



Amsterdam, 7th of October 2018

Dear Madam/Sir,

We are delighted to have partnered with the 12M Worlds in Helsinki in 2020 and have the pleasure to provide the safe and seamless transports for the 12M fleet.



To provide the most cost effective transport solution and help the class maximise the numbers traveling across, we have planned two main transports; an outbound sailing from Newport to Helsinki at the end of June and a return shipment immediately following the Worlds at the end of August.

Through our partnership with the class, we put together a discounted package for shipping the yachts as a group. As a pricing example you can find the transport solution for the 12M Courageous for both legs.

To make sure fair pricing is applied depending on size, weight and insurable value, we ask you to fill out the included request form. We will then provide each yacht with a tailored offer. Once we get a good overview of the number of yachts wanting to ship together, we can apply the group discounts as agreed with the class.

We are very much aware of the delicate and specific nature of the yachts and so will put a lot of effort in providing customized lifting and cradling plans for each yacht. To this end we will ask you to provide pictures and drawings of each yacht. There are a number of steps involved in getting the yacht ready for the transport. To provide you with more information on the specifics, you may find general information as well as frequently asked questions included in this package.

We hope this skipperspack provides you with a good overview of the transports and look forward to help the 12M class to get as many yachts as possible safely across and back to participate in the regattas in the Baltic.

Kind regards,

Wouter Verbraak,

Head of Sevenstar Racing Yacht Logistics



## About Sevenstar

Sevenstar is the global leader in yacht transport. On the majority of routes we use one of our 120 company owned vessels. This provides us with better control of the schedule and route of the vessel and at the same time it means that the crew on the vessel are well versed in looking after delicate racing yachts.

To ensure the safe loading, transport and discharging of your yacht we put a lot of focus on having our highly experienced operations team develop a detailed loading and cradling plan.

To provide you with concise information we work with a dedicated representative in our office providing a personal direct contact that coordinates the operations for a seamless and safe transport of your yacht.

## The dates

- Newport - Helsinki, planned loading dates between the 15<sup>h</sup> – 30<sup>th</sup> of June 2020.
- **12M Worlds Helsinki 16<sup>th</sup> – 23<sup>rd</sup> of August.**
- Helsinki - Newport, planned loading dates between the 25<sup>h</sup> August – 10<sup>th</sup> of September 2020.

## Our Racing Yacht Logistics Team



### Wouter Verbraak

Wouter is a professional sailor with 20 years of top level racing experience as navigator/tactician in Volvo Ocean Race, America's Cup, Maxi 72s, TP52s, J-Class and IMOCA 60s. [Wouter@sevenstar-uk.com](mailto:Wouter@sevenstar-uk.com)  
Mobile: +447557526451



### Verity Springer

Verity is our Operations & Customs specialist with a solid track record in complicated, time sensitive shipments of yachts, containers, spares and smaller packages. [Verity@sevenstar-uk.com](mailto:Verity@sevenstar-uk.com) +44 2380 215 064

## Indicative rates

To provide fair pricing, each yacht will receive a tailored pricing as per the dimensions provided by you in the request form included in this package.

To provide you with an indication, using the dimensions of 12M yacht Courageous, L 19.94m x W 3.73m x D2.62m x W 25mT, we can provide you with the following indicative rates on our lift-on lift-off services:

### Newport to Helsinki return

On our tailored mast-up sailing.

Basis **six yachts** shipping together.\*

One way **\$45,000 USD** per yacht

Roundtrip **\$82,000 USD** per yacht.

*\*Basis yachts shipping together on same vessel, from same loading port to same discharge port.*

***Discharge and loading in Rauma (180nm NW from Helsinki) can be offered at a 10% discount.***

**This pricing includes the preferred rates as per the partnership agreement:**

5% basis shipping 6 x 12M yachts together.

**In the case of more yachts shipping together we can offer:**

7.5% basis shipping 10 x 12M yachts together.

10% basis shipping 15 x 12M yachts or more together.

### All rates are including:

- Water to water loading and discharging.
- Transport insurance based on a value up to € 1,000,000.
- Experienced and DNV certified loadmaster for loading and unloading.
- Diver for loading.
- Sevenstar provided custom 12M cradling solution.

### Available on request:

- Export and import customs clearance.

### These rates are excluding:

- Import taxes and duties.



## 12 M Worlds Helsinki – Information ahead of your transport

### Information from your side

#### **Yacht details**

A great deal of homework goes into the preparation of your transport with us. Special attention is given to the lifting and cradling solution. To this end we ask you to provide full details on the dimensions of your yacht via the Yacht Details form. Ideally this information is complimented with drawings of the yacht showing the sail plan, position of the centre of gravity and bulkheads.

#### **Insurance questionnaire**

In shipping with us, we offer you to become part of our general insurance for the vessel. This All Risk Ocean Marina Cargo Policy is tailored to our transports, matching the agreement with you through our contract.

To be able to issue you the policy, please can you fill out the form specifying any additional cargo accompanying the yacht like containers/masts, indicating the total insurable value, and agree to the terms in the insurance questionnaire.

The questionnaire also provides you with the opportunity to take out third party liability insurance and cover for the delivery of the yacht to the vessel.





## **Information from our side**

### **Nomination of the vessel**

As on the majority of our routes we are using one of our 120 company owned vessels, we have better control over the schedule and port rotations. Also, on the annual routes, we already plan the journeys well in advance. In these cases we will already be eyeing out vessel options well in advance.

On less frequented routes, or where timings are slightly out of the seasonal shipments, the nomination of vessels is less straight forward.

To provide you with the best solution and not be locked into a vessel's progress, we often work with several vessel options and only formally nominate the vessel one/two weeks in advance. Once we do so, we send you the official vessel nomination.

### **Vessel updates**

Once the vessel is nominated for your transport, we will send you an update every Monday, Wednesday and Friday after our operations team has checked in with the progress of the vessel and the planned port calls.

These updates will initially provide you with a window of planned loading dates and as the vessel gets closer we will home in on the specific eta.

Please note that we are very weather dependent both for the progress of the vessel whilst on it's way, as well as for the loading/discharging of the cargo. We will not take risks in lifting yachts/other delicate cargo when conditions are unfavourable. Another important factor is port congestion, which can significantly impact the schedule and is out of our control.

We endeavour to keep you updated as well as we can. Please allow flexibility in you schedule as the eta may go back or move forwards!



### **The week ahead of loading**

In the week ahead of the loading, we should be able to home in on the day of the loading. Two days before the loading we will provide you with the loadmaster details as well as the planned loading sequence.

### **Preparation for the loading**

#### **Tank levels**

It is absolutely paramount that on arrival alongside our vessel, the yacht is on or below the declared weight. This means that tanklevels have to be at the minimum required for safely delivering the yacht to and from our vessel. Also, as several of our transports are carried out in the winter, winterising the yacht is often required.

#### **Preparing the yacht**

As we are crossing large bodies of water and can indeed meet adverse weather conditions, please make your yacht ready for the crossing; removing sails, spray hoods, covers, halyards, sheets, bimini's, loose items, etc. etc.

The vessel's vibrations are inevitably transferred to your yacht, and as such chafe is a serious consideration. Providing sufficient chafe protection between the hull and straps to secure the yacht is advisable.



## **The loading**

### **Loading schedule**

Please check the loading schedule and stay in close contact with the loadmaster and port agent for the latest on the timings and sequence. The timings are highly dependent on the weather, custom formalities, port formalities and progress with the loading of the yachts ahead of you.

### **Coming along side the vessel**

Once it is your turn, please come along side the vessel at the advised crane number. The yacht should have sufficient fenders and mooring lines to secure the yacht safely along side the vessel. Where lifting strops are used, the positions for these need to be marked clearly on the hull.

For sailing yachts, the backstay should be able to be readily and swiftly removed for the lift. The loadmaster and crew of the vessel will provide straps to control the yacht during the lift.

### **The lift**

Once the loadmasters are happy with the lifting rig, you will be requested to leave the yacht. This generally is done via climbing to the deck of the vessel on a monkey ladder.

Adequate safety helmets, high vis jackets and safe footwear are mandatory at all times whilst on board the vessel. You are to provide these yourself and wear these before boarding the vessel .

### **Cradling**

The loadmaster will together with the crew of the vessel and stevedors put the cradling solution in place. They will also help with the securing of the yacht down to the deck with straps.

It is the clients responsibility to stay on the vessel until the cradling and lashing is done, and confirm that this is done to the required standard.

Again, please provide adequate chafe protection between the yacht and the straps, as the straps will move with vibration of the vessel and can easily damage the yacht.



## **12 M Worlds Helsinki transports - Frequently asked questions**

### **- How will the booking process be structured?**

To make sure each yacht is charged at a fair rate, included in this skipper's pack you may find a transport request form. The pricing is based on overall length, max beam, total weight and insurable value of the yacht. As an example we have also provided the pricing for shipping 5 12M yachts to Helsinki and back.

We will provide you with a quote tailored to your yacht. Once the total number of yachts shipped together is known, we will apply the agreed discount as per our partnership agreement.

### **- Does the transport include insurance?**

The transport does include the transport insurance. This is based on the insurable value of the yacht as well as whether third party liability insurance is taken out. As part of the booking process, Sevenstar will provide an insurance questionnaire for you to fill out and then we can specify the premium to be paid. As part of the partnership agreement, the insurance premium for an insurable value of up to € 1,000,000 is included.

### **- Can we ship mast up?**





The vast majority of the yachts that we transport are shipped mast up as in our experience, this is the safest way. Loose masts are at a higher risk of being damaged as they need to come in on truck and involve multiple lifts. As an alternative yachts can come along side with the mast secured on the deck. This will facilitate the hoist, but complicates the logistics on each side with taking the mast down and putting it up again.

- **How will the yacht be lifted?**

Ahead of the transport our operations team will make a lifting plan for each individual yacht basis pictures and drawings provided by the team. We have extensive experience in shipping delicate long keel yachts like the 12M and J Class. A diver will be provided to make sure the slings are put in the right position.

- **How will the cradling be organised?**

Sevenstar will provide a custom cradling solution, which will again be based on drawings and pictures of the yacht. To make sure the stands are positioned on the strongest parts of the hull, we request you to send us drawings indicating the position of the bulkheads and ringframes.

- **What is the laycan?**

As the base cargo in the hull is paying the far majority of the ocean freight, we have to match your shipping dates with that of the dates of the available vessels. To this end we work with a laycan which is the window of planned loading dates.

- **How will I know when the yacht will be lifted?**

Once the appropriate vessel is nominated, we will send you updates with the eta of the vessel in the loading port. These vessel updates are sent out Monday, Wednesday and Friday. In this way we will narrow the window down from three weeks to a week and then two/three days. As we are very dependent on the weather and berth availability in the different ports, we advise you to allow for ample flexibility in your travel schedule.



- **What is the procedure for the export from the USA and import into Europe?**

The import and export customs clearance are the responsibility of the owner of the yacht. In general, the procedure for privately owned yachts is straight forward. Some more attention needs to be given should the yacht not be VAT paid, owned by a management company or if the yacht is accompanied by a container/support boat. Sevenstar can facilitate in the customs clearance process with advise and putting together the required paperwork for our dedicated customs brokers/agents.

## **12 M Worlds Helsinki transports – Request form**

### **Owner**

Yacht representative: \_\_\_\_\_

Address: \_\_\_\_\_

Email: \_\_\_\_\_

Telephone: \_\_\_\_\_

### **Yacht**

Yacht name: \_\_\_\_\_

Overall length: \_\_\_\_\_

Max beam: \_\_\_\_\_

Draft: \_\_\_\_\_

Total weight for loading: \_\_\_\_\_





Please send to: [Wouter@sevenstar-uk.com](mailto:Wouter@sevenstar-uk.com)

