



Photo by Randy Lincks

A NEW SPIN ON CHARTER BOAT OWNERSHIP

What the Caribbean's Horizon Yacht Sales is offering with its new and used Bavarias and Fountaine-Pajots

So you have chartered in the Caribbean enough to know that the trusty trade winds, spectacular scenery and fun shoreside activities are for you. If only you could own your own boat, to use whenever you want, that could pay for itself and be ably looked after while you are away. Well, Horizon Yacht Sales is perfectly positioned to help with just that.

Before the arrival of local or regional yacht dealers a buyer with this objective in mind had to acquire the boat elsewhere while figuring out the logistics of getting it to the Caribbean and rigging it correctly for that particular environment, not to mention finding a

place to go for after-sales support.

Not so now. Horizon Yacht Sales provides two popular brands of new yachts, a brokerage service and a variety of ownership options. As the sales division of Horizon Yacht Charters, which has bases in the British Virgin Islands, St. Martin, Antigua and Grenada, the focus on maintenance and customer

service is carried into the yacht sales program. With these values in mind, Horizon chose Bavaria



Rendering courtesy of Horizon Yacht Sales

Cruising cats make comfortable floating homes



Photo by www.yachtshotsbvi.com

In fresh trade winds or at anchor, a well-fitted monohull is fun to sail and comfortable for a charter party

Yachts, German-built monohulls between 30 and 50 feet, and Fontaine-Pajot catamarans, French-built performance cruising multihulls, ranging from 36 to 60 feet, as the boats they can rely on to deliver first-class production quality, ergonomic designs and proven blue-water capability.

If a new boat is not what you are looking for, Horizon also offers a yacht brokerage service for used yachts. The Caribbean is one of the largest sailing centers in the world, and, as a result, many pre-owned yachts are for sale. As a byproduct of the charter fleet, Horizon represents the largest range of used Bavarias on this side of the Atlantic. These are some of the best maintained yachts and, in a highly competitive price market, some of the best bargains.

As a sales and charter company, Horizon is able to offer a variety of ownership options. By maintaining a full-service staff of professional technicians, mechanics, riggers and shipwrights, Horizon has the expertise in place for system installations and engineering solutions and can work with buyers to commission their boat to

very specific personal requirements, providing the perfect setup for extended cruising.

Horizon also offers private management services in each location, encompassing anything from daily monitoring to storage or hurricane preparation. You can rest at ease in between your trips, knowing the boat is in safe hands and will be ready for you to step aboard when you return.

The primary advantage of charter management ownership is offsetting the costs of ownership through charter revenue. With different programs available, personal use can be anything from four weeks to unlimited depending on whether you choose the "Maximum Income" or "No Expenses" program.

Buying a yacht in the Caribbean also comes with the distinct advantage of being tax free. With no sales tax to pay, the price comparisons are lower than in taxable areas. Although professional financial advice should



Photo courtesy of Horizon Yacht Sales

always be sought, there are many additional tax advantages to owning a yacht offshore.

With a charter fleet of over 70 yachts in the Caribbean, Horizon offers a try-before-you-buy feature. Whether buying for your private needs or as a charter yacht, there is no better way to test sail a yacht than to live on it for a week or more. Horizon will deduct up to a week's charter fee from the purchase price of any new yacht bought within three months of the charter.

If the Caribbean is your preferred cruising ground and you want unrivalled personal care and attention through your yacht purchase experience, Horizon Yacht Sales is waiting to welcome you aboard.



For more information visit the Horizon Yacht Sales website, www.horizon-yacht-sales.com or call 877-494-8787.