

MAINTENANCE PACKAGES

diYachting Ltd

diYachting was founded by Matt & Liz Abbiss to assist owners of yachts in the 55 to 80ft bracket, this is our area of expertise having spent 15 years working together as Captain and chef on similar sized vessels.

Matt is qualified as an RYA Commercial Yachtmaster Ocean Instructor and has sailed over 200,000 nautical miles in over 30 years of sailing. He has skippered 12 ARC transatlantics, 5 Fastnet races and has won trophies at over 30 regattas over the years. Aside from being a professional sailor for 20 years Matt has an LLB (Hons) degree in Law, a diploma in Yacht Brokerage and Management and experience in Banking and Insurance. Matt now handles all the management of our yachts and will be the one you have most contact with, he's there for advising you on MCA coding, VAT, parts and logistics, crew and more....

Liz has been a sailor since an early age and jumped at the chance to head off to sea at the age of 23, she has worked aboard with Matt for 15 years and has sailed over 150,000nm, done 12 transatlantics, 3 Fastnet races and helped win nearly all of those 30 trophies! Liz studied Tourism and Business at university and has a wealth of knowledge to call on when it comes to marketing our boats. Liz now heads up the Charter sales part of the business so it's her who takes the bookings as well as handling all the web design and marketing making your boat pop out to potential charterers. Liz is also a first rate chef and you may still see her aboard for a couple of weeks each year creating some incredible dishes for the odd lucky charter client or owner here and there.

At diYachting we can offer you the opportunity to sail your yacht alone and enjoy it in private with your friends and family without full time crew getting in your way yet without having to do all the cleaning and maintenance yourself. With one of our Maintenance packages we will make sure the boat is ready when and where you need it giving you the flexibility to cruise where and when you like. We offer a service that bridges the gap between Guardiennage and full time crew, we have spent years aboard yachts not only learning how they work and what they need to keep them in tip top shape, looking fabulous and running smoothly but also learning what owners need in terms of management and maintenance.

Imagine arriving at your boat and it's already open, aired and freshly serviced, clean & tidy, cockpit cushions out with flowers on the table and food in the fridge, you're ready to go and no time is wasted. After your cruise you could leave the boat in a foreign port for a few weeks between your visits and we'll fly in while you're at home to clean and service her making sure she's ready for you next time you visit. You could even do a one-way cruise and have us deliver the boat back to your home port at the end or have it taken on to your next cruising ground meaning you get to explore much further afield than you could have ever dreamt of and more importantly enjoy all of this without having to worry about maintaining and cleaning the boat.

We have specifically developed a bespoke service to allow you to do all of this. We have different levels of contract to suit all your needs and cruising grounds whether your boat is mainly based in one port or if you regularly like to cruise in different places and need us to organise the deliveries between the countries, maintain and clean the boat for you wherever it may be, we can even occasionally find you crew for the yacht if you want to do the odd charter or lend the boat to a group of non sailing friends, our packages make the way we work together as flexible as you need it to be.

This is how diYachting's "Maintenance" contract works. We take care of all the maintenance of your yacht whatever it's location and needs. We have some really flexible contracts and we can tailor these to you, this gives you the benefit of knowing that your yacht is going to be maintained to the highest standards by people experienced on yachts just like yours, plus she will be clean and tidy and ready to go when you arrive for your cruise. We will arrange our maintenance visits around your cruises so your boat is freshly cleaned and serviced for your arrival with beds made, tanks full, covers off and flowers on the table, we can even provision for you to make sure no time is wasted when you arrive. We would also try to arrange a visit for the end of your trip so we can be there to meet you when you tie up meaning you can immediately leave for home comfortable in the knowledge that we are there to clean and tidy everything away, fix anything that has broken during your trip and put the boat to bed.

If you aren't looking for a full annual commitment to maintenance then we also have some other packages that might suit, Our **WINTERvention** package is designed to take care of the yacht through the winter, we visit in the Autumn and get her ready for the winter, sails, canvass and halyards off, engine, gen and water maker serviced and inhibited, everything cleaned and made ready for the worst of the winter. We then leave the boat in your marina and return once a month through the winter to make sure its all safe and secure, we'll give her a clean each time, air the interior, run the

diYachting Ltd

Company Number - 8985432 VAT No. GB-207232641
Registered Address - 15 Bowling Green Lane, London. EC1R 0BD
Directors - Mr M.C.Abbiss & Mrs E.J.Abbiss

engine, gen and systems and lock it all up safely again after. In the Spring we will go and get everything ready for you to start your season again, sails on everything serviced and made ready to go.

Our **SUMMERservice** is a package for the busy owners that want to freshen everything up mid season, we go aboard and give her a full deep clean, service everything, engine, Gen, water maker and we can even carry out any repairs you need.

Lastly don't forget the annual Haul Out, our **Haul Out Management** package is the simplest way to ensure your boat is properly treated and serviced while out the water, we will make all the arrangements then go and take her to the yard, supervise the lift out, manage the antifouling work in the yard, get the anodes changed and the topsides polished ready for her to go back in, once in we take her back to her home berth ready for you.

Maintenance Packages

Prices are in GBP sterling for yachts up to 80ft/24m LOA. All prices are ex VAT where applicable and are for illustration only and subject to change without notice. Travel included within the uk for maintenance visits consisting of 8 hours or more. Travel for international visits charged at cost for all travel expenses, minimum 8 hours will be invoiced for international visits.

- **Flexible Maintenance Package** - £500 to £1000 per month depending on how much maintenance you want us to do each month, (based on our hourly rate of £40ph, buy 14 hours for £500 per month (10% discount) or 31 hours per month for £1000 (20% discount). Extra Cleaning, maintenance hours charged at hourly rate and crewing days quoted for separately booked as required at daily rate minus 5% discount, invoiced monthly along with travel exp.
- **All Seasons Package** - £750 per month based on a 12month contract. Includes 1 x Summer Service, 1 x WINTERvention and 1 x Haul Out Management, OR £1000pm to INCLUDE travel for 2persons to the boat within Europe. Annual contract only.
- **WINTERvention Package** - £5,000 one off Fee. Includes;
 - 1 visit to the boat in the Autumn by 2/3 people for the Lay up.
 - monthly visits to the boat during the winter.
 - 1 Visit to the boat in the spring by 2/3 people for the Refit.
 - Flights, parts and any external subcontractors invoiced on top.
- **HAUL OUT management** - £2,000 one off Fee. Includes;
 - Full management of the haul out and all works you need to have done, plus delivery of boat to and from yard & general inspection and report. Flights invoiced on top. Haul out price, parts and yard labour to be paid direct.
- **SUMMERservice** - £2,000 one off Fee. Includes;
 - Mid season full service by 2/3 people who visit your yacht for 3-5 days.
 - Flights and parts invoiced on top.

Management

Every yacht owner and captain can benefit from shore side management, running a yacht takes time, a crewed yacht even more time and a crewed charter yacht more still. At diYachting we offer full management services to take the workload away from you and leave you with a stress free boat to enjoy when you want it. For a monthly fee we can take over all of the shore side management of the boat and owning company, if you have one. Leave us to take care of all the details and you will save not only time but in the long run you could save money too. Please see our fact sheet on Management to see how we can help run your boat and how these services compliment the maintenance services we are offering here.

MCA & MLC

For Commercial Yachts registered under the UK red flag states conformity with the MCA Code of Practice is mandatory, it involves complying with a strict set of rules relating to Safety gear, construction, fireproofing etc followed by a Survey. We have been preparing yachts for the MCA coding survey for many years and offer a comprehensive package of advice, prep and survey where we can take all of the uncertainty out of getting your yacht a Coding Certificate. The MCA standard isn't just relevant to Red Flag states it's useful for yachts under other flags and as a worldwide benchmark an MCA certificate is often accepted in place of local rules. When we do your MCA coding we become your MCA managing agent so handle all the questions and queries between you and the MCA throughout the year after which you can instruct us for another year to handle your annual inspection and another year as managing agent.

The Maritime Labour Convention (MLC) became mandatory for UK flagged vessels on international voyages from 2014, it's a strict set of rules about employing crew and their welfare and safety, we have been preparing yachts for the MLC since its inception and can handle your MLC compliance alongside your MCA coding or as an additional add on. See our MCA fact sheet for more information.