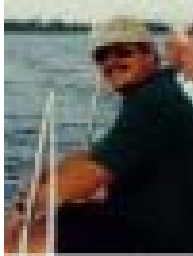


## Your Boat, Your Way!

An article by Jeff Jorgensen—Project and service manager at BYA.

When purchasing your new boat there are a number of decisions that have to be made regarding outfitting and commissioning.



1. There are two primary paths to follow: Those items that are supplied and fitted by the factory either during or following construction completion, and
2. Those items fitted upon arrival of your boat here in Annapolis.

Many buyers equate “accessorizing” their new boat with the equivalent of specifying items for a new car. Some buyers may even remember “back in the old days” when aftermarket (and even dealer installed) air-conditioning was the way this option found its way into the cars. Quite frankly, compared to “factory equipped”, the aftermarket alternative was unattractive, took up leg room under the dash and, in many cases, didn’t work as “original equipment” factory installed air-conditioning. Though this is just one example, equipping your new car with a radio, lights, and other accessories were pretty much the same compromise.

The ultimate fit out of your new boat is quite a bit different in many respects than the car analogy. Boat builders are aware that a mix of additional electronic and mechanical items will be added to the finished ready to sail boat. To a great extent they design adequate space for these items that if not fitted will serve as additional storage areas. Either during production or after the boat has been completed the factory will have commissioners fit selected items.

The French, and specifically Jeanneau for monohulls and Fountaine-Pajot for catamarans, primarily build and fit out boats for compatibility with the European 220 volt, 50Hz electrical standard. Items meeting our 110 volt, 60Hz requirements by and large are supplied from the United States, shipped to France, installed, then the boat is shipped back to the U.S. for delivery to you. The shipping alone adds to the pricing of these type electrical items but other factors should be considered as well.

Installation at the factory during or immediately following production of your new boat does not take into account personal input into either the placement, the resulting loss of storage space, or most importantly whether the equipment brand is well supported in either the U.S. or your intended cruising area. A great example of this is reverse-cycle air-conditioning let’s explore this most common option.

First and foremost we often find that the factory supplied units are undersized for the cruising areas of our clients. The comfort level expectation for France and much of the rest of the world is somewhat different than for American boaters.

Second the air-conditioning unit takes a relatively large amount of storage space especially when the ducting is considered. At the factory you have no input into either the main unit’s placement or the ducting and therefore how it affects storage.

Third are the air-conditioning controls themselves, the factory supplied units have analog controls that work great but do not take advantage of additional capabilities of these units. For example with the digital controls we fit here in Annapolis the unit is capable of automatically switching between cooling and heating by simply setting a temperature. The digital control allows a relative humidity setting to be made where the air-conditioning unit cycles on as needed rather than running continuously effectively acting as a de-

humidifier to make mold and mildew a thing of the past.

The final reason for electing to fit the air-conditioning here is that the brand that we select has a three year warranty as opposed to only one year and service is well supported along the U.S. east coast, the Bahamas, and throughout the Caribbean.

Other electronic and mechanical items have similar reasons for having them done here. Rather than going through these individually let's consider these generally.

Most of our clients fit out their new boat for their initial needs and continue the refinement and addition of electronics and mechanical equipment during a period of ownership, usually to fill specific cruising or live aboard requirements, or as their needs and family grows. With this in mind as a possibility from the very outset, as important as the initial fit out, is to allow for addition or expansion of systems.

I have seen an inverter/charger needing to be moved 6"-8" to allow for a water maker installation that required complete rewiring of the inverter/charger unnecessarily if accommodation for the later water maker had been made initially.

Our evolved and refined process for complete commissioning in Annapolis is really impossible to beat. Our commissioning agent and electronics agent both meet on a continuing basis with new clients discussing all of the possibilities for fitting out your vessel.

When your boat arrives in Annapolis they again meet with the owner to review choices, discuss additional options, and placement of items down to the individual 110 volt electrical outlets and cabin fans. All the time keeping in mind and allowing for system expansion and fitting additional options down the road.

## ***A sum up of the advantages of our commissioning style...***

- You customize the options to your particular requirements.
- The total equipment cost is less because you eliminate shipping U.S. equipment overseas incurring shipping costs and duty along the way.
- The equipment chosen is easily serviced in the area where you will be cruising.
- Professional installation means that you won't compromise the manufacturers warranty—you have only one place to go for warranty service on your boat or any of the equipment that we installed.
- A total plan is made from the beginning preserving storage space, and making allowances for future installed equipment. Water makers may be pre-plumbed. Alternators and battery banks up-graded to accommodate accessories, etc.

Before the commissioning process starts, you will meet with Jeff, your personal project manager to make a plan, and then this customized plan will be executed incorporating your preferences.

All of this may add about 2 weeks to the commissioning time on your boat, but will add immeasurably to your long term enjoyment and, ultimately, to your boats resale value.

For more on our customizing services, please go to: <http://www.bayacht.com/custom.htm>

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