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**From:** Kris Vereen [mailto:kvereen@bayacht.com] "Service Manager"

**Sent:** Monday, December 11, 2006 4:54 PM

**To:** 'Eric Smith' President, BYA

**Subject:** Why perform the major fit out of your boat in Annapolis rather than at the factory—Also see note at the end comparing pricing programs!

You asked me to share some thoughts about why we have been so successful getting such great "Satisfaction Reviews" after commissioning our clients boat. Here they are...

When purchasing your new boat there are a number of decisions that have to be made regarding outfitting and commissioning. There are two primary paths to follow; those items that are supplied and fitted by the factory either during or following construction completion, and 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. If you have traveled to Europe and desired a "cold" drink, you are probably lucky to get one ice cube with it! 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 the desired temperature. An



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additional feature provided by 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 installed 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.

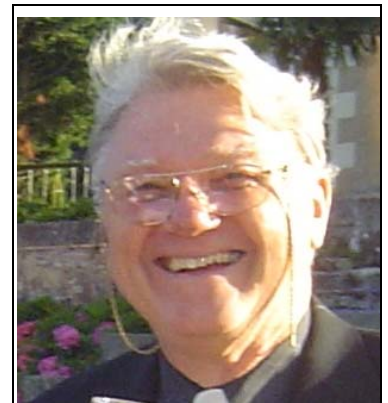
Our evolved and refined process for complete commissioning in Annapolis is impossible to beat. Our commissioning agent and electronics agent both meet on a continuing basis with new clients discussing all of the possibilities for fitting out your boat. They will consider electrical loads, weight placement and all of the factors that go into successful commissioning. 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 note about "Purchase Price"...***

I recently wrote an article comparing some Caribbean Charter companies claims of offering extremely low prices. While this was written concerning catamarans, much of the information applies to monohulls (power and sail) as well.

1. If you wish to put a catamaran in charter or set it up as a business, the maximum tax advantages only apply if you set it up in U.S. waters (Including U.S.V.I.--we have bases on the E. Coast and in St. Thomas). If you don't get the tax advantages--you're losing at least half of the return that could cover the costs of your boat. Looking at it another way, you need to charter at least twice as much (with twice the wear and tear) to get to the same place as you can with our Boat-As-A-Business Program. For details call 410-263-2311 or go to: <http://www.bayacht.com/invest.htm>

2. Are the prices really as low as they (Charter Companies) say? What they don't tell you is that their prices do not include everything that you will want if you want to use the boat yourself. They typically do not include: Duty (If you want to stay, or return to U.S. waters you will need to pay this), 110V. electrical system done properly, advanced electronics, A/C and generator, electric, fresh water heads, Upgraded 12 and 110 V. System, Engine fire extinguishing systems, helm Bimini, RIB dinghy, advanced anchoring and mooring system and much more. At the end of the day, to update their boats, to our standards will likely cost you more--and may not even be possible. Find out more about how your boat should be set up: <http://www.bayacht.com/custom.htm>



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If you want the straight facts and a straight quote--call us: 410-263-2311. We offer an unprecedented *satisfaction and best price guarantee*. <http://www.bayacht.com/service.htm>

For more information, questions or to order a boat—please call us. 410-263-2311



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