> Anchor CQR, Chain, Warp
<input type="checkbox"/> Anchor Kdg, Chain, Warp
<input type="checkbox"/> 1 X Liferaft
<input type="checkbox"/> 1 X Water Container (Full)
<input type="checkbox"/> 1 X Diesel Container (Full)
<input type="checkbox"/> 3 X Gas Cylinders (Full)
<input type="checkbox"/> 5 Ltrs Premixed O/board Fuel
<input type="checkbox"/> 2 X Buckets with Line | <input type="checkbox"/> 1 X Water Hose
<input type="checkbox"/> 1 X Inflatable Dinghy
<input type="checkbox"/> 1 X Dinghy Pump
<input type="checkbox"/> 1 X Dinghy Outboard Bracket
<input type="checkbox"/> 2 X Dinghy Oars
<input type="checkbox"/> 1 X Dinghy Seat
<input type="checkbox"/> 1 X Boat Hook
<input type="checkbox"/> 1 X Deck brush
<input type="checkbox"/> 8 X Fenders |
|--|--|

Rigging & Sails

- | | |
|--|--|
| <input type="checkbox"/> Furling Genoa, Line, Blocks
<input type="checkbox"/> 1 X Flag Halyard
<input type="checkbox"/> 1 X In-mast Furling mainsail | <input type="checkbox"/> 1 X Radar Reflector
<input type="checkbox"/> 1 X Turkish Courtesy Flag |
|--|--|

Cockpit & Lockers

- | | |
|--|--|
| <input type="checkbox"/> 1 X Companionway Door & Keys
<input type="checkbox"/> 1 X Steering Wheel Cover
<input type="checkbox"/> 4 X Cockpit Cushions
<input type="checkbox"/> 1 X Winch Handle in Pocket
<input type="checkbox"/> 1 X Diesel Tank (full)
<input type="checkbox"/> 1 X Bilge Pump Handle
<input type="checkbox"/> Spare Line
<input type="checkbox"/> 1 X Diesel Funnel
<input type="checkbox"/> 1 X Scrubbing Brush
<input type="checkbox"/> 1 X Large Sponge
<input type="checkbox"/> 1 X 50m Mooring Line | <input type="checkbox"/> 1 X Set Log/Depth/Wind Instruments
<input type="checkbox"/> 1 X Steering Compass
<input type="checkbox"/> 1 X Autopilot
<input type="checkbox"/> 1 X 12v Socket & Cover
<input type="checkbox"/> Port & Stbd Bilge Pump
<input type="checkbox"/> 2 X Swimming Masks & Snorkels
<input type="checkbox"/> 1 Ltrs Spare Engine Oil
<input type="checkbox"/> 500cl Spare Gearbox Oil
<input type="checkbox"/> 250cl Spare O/brd Oil
<input type="checkbox"/> 4 X 10m Mooring Lines |
|--|--|

Aft Deck

- | | |
|--|---|
| <input type="checkbox"/> 1 X 2hp Mariner O/brd Engine
<input type="checkbox"/> 1 X O/brd Engine Cover
<input type="checkbox"/> 1 X Life Ring
<input type="checkbox"/> 1 X O/brd Padlock & Key | <input type="checkbox"/> 1 X Danbuoy
<input type="checkbox"/> 1 X Danbuoy Light
<input type="checkbox"/> 1 X British Ensign |
|--|---|

Saloon

- | | |
|--|--|
| <input type="checkbox"/> 1 X Radio/Cassette Player
<input type="checkbox"/> 1 X Clock & Barometer | <input type="checkbox"/> 1 X Sun Awning (Under seat)
<input type="checkbox"/> 1 X Fire Extinguisher |
|--|--|

Heads

- | | |
|---|---|
| <input type="checkbox"/> 1 X Toilet Brush & Holder
<input type="checkbox"/> 1 X Toilet Roll Holder
<input type="checkbox"/> 1 X Toothbrush Holder
<input type="checkbox"/> 20 X Pegs in container (Please do not leave on lifelines) | <input type="checkbox"/> 1 X Toilet Bin
<input type="checkbox"/> 1 X Soap Dish
<input type="checkbox"/> 1 X Bilge Pump Handle |
|---|---|

SIGNED.....THE PARTY LEADER

Inventory cont.

Navigation Area

<input type="checkbox"/>	1 X Binoculars	<input type="checkbox"/>	1 X Hand Bearing Compass
<input type="checkbox"/>	1 X Plotter	<input type="checkbox"/>	1 X Parallel Rule
<input type="checkbox"/>	1 X Pencil Case	<input type="checkbox"/>	2 X Pens
<input type="checkbox"/>	2 X Pencils	<input type="checkbox"/>	1 X Sharpener
<input type="checkbox"/>	1 X Rubber	<input type="checkbox"/>	1 X Dividers
<input type="checkbox"/>	1 X Notepad	<input type="checkbox"/>	1 X Fog Horn
<input type="checkbox"/>	1 X Greek Courtesy Flag	<input type="checkbox"/>	1 X Q Flag
<input type="checkbox"/>	2 X Torches with Batteries	<input type="checkbox"/>	1 X Dinghy Repair Kit
<input type="checkbox"/>	1 X Bilge Pump Handle	<input type="checkbox"/>	1 X Winch Handle
<input type="checkbox"/>	1 X Water Funnel	<input type="checkbox"/>	1 X VHF Radio
<input type="checkbox"/>	1 X Chart 311	<input type="checkbox"/>	1 X Chart 312
<input type="checkbox"/>	1 X Chart 313	<input type="checkbox"/>	1 X Chart 224
<input type="checkbox"/>	Spare Batteries (Sealed)	<input type="checkbox"/>	2 X Mosquito/Fly Wires
<input type="checkbox"/>	14 X Flares (Sealed)	<input type="checkbox"/>	1 X Cockpit Light

First Aid Kit

<input type="checkbox"/>	Savlon	<input type="checkbox"/>	Bite/Sting Cream
<input type="checkbox"/>	Plasters	<input type="checkbox"/>	Bandages
<input type="checkbox"/>	Tweezers	<input type="checkbox"/>	Scissors
<input type="checkbox"/>	Pain Killers		

Library

<input type="checkbox"/>	1 X Turkish Waters Pilot	<input type="checkbox"/>	1 X Greek Waters Pilot
<input type="checkbox"/>	1 X Information Booklet	<input type="checkbox"/>	1 X Service Manual File

Tool Box

<input type="checkbox"/>	8 X Spanners	<input type="checkbox"/>	1 X Hack Saw
<input type="checkbox"/>	3 X Flat Screwdrivers	<input type="checkbox"/>	1 X Roll Electrical Tape
<input type="checkbox"/>	3 X Philips Screwdrivers	<input type="checkbox"/>	Various Spare Fuses
<input type="checkbox"/>	1 X Pliers	<input type="checkbox"/>	Various Spare Screws
<input type="checkbox"/>	1 X File	<input type="checkbox"/>	4 X Stainless Steel Shackles
<input type="checkbox"/>	1 X Hammer	<input type="checkbox"/>	1 X Galvanised Shackle
<input type="checkbox"/>	1 X Spark Plug Spanner	<input type="checkbox"/>	Various Water Hose Fittings
<input type="checkbox"/>	1 X Transducer Plug	<input type="checkbox"/>	1 X Locker Key
<input type="checkbox"/>	Various Stainless Steel Hose Clips	<input type="checkbox"/>	1 X Allen Key Set

Engine Spares Sealed

<input type="checkbox"/>	1 X Alternator Belt
<input type="checkbox"/>	1 X Water Pump Belt
<input type="checkbox"/>	1 X Water Pump Impeller
<input type="checkbox"/>	1 x Ignition Fuse & Holder

Outboard Motor Spares Sealed

<input type="checkbox"/>	1 X Spark Plug
<input type="checkbox"/>	1 X Water Pump Impeller
<input type="checkbox"/>	1 X Propeller Shear Pin
<input type="checkbox"/>	1 X Propeller Split Pin

Note: Please do not discard used spares; keep them in the tool box.

Forecabin

<input type="checkbox"/>	1 X Child's Life Jacket	<input type="checkbox"/>	9 X Adult Life Jackets
<input type="checkbox"/>	9 X Lifelines/Harnesses	<input type="checkbox"/>	9 X Coat Hangers

SIGNED.....THE PARTY LEADER

Galley

<input type="checkbox"/>	1 X Ice Tray	<input type="checkbox"/>	1 X Cutlery Tray
<input type="checkbox"/>	9 X Forks	<input type="checkbox"/>	9 X Spoons
<input type="checkbox"/>	9 X Knives	<input type="checkbox"/>	9 X Tea Spoons
<input type="checkbox"/>	2 X Serving Spoons	<input type="checkbox"/>	9 X Side Plates
<input type="checkbox"/>	9 X Dinner Plates	<input type="checkbox"/>	9 X Bowls
<input type="checkbox"/>	9 X Egg Cups	<input type="checkbox"/>	9 X Mugs
<input type="checkbox"/>	9 X Plastic Tumblers	<input type="checkbox"/>	9 X Place Mats
<input type="checkbox"/>	9 X Coasters	<input type="checkbox"/>	1 X Cheese Board
<input type="checkbox"/>	1 X Bread Knife	<input type="checkbox"/>	2 X Vegetable Knives
<input type="checkbox"/>	1 X Kitchen Knife	<input type="checkbox"/>	1 X Potato Peeler
<input type="checkbox"/>	1 X Can Opener	<input type="checkbox"/>	1 X Corkscrew
<input type="checkbox"/>	1 X Beater	<input type="checkbox"/>	1 X Fish Slice
<input type="checkbox"/>	1 X Whisk	<input type="checkbox"/>	2 X Wooden Spoons
<input type="checkbox"/>	1 X Scissors	<input type="checkbox"/>	1 X Slotted Spoon
<input type="checkbox"/>	1 X Ladle	<input type="checkbox"/>	1 X Tea Strainer
<input type="checkbox"/>	2 X Bottle Openers	<input type="checkbox"/>	1 X Small Saucepan
<input type="checkbox"/>	1 X Large Saucepan	<input type="checkbox"/>	1 X Frying Pan & Lid
<input type="checkbox"/>	1 X Whistling Kettle	<input type="checkbox"/>	1 X Teapot
<input type="checkbox"/>	2 X Salad Bowls	<input type="checkbox"/>	5 X Tupperware Containers
<input type="checkbox"/>	2 X Tall Plastic Containers	<input type="checkbox"/>	1 X Butter Dish
<input type="checkbox"/>	1 X Colander	<input type="checkbox"/>	1 X Salt & Pepper Shakers
<input type="checkbox"/>	1 X Egg box	<input type="checkbox"/>	1 X Cheese Grater
<input type="checkbox"/>	1 X Plastic Jug	<input type="checkbox"/>	1 X Red Jug & Lid
<input type="checkbox"/>	1 X Gas Lighter	<input type="checkbox"/>	1 X Roasting Tin
<input type="checkbox"/>	1 X Baking Sheet	<input type="checkbox"/>	1 X Grill Tray
<input type="checkbox"/>	2 X Chopping Boards	<input type="checkbox"/>	1 X Washing-up Bowl
<input type="checkbox"/>	1 X Dish Drainer	<input type="checkbox"/>	1 X Washing-up Brush
<input type="checkbox"/>	1 X Dust Pan	<input type="checkbox"/>	1 X Soft Brush
<input type="checkbox"/>	1 X Hard Brush	<input type="checkbox"/>	1 X Ash Tray
<input type="checkbox"/>	2 X Trays	<input type="checkbox"/>	1 X Rubbish Bin
<input type="checkbox"/>	1 X Fire Blanket	<input type="checkbox"/>	1 X Fire Extinguisher

Aft Cabins

<input type="checkbox"/>	16 X Coat Hangers	<input type="checkbox"/>	Ice Box Mats (Under Stbd Berth)
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Linen

<input type="checkbox"/>	9 X Pillows	<input type="checkbox"/>	9 X Blankets
<input type="checkbox"/>	Sheets (2 per Person)	<input type="checkbox"/>	Pillow Cases (1 per Person)
<input type="checkbox"/>	2 X Tea Towels		

SIGNED.....

NAME.....

I, THE PARTY LEADER, HAVE SIGNED THE YACHT'S INVENTORY AND HEREBY ACCEPT RESPONSIBILITY FOR ALL ITEMS LISTED AND MARKED BY MYSELF.

Sample Initial Start-Up Invoice

TYPE: Broadblue 415

YACHT: (name of catamaran)

INV. NO: (abbrev. cat name/year/month) i.e. BB0601

MONTH: January-2006



phone/fax Int +90 252 385 3710

on paper Port Bodrum Marina
Yalikavak
Bodrum
Mugla 48430
Turkey

online bookings@broadbluecharters.com

on the net www.BroadblueCharters.com

Name:

Address:

QTY	REF	DESCRIPTION:-	UNIT £'s	TOTAL £'s
MCA Code of Compliance Fees:				
12.64	MTR	Initial five year Compliance Examination fee per metre	£32.00	£404.48
1	RYA	Certificate Fee	£64.00	£64.00
1	RYA	Stability Category Allocation on the basis of Broadblue supplied data	£18.00	£18.00
1		VAT on the above as billed by RYA	£85.13	£85.13
Hull Insurance Premiums:				
1		Hull Insurance @ 1.35% of the insured value of craft & inventory	£3,530.75	£3,530.75
1		Sea Delivery Insurance @ 0.1% of the insured value of craft & Inventory	£261.54	£261.54
1		Insurance Premium Tax on both premiums @ 5%	£189.61	£189.61
Marina Fees:				
1		1 year Marina Contract from date of arrival	£3,795.05	£3,795.05
Turkish Charter Licence Fees:				
1		Charter Licence Fee @ Euro1950	£1,344.36	£1,344.36
Broadblue Charters' Fees:				
1		1st Year Management fee	£2,964.08	£2,964.08
1		Joining Fee	£400.00	£400.00
Total amount of set-up costs and first years fees				£13,057.01

Note: This Invoice amount is to be added to your Broadblue Catamaran order.

Owner's Agreement

This agreement dated...../...../..... is between **Crusader Yachting Limited** trading as **Broadblue Charters**, 5 Old Street, Jersey, hereafter referred to as "**Broadblue Charters**" and **Mr/Mrs/Company**.....
Of.....
Hereafter referred to as "**The Owner**".

The **Broadblue Charters management proposal** dated/...../..... is appended to this agreement and pages 6,7,8,9,10,11 & 12 thereof are hereinafter referred to as **Schedule 1** and incorporate the conditions of this Agreement.

The **Terms** of this agreement are as follows:

- Broadblue Charters** agrees to manage either directly or via their appointed charter base agency, the catamaran registered as "....." being the exclusive property of **The Owner**, for a period of 5 years expiring on the/...../..... in accordance with the conditions contained in Schedule 1 attached hereto.
- The Owner** agrees to pay **Broadblue Charters** the sums agreed on the due dates specified in Schedule 1.
- Broadblue Charters** agrees to act as Agent for **The Owner** in Promoting and Booking charters. Such charter fees being as in Schedule 1 for the current season and recalculated by the end of July each year using the UK C P Index as a guide.
- Broadblue Charters** agrees to pay **The Owner** in the manner laid out in Schedule 1.
- The Owner** has the right should he dispose of the Yacht, to sell, assign or transfer the benefits and obligations of this Agreement to the new Owner subject to **Broadblue Charters'** agreement in writing such agreement not to be unreasonably withheld.
- Broadblue Charters** has the right to sell assign or transfer the benefits and obligations of this agreement subject to **The Owner's** consent in writing such consent not to be unreasonably withheld.
- This Agreement** may be terminated on thirty days written notice by either party should the other party be in default, be declared bankrupt or otherwise be unable to meet his obligations for more than thirty days.

Signed by _____
"The Owner"

Signed by _____
Malcolm Taylor
Managing Director
Crusader Yachting Ltd
Trading as Broadblue Charters

Witnessed by _____
Signature

Name of Witness _____

Address _____



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www.broadbluecharters.com

Charter Management Office

management@broadbluecharters.com

Port Bodrum Marina, Yalikavak, Mugla 48430 TURKEY - tel/fax: Int +90 (0)252 385 3710 - mobile: Int +90 (0)535 438 4660