


Pricelist 2011 / 2012 in EURO
Dream Yacht Caribbean
Martinique (Marina Le Marin), Guadeloupe (Marina Bas du Fort), St Martin
(Marigot, Marina Port La Royale)
Rates in EURO per night

Yacht Type	Cab.	Pass.	22/12-05/01	21/01-13/04	06/01-20/01 14/04-02/06 27/10-21/12	03/06-27/10	Deposit
Catamarans SuperPremier							
Catana 42 (2011/2012)	4	8	996	716	574	416	7 000
Catana 47 Custom (2011)	4+2	8/10	1221	934	693	603	8 000
Catana 47 Carbon Infusion (2011/12)	4+2	8/10	1282	981	728	633	8 000
Catana 50 Carbon Infusion (2011/12)	5	8/10	1528	1199	897	766	9 000
Catamarans Premier							
Catana 41 OC (2009)	4	8/9	906	651	499	378	7 000
Catana 41 OC Owner version (2010)	3 + 2	6/8	906	651	499	378	7 000
CATANA 47 CUSTOM (2010)	4+2	8/10	1110	850	630	550	8 000
Catana 50 OC (2009/10)	5	8/10	1323	1038	777	663	9 000
Catamarans							
Catana 43 OC (2006/07)	4+2	8/10	906	651	499	378	7 000
Catana 47 OC (2006/07)	4+2	8/10	1021	789	583	504	8 000
Catana 50 OC (2008)	5	8/10	1257	987	740	630	9 000
Catana 52 OC (2007)	5	8/10	1257	987	740	630	9 000
Monohulls							
Harmony 38 (2008/09)	3	6/8	420	320	225	190	3 000
Harmony 42 (2008/09)	3	6/8	482	356	252	210	3 000
Harmony 47 (2008/09)	4	8/10	577	436	315	249	5 000
Harmony 52 (2008/09)	5	10/12	791	608	390	339	5 000

Cleaning: to be added to the above daily rates a per charter cleaning fee of
 Monohulls: up to 38': € 135.-, from 39' to 45': € 165.-, from 46' to 49': € 190.-, 50' and over: € 210.-
 Catamarans: up to 40': € 210.-, from 41' to 45': € 230.-, from 46' to 49': € 250.-, 50' and over: € 275.-

Starter Pack: mandatory extra to be added to the above daily rates a set fee of € 38.50 per charter. The pack includes: 1 bottle of rum, 2 limes, sugar, 1 pack of 6 Coke cans, 1 gallon Water, 1 small bottle of washing up liquid, 1 dish cloth/sponge, garbage bags, 1 roll of paper towels, 1 box of matches, 1 roll of toilet paper in each head

SuperPremier Yachts: than 3 years old from their first charter date, dinghy with 6hp outboard engine & 9.8 hp on Catana 50 Carbon Infusion
Premier yachts: less than 3 years old from their first charter date
Standard yachts: dinghy with 5hp outboard engine

On Harmony 52: water maker
On Catana 41 OC : gennaker, solar panels and water maker
On Catana 42: gennaker, solar panels and water maker
On Catana 43 OC : gennaker, solar panels and water maker
On Catana 47 OC: gennaker, solar panel, water maker, generator and air conditioning
On Catana 47 Custom: gennaker, solar panel, water maker, generator, air conditioning, electric winch
On Catana 47 Carbon Infusion: gennaker, solar panel, water maker, generator, air conditioning, electric winch

On Catana 50 Carbon Infusion: gennaker, solar panel, water maker, generator, air conditioning, electric winch, .60m semi rigid dinghy with 9.8hp outboard engine
On Catana 50 & 52 OC: gennaker, solar panel, water maker, generator and air conditioning, electric winch, 3.60m semi rigid dinghy with 9.8hp outboard engine

The rates include

First & last night at the Dream Yacht Charter pontoon ♦ autopilot ♦ GPS ♦ CD-player & cockpit speakers ♦ dinghy & outboard engine ♦
 2 sets of linen, towels, beach towels per person/week ♦ snorkelling gear ♦ Dream Yacht Charter Guarantee

The rates do not include

Cancellation insurance ♦ transfers airport-base-airport ♦ diesel, fuel and water

The above rates apply for charters of 7 nights minimum

Short Term Cruise (not available in period from 18/12 to 07/01)	Journey	Surcharge on the daily rate
	3 Days / 2 Nights	+ 100 %
	4 Days / 3 Nights	+ 50 %
	5 Days / 4 Nights	+ 35 %
	6 Days / 5 Nights	+ 15 %
	7 Days / 6 Nights	+ 10 %

Embarkation 17h30 / Disembarkation 11h00
Early boarding at 12h00 (noon) = 50% of the daily rate

Long term discount 5% on any charter from 13 nights to 20 nights ♦ 10% from 21 nights to 27 nights ♦ 15% from 28 nights or more
Early booking discount 5% for any charter booked and down paid 180 days or more prior departure date
Repeater discount 5% for any repeat client
Boat show discount 5% for any charter booked on a boat show
Group discount 5% for at least 5 yachts booked
(On the top of the long term discount only three discounts can be cumulated)

Low Season Promotion from 02/06 to 15/12 (cumulative only with repeater discount)

Monohulls & Catamarans 10 days at the price of 8, 14 days at the price of 11, 21 days at the price of 16, 28 days at the price of 22

Options: All extras and options paid locally – on spot – are subject to a surcharge of 10%

Windsurf Martinique € 20.-/night, € 120.-/1week, € 200.-/2 weeks, € 280.-/3 weeks
 Windsurf Guadeloupe € 240 €/week (beginner) / € 320.- (confirmed / harness incl)
 Windsurf St Martin € 40.- / night, € 270.-/1 week, € 520./ 2 weeks, € 800.- / 3 weeks
 Kayak € 20.-/night, € 120.-/1week, € 200.-/2 weeks, € 280.-/3 weeks
 Fishing rod € 15.-/night, € 100.-/1week, € 160.-/2 weeks, € 200.-/3 weeks
 Children safety net € 200.-/charter
 15 hp outboard engine € 35.-/night (possible for catamarans only)
 Any crew change during the charter is subject to € 200.- additional cost

Skipper € 180.-/night + provisioning
 Hostess/Cook € 140.-/night + provisioning

Full board
 1 to 4 guests on board € 45.-/person/night
 More than 4 guests on board € 40.-/person/night

Transfers
Fort-de-France airport – Martinique base

1 – 4 persons € 155.-/Round trip
 5 – 14 persons + € 20.-/each additional person/Round trip
 15 – 18 persons € 360.-/Round trip
 19 persons and over + 20 €.-/each additional person/RT
 One way transfer cost: 50% of the round trip cost

Pointe-à-Pitre airport – Guadeloupe base

1 – 4 persons: € 70.-/Round trip
 5 – 7 persons: € 180.-/ Round trip
 + € 26.-/each additional person/Round trip
 One way transfer cost: 50% of the round trip cost

Juliana airport – St Martin base

1 – 4 persons: € 70.-/Round trip
 + € 18.-/each additional person/Round trip
 One way transfer cost: 50% of the round trip cost

All-consumables-included-package

Harmony 38 € 25.-/night
 Harmony 42 € 30.-/night
 Harmony 47 € 35.-/night
 Harmony 52, Catana 41 OC, 42 & 43 OC € 45.-/night
 Catana 47 OC & Custom, 50 OC & 52 OC € 60.-/night

All our yachts are delivered to you with full tanks of fuel (yacht & dinghy), full tank of water, 1 bottle of cooking gas in duty + 1 spare bottle. You have to re-deliver the yacht with full tanks of fuel and water. If you choose our package, all starting consumables are included plus any re-fill of water at our Dream Yacht Charter Pontoon during your charter.

Diving Gear
Martinique

Compressor: € 202.-/1week, € 445.-/2 weeks, € 462.-/3 weeks
 Block 6 L: € 30.-/1week, € 50.-/2 weeks, € 68.-/3 weeks
 Block 12 L: € 38.-/1week, € 65.-/2 weeks, € 88.-/3 weeks
 Pressure reducer: € 46.-/1week, € 77.-/2 weeks, € 105.-/3 weeks
 Stab: € 55.-/1 week, € 90.-/2 weeks, € 125.-/3 weeks
 Weights belt: available free of charge if rental of other gear
 In any case clients will have to sign a distinct contract on spot with subcontractor.

Guadeloupe

N/A
 N/A
 € 65.-/1 week, € 100.-/2 weeks, € 130.-/3 weeks
 € 40.-/1week, € 73.-/2 weeks / € 105.-/3 weeks
 € 40.-/1 week, € 73.-/2 weeks / € 105.-/3 weeks
 € 20.-/1 week, € 30.-/2 weeks / € 35.-/3 weeks

St Martin

N/A
 N/A
 € 50.-/1 week, € 66.-/2 weeks
 € 70.-/1 week, € 100.-/2 weeks
 € 42.-/1 week, € 70.-/2 weeks
 € 10.-/1 week, € 15.-/2 weeks

Security Insurance

The security insurance is mandatory in case of a skippered charter. Not available for regattas & races.
 Catana 50 OC & 52 OC € 60.-/night (minimum € 420.-/charter) + a reduced refundable deposit of € 750.- at the base
 Catana 47 OC & Custom € 50.-/night (minimum € 350.-/charter) + a reduced refundable deposit of € 750.- at the base
 Catana 41 OC, 42 & 43 OC, € 40.-/night (minimum € 280.-/charter) + a reduced refundable deposit of € 650.- at the base
 Harmony 52 € 35.-/night (minimum € 245.-/charter) + a reduced refundable deposit of € 650.- at the base
 Harmony 38, 42 & 47 € 30.-/night (minimum € 210.-/charter) + a reduced refundable deposit of € 500.- at the base

Security Deposit

To be paid at the base upon embarkation by bank certified cheque, cash, traveller cheques or credit card (Visa and MasterCard only)
 If paid by credit card the client should contact his/her bank previously and let them know about the transaction. Should the refundable full security deposit by credit card be refused at the time of embarkation, client will be obliged to subscribe the non refundable security insurance.

One way fees in €	St. Lucia	St. Vincent	Union	Barbados	Grenada / Trinidad	Guadeloupe	Antigua	St. Barth / St. Martin	Tortola	Caracas	Martinique
Martinique	550	750	975	1 250	1 250	600	885	1 365	1 560	2 500	
Guadeloupe	845	975	1 235	1 200	1 430	600	585	900	1 170	3 000	600
St Martin	1 300	1 690	1 690	1 690	1 690	900	650	500	845	3 000	1 300

Race / Regatta Package

Heineken Regatta St Martin, 01/03 – 04/03/2012 € 1 100.-
 Antigua Sailing Week Antigua, 29/04 – 04/05/2012 € 1 300.-
 BVI Spring Regatta Tortola, 26/03 – 01/04/2012 € 1 100.-
 RORC Caribbean 600 Antigua, departure 20/02/2012 € 1 300.-

The Regatta Package includes Briefing before the race, preparation and gauging of sails, registration, technical assistance during the race **
 ** technical assistance during the race valid only for Heineken Regatta, Antigua Race Week and BVI Spring Regatta, not valid for RORC Caribbean 600

Race / Regatta Surcharge

Up to 42' € 1 400.-
 43' to 50' € 1 500.-
 51' and over € 1 600.-

Race / Regatta Conditions

Min. charter duration is 10 nights
 Only the long term discount is applicable, no other discounts are possible
 One way/delivery fees have to be paid

Race / Regatta Deposit

A special race deposit (double than for normal bookings) will be required and has to be paid to the DYC Head Office by bank transfer before departure. This special race deposit is applies during the regatta period.

Payments

50% of the charter fee to confirm booking
 50% of the charter fee plus all booked options 45 days before embarkation

Cancellation fee

More than 90 days € 350.-
 Between 89 to 60 days before charter start 25% of the charter fee (without options)
 59 days and less before charter start 100% of the charter fee (without options)

Dream Yacht Charter guarantee:

All our yachts are very well maintained and undergo regular technical checks. Should a technical failure happen despite our highly professional maintenance, we commit ourselves to repair the failure in the next 4 hours following your call at the base during working hours (8 am to 5 pm). If you loose more than 4 hours (during working hours) we will refund you one full day. If the repair takes more than 1 day, we will provide you with a similar boat or refund you on a pro rata basis. In case of emergency you can rely on our hot line, at any time, 7 days a week.

British Virgin Islands Dream Yachting Caribbean



Pricelist 2011 / 2012 in EURO
Dream Yacht Caribbean
British Virgin Islands (Tortola, Maya Cove- Hodges Creek Marina)

Rates in EURO per night

Yacht Type	Cab.	Pass.	22/12 - 05/01	06/01 - 14/04	15/04-07/07 21/10-01/12	08/07-21/08 02/12-21/12	22/08-20/10	Deposit
Monohulls Premier								
Jeanneau 53 (2011)	5 + 1	10/12	917	799	612	490	360	5 000
Harmony 52 Custom (2011)	5	10/12	840	730	505	455	340	5 000
Dufour 405 Grand Large (2010)	3	6/8	603	494	425	324	230	3 000
Oceanis 34 (2010)	3	6/8	384	322	259	198	158	3 000
Monohulls								
Harmony 38 (2005)	3	6/8	427	357	285	219	175	3 000
Dufour 385 (2005)	3	6/8	470	393	313	241	192	3 000
Harmony 42 (2007)	3	6/8	523	431	345	264	209	3 000
Harmony 47 (2007)	4	8/10	589	475	380	294	230	5 000
Harmony 52 (2008)	5	10/12	798	695	479	426	324	5 000
Catamarans SuperPremier								
Lagoon 400 (2012)	4 + 2	8/12	922	691	547	495	396	5 000
Lagoon 450 Owner Version (2012) skipped (incl. in the price)	3 + 2	6/8	1421	1118	945	855	668	-
Catana 47 Carbon Infusion (2011)	4 + 2	8/10	1353	1013	813	736	570	8 000
Lagoon 450 (2012)	4 + 2	8/12	1488	1115	894	809	564	5 000
Salina 48 Evolution (2011)	4 + 4	8/12	1488	1115	894	809	564	8 000
Catamarans Premier								
Lagoon 400 Owner Version - 2 heads (2010)	3 + 2	6/10	754	565	446	404	324	5 000
Catana 41 OC Owner Version (2010)	3 + 2	6/8	838	628	497	450	360	7 000
Lagoon 420 Owner Version (2009)	3 + 1	6/7	754	565	446	404	324	5 000
Lagoon 400 Owner Version - 3 heads (2011)	3 + 2	6/10	796	593	468	424	340	5 000
Lagoon 400 (2011)	4 + 2	8/12	838	628	497	450	360	5 000
Lagoon 420 (2009)	4 + 1	8/11	838	628	497	450	360	5 000
Lagoon 440 Owner Version (2010)	3 + 1	6/8	964	714	571	517	414	5 000
Catana 47 (2010)	4 + 2	8/10	1230	921	739	669	518	8 000
Catana 47 Custom (2010/11)	4 + 2	8/10	1353	1013	813	736	570	8 000
Catana 50 OC (2010)	5	8/10	1544	1257	1008	912	630	9 000
Catamarans								
Catana 41 OC (2008)	4	8/9	838	628	497	450	360	7 000
Catana 43 OC (2006/07)	4+2	8/10	838	628	497	450	360	7 000
Catana 47 OC (2006/07)	4+2	8/10	1108	872	700	634	491	8 000
Catana 52 OC (2007)	5	8/10	1544	1257	1008	912	630	9 000
Power Catamaran Premier								
Highland 35 (2010)	3	6/1	662	525	378	357	312	5 000

Cleaning: to be added to the above daily rates a per charter cleaning fee of
 Monohulls: up to 38': € 135.-, from 39' to 45': € 165.-, from 46' to 49': € 190.-, 50' and over: € 210.-
 Catamarans: up to 40': € 210.-, from 41' to 45': € 230.-, from 46' to 49': € 250.-, 50' and over: € 275.-
Starter Pack: mandatory extra to be added to the above daily rates a set fee of € 38.50 per charter. The pack includes: 1 bottle of Mount Gay Rum, 2 limes, sugar, 1 pack of 6 Coke cans
 1 gallon Water, 1 small bottle of washing up liquid, 1 dish cloth/sponge, garbage bags, 1 roll of paper towels, 1 box of matches, 1 roll of toilet paper in each head

SuperPremier yachts: less than 12 months old from their first charter date, dinghy with 6hp outboard engine (15 hp outboard on catamarans of 47ft and over)
Premier yachts: less than 3 years old from their first charter date

- On Harmony 52: water maker
- On Harmony 52 Custom: bowthruster, radar, furling mainsail
- On Jeanneau 53: bowthruster, electric winches
- On Catana 41 OC : gennaker, solar panels and water maker
- On Catana 43 OC : gennaker, solar panels and water maker
- On Lagoon 400 SuperPremier: solar panels, electric winch
- On Lagoon 440 Owner Version: generator, water maker, air conditioning, electric winch
- On Lagoon 450 Owner Version skippered: generator, water maker, air conditioning, electric winch, TV-LCD
- On Lagoon 450: generator, air conditioning, TV-DVD
- On Catana 47 OC: gennaker, solar panel, water maker, generator and air conditioning
- On Catana 47 Custom: gennaker, solar panel, water maker, generator, air conditioning, electric winch
- On Catana 47 and 47 Carbon Infusion: gennaker, solar panels and water maker
- On Salina 48 Evolution: gennaker, solar panel, water maker, generator and air conditioning, electric winch
- On Catana 50 & 52 OC: gennaker, solar panel, water maker, generator and air conditioning, electric winch
- On Highland 35: air conditioning

The rates include
 First & last night at the Dream Yacht Charter pontoon ♦ autopilot ♦ GPS ♦ CD-player & cockpit speakers ♦ dinghy & outboard engine ♦
 2 sets of linen, towels, beach towels per person/week ♦ snorkelling gear ♦ Dream Yacht Charter Guarantee

The rates do not include
 Cancellation insurance ♦ transfers airport-base-airport ♦ diesel, fuel and water

The above rates apply for charters of 7 nights minimum

Short Term Cruise (not available from 18/12 to 07/01)	Journey	Surcharge on the daily rate
	3 Days / 2 Nights	+ 100 %
	4 Days / 3 Nights	+ 50 %
	5 Days / 4 Nights	+ 35 %
	6 Days / 5 Nights	+ 15 %
	7 Days / 6 Nights	+ 10 %

Embarkation 17h00 (05:00 PM) / Disembarkation 10h00 (10:00 AM)

Early boarding at 12h00 (noon) = 50% of the daily rate

- Long term discount** 5% on any charter from 13 nights to 20 nights ♦ 10% from 21 nights to 27 nights ♦ 15% from 28 nights or more
- Early booking discount** 5% for any charter booked and down paid 180 days or more prior departure date
- Repeater discount** 5% for any repeat client
- Boat show discount** 5% for any charter booked on a boat show
- Group discount** 5% for at least 5 yachts booked
(On the top of the long term discount only three discounts can be cumulated)

Options: All extras and options paid locally – on spot – are subject to a surcharge of 10%
 Any crew change during the charter is subject to € 200.- additional cost
 Kayak Online order www.bviwatertoys.com
 Fishing rod Online order www.bviwatertoys.com (permit is mandatory)
 Windsurf / Paddle board Online order www.bviwatertoys.com
 Children safety net € 200.-/charter
 15 hp outboard engine € 35.-/night (possible for catamarans only)
 Converter 110 V / 220 V € 80.-/week
 Boat Phone € 15.50 / charter (US \$ 22.-) + communications fees

Skipper € 195.-/night + provisioning
 Hostess/Cook € 165.-/night + provisioning

Full board
 1 to 4 guests on board € 50.-/person/night
 More than 4 guests on board € 45.-/person/night

Transfers
 Beef Island Airport – Base: € 26.- / person / Round Trip
 Ferry Dock Road Town – Base: € 26.- / person / Round Trip
 One way transfer cost: 50% of the round trip cost

Diving Gear
 Block 15 L : € 55.-/week
 Pressure reducer: € 65.-/ week
 Stab: € 55.-/week

In any case clients will have to sign a distinct contract on spot with subcontractor.

BVI Cruising Taxes – Mandatory	
(subject to changes)	
Dec 1 to April 30	€ 1.50/person/day
May 1 to Nov 30	€ 0.55/person/day
(For foreign based boats the amount is € 3.-/person/day from Jan 1 to Dec 31)	
Search & Rescue Fee	€ 2.-/person/charter
Airport departure tax	\$ 20.-/person
All above taxes and fees are subject to change	

BVI National Park Fees (subject to change)
 € 19.-/boat/week/1 to 4 persons
 € 27.-/boat/week/up to 6 persons
 € 34.-/boat/week/up to 8 persons
 € 42.-/boat/week/up to 10 persons
 € 5.-/week for any additional person
 Foreign based boats pay twice the above amount

All-consumables-included-package

Not available on Highland 35
 Monohulls 34' – 47' € 35.-/night
 Harmony 52, Jeanneau 53, Catana 41, 43 OC, Lagoon 400, 420, 440 & 450 € 50.-/night
 Salina 48, Catana 47 OC, 47 Custom, Carbon Infusion & 47, 50 & 52 OC € 60.-/night
 All our yachts are delivered to you with full tanks of fuel (yacht & dinghy), full tank of water, 1 bottle of cooking gas in duty + 1 spare bottle. You have to re-deliver the yacht with full tanks of fuel and water. If you choose our package, all starting consumables are included plus any re-fill of water at our Dream Yacht Charter Pontoon during your charter.

Security Insurance The security insurance is mandatory in case of a skippered charter. Not available for regattas & races.
 Catana 50 & 52 OC € 60.-/night (minimum € 420.-/charter) + a reduced refundable deposit of € 750.- at the base
 Salina 48, Catana 47 OC, 47 Custom & 47 € 50.-/night (minimum € 350.-/charter) + a reduced refundable deposit of € 750.- at the base
 Catana 41 OC, 43 OC, Lagoon 450, 440, 400 & 420 € 40.-/night (minimum € 280.-/charter) + a reduced refundable deposit of € 650.- at the base
 Highland 35 € 40.-/night (minimum € 280.-/charter) + a reduced refundable deposit of € 650.- at the base
 Harmony 52 & Jeanneau 53 € 35.-/night (minimum € 245.-/charter) + a reduced refundable deposit of € 550.- at the base
 Oceanis 34, Harmony 38, 42 & 47, Dufour 385 & 405 GL, Cyclades 43 € 30.-/night (minimum € 210.-/charter) + a reduced refundable deposit of € 500.- at the base

Security Deposit to be paid at the base upon embarkation by bank certified cheque, cash or traveller cheques Credit card (Visa or MasterCard).
 If paid by credit card client should contact his/her bank and let them know about the transaction. Should the refundable full security deposit by credit card be refused at the time of embarkation, client will be obliged to subscribe the non refundable security insurance.

One-way fees in €	St. Lucia	St. Vincent	Union / Barbados	Grenada / Trinidad	Guadeloupe	Antigua	St. Barth / St. Martin	St Thomas (USVI)	San Juan (Puerto Rico)	Caracas	Martinique
Tortola	1 600	1 700	1 800	2 000	1 170	1 000	845	500	600	4 000	1 500

www.dream-yacht-charter.com

Cuba Platten-Sailing, CIENFUEGOS

CHARTERPREISE 2011-2012

(EUROWOCHEN)

Stand: 01. Juli 2011

Änderungen vorbehalten - alle früheren Preise ungültig

YACHTTYP	KABINEN	MAX. PERS.	LÄNGE	BAU-JAHR	09. MAI 2011 - 18. DEZ 2011	19. DEZ 2011 - 06. MAI 2012	07. MAI 2012 - 16. DEZ 2012	17. DEZ 2012 - 05. MAI 2013	KAUTION	
MONOHULLS								bar oder VISA/MC		
BAVARIA 50	Cuba Libre	5	10	15,43 m	2001	2.950 €	3.950 €	2.950 €	3.950 €	2.000 €
BAVARIA 50	Zora	5	10	15,43 m	2001	2.950 €	3.950 €	2.950 €	3.950 €	2.000 €
KATAMARAN										
BAHIA 46	Cohiba	4+2+2	12	14,00 m	2004	3.600 €	4.600 €	3.600 €	4.600 €	3.000 €
BAHIA 46	Carlos	4+2+2	12	14,00 m	2004	3.600 €	4.600 €	3.600 €	4.600 €	3.000 €
LAGOON 440	Victoria	4+2	10	13,61 m	2007	3.600 €	4.600 €	3.600 €	4.600 €	3.000 €
BELIZE 43	El Tocaroro	4+2	10	13,00 m	2002	3.200 €	4.200 €	3.200 €	4.200 €	3.000 €
ISLAND SPIRIT 400	Montecristo	4	8	11,95 m	2005	2.900 €	3.900 €	2.900 €	3.900 €	3.000 €
LAVEZZI 40	Domino	4	8	11,90 m	2008	2.900 €	3.900 €	2.900 €	3.900 €	3.000 €
ATHENA 38	La Perla	4	8	11,60 m	2003	2.450 €	3.450 €	2.450 €	3.450 €	2.000 €
ATHENA 38	La Isla	4	8	11,60 m	2002	2.450 €	3.450 €	2.450 €	3.450 €	2.000 €

AUSRÜSTUNG INKLUSIVE:

Lazyjacks (ausgenommen BAVARIA), Rollgenau, Spinnaker* (Zusatzkaution 300 €), Elektr. Ankerwisch, Bimini-Top, Beiboot mit Außenborder, Autopilot, GPS, CD-Player, Kühlschrank elektrisch, Landstrom, Schnorchelausrüstung*, Bettwäsche und Handtücher, Endreinigung.
 BAVARIA: Rollgroßsegel, Sprayhood, Windgenerator.
 LAVEZZI, BELIZE UND LAGOON: Solarzellen.
 ISLAND SPIRIT UND BAHIA: Generator 220V.

MEHRWOCHEPREISE:

ab 2 Wochen 5%, ab 3 Wochen 10% Nachlass auf den Gesamtpreis

FRÜHBÜCHERPREISE:

bei Vertragsabschluss und Anzahlung mindestens 6 Monate vor Törntermin 5% Nachlass auf Gesamtpreis

EIN-/AUS-CHECK:

Täglich ab 18.00 / bis 10.00 Uhr, Törndauer nicht an Wochen gebunden (z.B. 10 oder 12 Tage möglich)

MINDEST-CHARTERDAUER BAREBOAT:

1 Woche. Danach Einzeltage zu 1/7 des Wochenpreises.

SOMMER-SPECIALS¹ MAI BIS SEPTEMBER:

10 Tage segeln - 1 Woche plus 300 € zahlen
 2 Wochen segeln - 10 Tage zahlen
 3 Wochen segeln - 2 Wochen zahlen

ÖRTLICHE STEUER²:

12 CUC²/Pers./Tag, zahlbar vor Ort (Kinder unter 12 Jahren 6 CUC/Tag)

PROVIANT:

Vorbestellung nach Proviantliste möglich (Proviant zahlbar vor Ort).

SEGELREVIER:

Kubanische Hoheitsgewässer.
 Nachtsegelverbot innerhalb der Riffs.
Keine fremden Personen an Bord erlaubt.

FLUGHAFEN-TRANSFER:

Havanna bis 3 Pers. 145 €, bis 8 Pers. 180 €, bis 17 Pers. 210 €, bis 40 Pers. 350 €, Varadero bis 3 Pers. 120 €, bis 8 Pers. 140 €, bis 17 Pers. 160 €, bis 40 Pers. 300 €, alle je einfache Strecke (zahlbar mit Vertrag)

EXTRAS:

Windsurfer: 50 €/Woche

Skipper: 80 €/Tag+Verpflegung (zahlbar mit Vertrag).

Bei Buchung mit Skipper **keine Kaution.**

Koch/Marinero: 50 €/Tag+Verpflegung (zahlbar mit Vertrag).

AUFPREIS FÜR ONE-WAY-TÖRNS:

Cienfuegos - Trinidad oder umgekehrt auf Anfrage
 Cienfuegos - Cayo Largo oder umgekehrt auf Anfrage
 andere One-Way-Törns auf Anfrage

FLÜGE:

Deutschland - Havanna ab 649 € plus Steuer

1) SOMMER SPECIALS: darauf keine weiteren Nachlässe 2) GELDWÄHRUNG: Peso Convertible (CUC). 1 € = ca. 1,20 CUC (Juli 2011).
 3) AUSRÜSTUNG: Spinnaker und Schnorchelausrüstung auf Anfrage und solange Vorrat reicht.

Alle reden von Cuba – wir sind da.
Seychellen VPM Bestsail, Mahé

Mahé (La Cascade)
5% Frühbücher bis 6 Monate vor Charterbeginn

Vermietet: VPM Bestsail - Courbevoie

Yachttyp	Kab.	Pers.	Bauj.	17.12. - 13.01.		07.07. - 24.08.		14.01. - 03.02.		Kaution
				€	CHF	€	CHF	€	CHF	
				04.02. - 27.04.		20.10. - 02.12.		03.12. - 16.12.		
				25.08. - 19.10.				28.04. - 06.07.		
Währung (Preis pro Woche)				€ CHF		€ CHF		€ CHF		€
Oceanis 43	4	8	08	3.600	4.500	3.000	3.750	2.750	3.438	4.500
Bavaria 41	3	7	04	3.100	3.875	2.600	3.250	2.200	2.750	2.500
Bavaria 39	3	6	06	2.600	3.250	2.400	3.000	2.000	2.500	2.500
Katamarane										
Lagoon 570*	6	12+2	04	10.000	12.500	9.000	11.250	8.000	10.000	5.000
Lagoon 440	4+2	8+2	05	6.200	7.750	5.300	6.625	3.800	4.750	4.000
Orana 44	4+2	10	08	6.500	8.125	5.600	7.000	4.400	5.500	4.000
Nautitech 40	4+2	10	04	4.000	5.000	3.600	4.500	3.500	4.375	3.500
Mahe 36	2	6	07	3.500	4.375	3.200	4.000	2.900	3.625	3.500

Im Preis enthalten: GPS, Autopilot, Aussenborder, el. Ankerwinde, Bimini, Bettwäsche, Handtücher, Schnorchelausrüstung, CD, erste und letzte Nacht am Steg von VPM, Mahe 36: el. Winde für Großsegel, *Lagoon 570: Bareboat Charter nur mit Berufs-Schiffsführer-Lizenz

Nebenkosten: Zahlbar vor Ort: Landing Fee (staatl. Tax), auf den Inseln kann jeweils nur in € oder US \$ bezahlt werden. Verbräuche Gas/Wasser/Öl etc. ca. €50/Törn.

Extras: Skipper €160/Tag+Verpfl., Koch/Steward €130/Tag+Verpfl., Kayak (1 Pers) €20/Tag, Windsurfer €20/Tag, Spi €20/Tag, Angelrute €15/Tag, Endreinigung auf Wunsch (Kaution für Endreinigungskosten wird vor Ort hinterlegt) Einrumplyacht bis 38' €120, 39'-45' €150, Katamaran bis 40' €190, 41'-45' €210, 46' und mehr €250, Service Gebühr bei Rückgabe mit nicht gefülltem Dieseltank: Dieseltankkosten+€100 Zuschlag.

Rabatte: 14-20 Tage 5%, ab 21 Tagen 10%, 5% Bestsail-Treuerabatt, 5% Messe, max Rabatt 15%

Übernahme / Rückgabe: Täglich 13 Uhr / 8 Uhr

Kaution / Selbstbehalt: Zu hinterlegen vor Ort: in bar oder mit Visa-/Mastercard. Kunden mit Kreditkarten: bitte kontaktieren Sie Ihre Bank um diese über die Transaktion zu informieren, sollte die Karte zurückgewiesen werden, muss vor Ort der Damage Waiver abgeschlossen werden.

Kaution/abgeltung: Zahlbar mit Vertrag: €30/Tag (bis 36'), €35/Tag (über 36') (Min. €210/Charter). Obligatorisch für Charter mit Skipper Restkaution/Selbstbeteiligung (zu hinterlegen vor Ort) €500 (bis 36'), €650 (über 36').

Einwegfahrt: Zahlbar mit Vertrag: Mahé > Praslin oder La Digue €300.

Transfer: Zahlbar vor Ort: Flugh. Mahé-Basis La Cascade-Flugh. Mahé: €12 pro Pers.

Proviantbestellung: Vollpension empfohlen (ohne alk. Getränke): (1-5 Pers.) €50/Pers./Tag, ab 6 Pers. €40/Pers./Tag.

Einkaufsmöglichkeiten: Auf Mahé Supermarkt und Markt, auf den Inseln sehr beschränkt.

Sprache in der Basis: Englisch, Französisch.

Zusatzinformation: Mindestcharterdauer 7 Tage.