

INDIGO

YACHT MANAGEMENT

Our 10 commandments for a successful yacht delivery:

1. SAFETY

Make sure safety is not just a 'marketing term'. Safety of your yacht and the crew is Indigo's number 1 top priority.

If your yacht has no EPIRB we will supply one for the duration of the voyage, at no extra cost.

We get regular weather updates and carry our own PFD's.

We will never push your yacht unnecessarily and will endeavour to sail conservatively.

2. EXPERIENCE

All skippers involved in the yacht delivery business will have the right certificates and qualifications to deliver your yacht. What is much more important is experience that comes with the amount of sea-miles. Forget the young ones who have just obtained their yachtmaster diploma; they might be great sailors, but they often lack the experience of 'being on the water'. Be wary of some delivery agencies; we know, because we started as one many years ago. They too often employ young skippers with the minimum necessary mileage, so they can pay minimum wages. In the end, the important question is, WHO will sail your yacht?

With Indigo you get experience; tons of it!

3. COMMUNICATION

Make sure your delivery team carries a satellite phone. They have to be able to contact you with their progress and information about the boat and it's where-about's. For peace of mind, you want to know at all times, that you are able to contact your yacht.

Indigo not only phones the owner on a regular basis, we are also able to send and receive email while on the water.

4. CREW

Most deliveries fail because of crew problems. Crew often leave the yacht halfway on the trip because of tensions on board and character clashes. Most skippers choose their crew in the yachtclub, and hope it will all work out. Skippers seldom sail with a permanent 1st mate or crew. Indigo's delivery team is just us; the skipper with his partner of many years; so no crew hassles! We also have references that you as an owner can contact directly. If it's necessary to have an extra crew member we will only employ someone that we personally know and trust.

5. KNOWLEDGE

Besides delivering your yacht, a skipper needs to be a hands-on technician. Your yacht has to arrive in a better shape than when it left the harbour. Daily care for your yacht and problems that arise have to be dealt with immediately. Small problems on a boat can quickly become a disaster!

Besides delivering yachts, Indigo does yacht surveys, so we have got tons of experience with the technicalities of your yacht.

You will receive a written report of the state of your yacht before and after the delivery. We assist you with recommendations, repairs and fitments.

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6. COST

Make sure the contract stipulates what is included and excluded in the delivery price. Too many deliveries go sour after the termination of the delivery, because of disputes about money. You should always be able to ask for an 'all inclusive' quotation for the delivery of your yacht. Indigo makes sure that all parties involved are happy with the agreed price. We are probably not the cheapest, but make sure that you get the best price/quality deal.

7. PEACE OF MIND

A proper contract should be in place, stipulating not only the price, but all aspects concerning the voyage and your yacht.

Indigo has often been praised for our professional contract.

8. FLEXIBILITY

You want to get to know your yacht? You want to join on a leg during the trip? You want some sail handling lessons after your yacht arrives? Make sure it's possible.

Indigo will welcome you onboard and teach you the ropes of your yacht.

9. EQUIPMENT

Indigo carries laptops for weather updates and routing. We carry our own GPS and weatherstation. We have navigational software onboard, and are able to phone and email you with our satellite phone.

10. TESTIMONIALS

Make sure that the crew you choose has solid references.

Indigo can give you personal details of previous clients that you can contact personally.

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