



YACHT SOLUTIONS



**Agency Procedures  
2009/10**

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A member of

*superyacht*  
GLOBAL

## 1.0 YACHT AGENCY

Yacht Solutions operates a professional yacht agency in Thailand, offering assistance in all areas shore side support. Yacht Solutions is a founding member of [www.superyachtasia.com](http://www.superyachtasia.com), a network of experienced Superyacht agents offering support throughout the Indian Ocean and Asia. From SuperyachtASIA's success SuperyachtGLOBAL has now been formed to offer seamless shore side support service throughout the world. [www.superyachtGLOBAL.com](http://www.superyachtGLOBAL.com)

We can organise the tasks that seem daunting or need specialist skills. We have a good working relationship with the local governing departments such as Customs, Immigration, and Harbour Master, ensuring all legal procedures are adhered to. We also have good contacts and the required permits to organise cruises to most Asian countries. Anything you need, we will source, organise and deliver in a professional and timely manner.

If you have any questions regarding our yacht agency services or the company itself, please do not hesitate to contact our team by phone or email. For specific yacht agency information, please contact Gareth or Suwannee on [agency@yachtsolutions.net](mailto:agency@yachtsolutions.net). Shore-side support is just one of the services we offer the marine industry, for more information on the company and its services in entirety, please browse our website at [www.yachtsolutions.net](http://www.yachtsolutions.net).

Thailand provides full marina services for superyachts up to 60m which are conveniently located 15 minutes from the international airport.

## 1.1 VESSEL CLEARANCE

Checking into Thailand is a time-consuming and complicated process. It is based around Thai values and many of the officials do not speak English. Yacht Solutions can save you time and hassle by acting as your agent for clearances in and out.

For crew wishing to stay in Thailand longer than 30 days we recommend all crew acquire a 60 day Tourist Visa from the nearest Thai Consulate prior to arrival (this visa can be then extended for an additional 30 days in the country). This visa is not essential, but it will save you the cost of renewing visas every 30 days. The captain will be cleared in as crew; they will be issued a 30 day yacht visa on arrival and will then require organising a crew bond which is outlined below to leave the country after 30 days. On return the tourist visa will be enacted.

For this service to run smoothly we will need the following:

- original vessel registration documents;
- clearance papers from last port;
- all crew and passenger passports;
- letter of authority from owner to captain to act as captain for your boat;
- **If the vessel ownership is under a company name**, please contact us to receive templates of the correct paperwork required.

\* A copy of all the above paperwork is required prior to the yacht arriving in Phuket, you can send by email or fax to +66 (0)76 239 139.

### 1.1.1 The Procedure

Once you have arrived in Phuket waters we will meet your vessel at any location and collect all necessary documentation. We will then proceed to check you and your vessel into Thailand. This procedure normally takes 3 to 5 hours to receive the correct documentation and stamps.

Your vessel will then be entitled to stay in Thai waters for 6 months or for 1 year if your vessel is berthed in a marina. Once this period is close to expiring we can then have the customs declaration extended a further 3 times to a maximum of 2 years. This is outlined in the vessel extension section below.

Vessels with a Gross Tonnage <100 tonnes.

The fee for this is 10,000 THB per clearance including 4 crews, with a further 500 THB per extra crew or passenger. All charges are subject to 7% VAT.

Vessels with a Gross Tonnage >100 tonnes

Price on application. Size of the vessel and number of passengers need to be submitted to authorities to obtain a price for this service

Note: For weekends and public holidays an additional 2,500 THB charge is required for the government officials.

To clear the vessel in without the captain present, additional charges payable to the authorities are required and these are dependant on the yacht size.

Please request a breakdown of full costs for your particular vessel

## 1.2 CUSTOMS EXTENSION

Yacht Solutions can organise an extension of stay in Thai waters for your vessel with Customs. To ensure the smooth extension of your customs temporary importation from 6 to 12 months, 12 months to 18 months or 18 months to 24 months the following will be needed:

- Customs clearance form no. 7001 and schedule 1 (original of check in paper).
- Photocopy of Registration certificate
- Photocopy of owner passport with last visa stamp in Thailand – signed in blue pen
- Photocopy of captain passport with last visa stamp in Thailand – signed in blue pen  
– *If captain cleared in vessel originally*

This service is advised to be done no later than one week before the expiry date on the Customs form.

The fee for 6 month to 12 months is 14,000 THB, payable before the event.

The fee for 12 month to 18 months is 16,000 THB, payable before the event.

The fee for 18 month to 24 months is 18,000 THB, payable before the event. All charges are subject to 7% VAT.

### 1.3 CREW BONDS

Thailand has a policy that any crew member on a vessel entering Thailand be granted a maximum stay of 30 days. At any time the crew wish to leave the country within this time frame, or once the visa expires, the crew member must either leave by sea again, or if they wish to leave by any other method, deposit a 20,000 THB bond. Immigration will then issue the correct paperwork. Once this has been issued, one can only leave through the specified exit point and on the date applied for. Once one has left the country the funds made available to collect in Phuket three weeks after the exit date.

Yacht Solutions offers to ease this by organising it for you. We will do all the above and post the money, saving you a lot of time. For this we require the following:

- Copy of air or bus ticket; and
- passport.

This service is advised to be done no later than three days before the expiry date in the passport and cannot be done on weekends or public holidays.

The fee for this is 9,000 THB. All charges are subject to 7% VAT.

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Once the crew have been in the country with the vessel for their visa length, they will need to leave to organise a new visa. Upon return a crew bond will need to be placed as well.

Yacht Solutions can organise this and require the following;

- Full inbound flight details;
- Photocopy of passport

The above will be collected prior to the crew leaving the country and all will be prepared for their arrival.

The fee for this is 10,000 THB.

For evening and weekend flights an additional 2,500 THB will be charged.

All charges are subject to 7% VAT.

## 1.4 VISA APPLICATIONS AND EXTENSION

For persons cleared into Thailand as a passenger, there are two methods to extend your visa. If you enter with a 30 day tourist visa on arrival you can receive a 7 day extension. This is the maximum you can receive.

Yacht Solutions can organise this and pay the extension fee on your behalf.

The fee for this is 5,500 THB.

The second method is to arrive with a 60 day tourist visa from a Thai embassy/ consul. Once this is close to expiry you can receive a 30 day extension. This is the maximum you can receive.

Yacht Solutions can organise this and pay the extension fee on your behalf.

The fee for this is 6,500 THB.

All charges are subject to 7% VAT.

For the above two services Yacht Solutions require the following:

One passport size photograph.  
Passport

## 1.5 CRUISING PERMITS, GUIDES, INFORMATION AND ADVICE

### 1.5.1 Myanmar

Yacht Solutions holds permits to legally allow vessels to travel to Myanmar. We will act as your agents in all respects to clear your vessel out of Thailand, into Myanmar, liaise with the governing bodies to gain permissions, meet with the officials in Kawthoung, clear the vessel back out of Myanmar and finally back into Thailand.

We can also offer experienced Western guides for sightseeing and diving, crew, including captains, deck hands and chefs. The standard procedure is simple and starts a minimum 3 weeks prior to your departure. At this point, we will need:

- photocopy of ship's registration documents;
- crew and passenger lists including DOB, nationality, passport no., issue & expiry date, gender;
- itinerary - we can help you plan this;
- Photocopies of all passports;
- 80% payment of the total fees;
- Picture of vessel both side view, bow and stern and showing vessel name; and
- Four passport size photographs per passenger and crew.

We will need to identify where exactly you wish to go, as there are extra permissions and fees for certain areas. We will then apply to Yangon for your permit. Once we have received your permissions we can start to process your vessel.

Below is an overview of the process involved:

- clear vessel out of Thailand (optional);
- clear vessel into Myanmar;
- liaise with officials in Kawthoung;
- organise local guide;
- final 20% payment of the total fees, plus expenses;
- clear vessel out of Myanmar; and
- clear vessel into Thailand (optional).

Prior to the vessel leaving Thai waters we will need the following (if you have chosen for us to clear you out of Thailand we will already have these):

- original ship's registration document;
- all passports;
- crew and passenger lists; and
- clearance out papers for Thailand.

Our staff will then meet you in Kawthoung and clear your vessel into Myanmar. You must take on a government guide (compulsory) who will liaise with any naval patrol boats or other officials during your trip. Once this is finalised you will be free to travel on your submitted itinerary only. Finally, if you have contracted us for Thai clearance, we will meet you back in Phuket to hand over all your documentation.

The fees for all the above services are as follows:

- Yacht Solutions fee – Yangon : US\$2,000
- Yacht Solutions fee – Mergui Archipelago : US\$1,750
- Permit to operate in Myanmar : US\$2,150
- Visa charge, per person : US\$20
- Passenger fee, per person, Myeik Archipelago, 5 days/ 4 nights : US\$150, US\$20 per extra day
- Government guide : US\$30 per day
- Kawthoung agent fee : US\$150
- Myanmar clearance out : US\$130
- Charts : Upon request
- Port fees : 5,000 THB
- Guide tip : 2,000 THB per 5 days
- Mooring and lighthouse fee (large yachts) : US\$100

NB: There will be additional fee's to pay to the various governing bodies for trips to Yangon and further, these will be advised once an itinerary has been submitted.

All charges are subject to 7% VAT.

### 1.5.2 Andaman Islands

Yacht Solutions can organise for vessels to travel to the Andaman Islands for pleasure. We will act as your agents in all respects to clear your vessel out of Thailand, appoint local agents in Port Blair to correctly liaise with the governing bodies to gain permissions, meet with the officials, clear the vessel in and back out of the Andaman's and finally back into Thailand.

Our agents in Port Blair are well established and can assist with anything required once there. As the organisers of the Andaman Sea Rally ([www.andamnsearally.com](http://www.andamnsearally.com)), we have a lot of experience in the Andaman's, and can ensure your trip runs smoothly. We can organise special permissions to dive with your own diving gear, to sail in and fly out (and visa versa) and to visit remote areas.

- The first step is to gain visas for India from the nearest consul. Please contact them for more information. **No-one can enter the Andaman Islands without a valid Indian visa.**

The standard procedure is simple and starts a minimum of 10 days prior to your departure. At this point, we will need the following:

- full payment of the total fees;
- photocopy of ship's registration documents;
- crew and passenger lists; and
- an itinerary

Once in the Andaman's you will need to identify where exactly you wish to go, as there are extra permissions and fees for certain areas. The agent will then apply to Port Blair for your permissions.

The next steps are as follows:

- clear vessel out of Thailand (optional, see additional file);
- clear vessel into Port Blair, through our local agents;
- liaise with officials in Port Blair, through our local agents;
- organise local guide (optional);
- clear vessel out of the Andaman's; and
- clear vessel into Thailand (optional, see additional file).

Prior to the vessel leaving Thai waters we will need the following (if you have chosen for us to clear you out of Thailand we will already have these):

- original ship's registration document;
- all passports;
- crew and passenger lists; and
- clearance out papers for Thailand.

Our staff will then fax all details of your trip to our local agents who will then meet your vessel on arrival. We will offer detailed procedures for the arrival in the Andaman's. If you wish to engage in scuba diving, you will need to take on a government-approved guide, who will liaise with any naval patrol boats or other officials during your trip. Once this is finalised you will be free to travel on your submitted itinerary only. Once you have completed your trip, our agents will meet with you again in Port Blair to clear you out. Finally, if you have contracted us for Thai clearance, we will meet you back in Phuket to hand over all your documentation.

The approximate fees for all the above services are as follows:

- Andaman agent fee : US\$250 (payable to the agent)
- Diving guide : US\$70 per day (payable to the agent)
- Charts : Upon request

## 1.6 PROVISIONING SERVICE

Yacht Solutions offers a provisioning service to save you time and the hassle. For the inexperienced, shopping in Thailand can be rather difficult. We offer to take that away from you by offering the following services;

1. English-speaking native shopping guide. This person will be an experienced Thai cook with a working knowledge of Phuket markets and food outlets. They can accompany yourself or your chef around Phuket offering advice, help expedite purchases, assist with the language and clarify local variations.
2. Provisioning list and delivery service. This service offers both local and international lists outlining all foods available. One simply outlines what you require and we will deliver them to your vessel. To ensure timely arrivals of goods please adhere to the below:
  - a) Local food produce can be ordered 24 hrs prior to the required time and delivered to your vessel.
  - b) Some international produce may not be available in Phuket, however we can source from suppliers and have lists for you to choose from. Orders MUST be placed 5 days prior to delivery.

Please ask us for more information on these services and to receive the provisioning order lists.

The fees as follows:

- 800 THB per hour for an English-speaking native shopping guide.
- Cost plus 10% surcharge on all food orders plus delivery fee (depending on location).
- Local sourcing and purchasing of goods Cost plus 10% + staff time costs

All charges are subject to 7% VAT.

## 1.7 CREW PLACEMENT

Yacht Solutions operates a crew agency offering both locally available and offshore positions within the marine industry. We pride ourselves on our local knowledge and ability to source local tradespersons, captains, boat boys, cooks, stewardesses and general boat crew for businesses and vessels within the area. We also have an international network of crew agency partners spanning the globe, enabling us to draw on a worldwide database to offer and find the best person to fulfil the specifications of the position. We place full time, part time, relief and temporary crew.

For vessel owners and captains please contact Gareth directly on [gareth@yachtsolutions.net](mailto:gareth@yachtsolutions.net), to outline your specific requirements.

For crew seeking positions please go to our web site and download the crew application form or apply directly to us. Applications for the position(s) you would like to pursue must be completed in full and returned via email. In addition, the following items should be submitted by post, fax (+6676239139) or email ([crew@yachtsolutions.net](mailto:crew@yachtsolutions.net)):

- a résumé / C.V. printed on *white* paper. Include boat names, sizes, dates onboard and position(s) held;
- a passport size photograph with a light background (.jpeg or .tiff);
- copies of all marine and navigational licenses and certificates held;
- letters of recommendation from previous employers;
- a list of references with current contact numbers; and
- chefs and cooks are required to provide a printed, professional one-week sample menu, including breakfast, lunch, dinner, desserts and hors d'oeuvres, and highlight any speciality training (breads, pastries, etc.). Photographs of your work are strongly suggested as they are excellent selling tools for your skills.

Upon completion of your file you will be notified, and your file will be sent to all our network agents worldwide. If any suitable work arises we will contact you. Please ensure you keep us updated with your availability, contact details and experience.

Yacht solutions fees

- full time : 1 month salary
- temporary : half month salary

## 1.8 FUEL AND WATER BUNKERAGE

Yacht Solutions can organise to have your vessel refuelled and watered within the Phuket area. For smaller vessels the most simple and cost-effective way is to proceed to one of the marinas and use the facilities there. It is advisable to book. There is also the option of visiting one of the fuel and water barges in Ao Chalong or in Patong. The fuel barge is not always contactable and often helps to contact them prior to arrival. There are three barges operating in Chalong year round and Patong in the high season. One of the barges offers a roaming service and can visit most other places with a surcharge of approximately 8000 THB for the delivery.

To save you time and hassle we can organise this service for you and offer payment facilities. Simply contact [agency@yachtsolutions.net](mailto:agency@yachtsolutions.net) for more information.

For larger vessels it is essential to use the fuel barges and to order the fuel. The barges will meet with you at most pre-requested places. Please contact us for more information.

For vessels over 500 gross tonnes, duty free fuel can be sought within 24hrs of leaving after clearance. You will need to contact us to organise it and then proceed to Ao Makam deepwater port to facilitate this.

## 1.9 THAI COOKING ADVICE AND TRAINING

Yacht Solutions can organise for professional Thai cooking courses for yourself or your crew.

### 1.9.1 Mom Tri's Boathouse

Thai food, with its ravishing flavours, lightness and beauty, has become so popular in recent years that many people would like to learn how to prepare these wonderful dishes themselves. In response to this demand Mom Tri's Boathouse has established regular Thai cooking classes under the direction of Executive Chef Tummanoon Punchun.

Held every Saturday and Sunday from 10:00 to 14:00 the classes encourage participation by the students. Each recipe demonstrated in class has been selected for ease of preparation and adaptability to Western kitchens. Chef Tummanoon coaches the class through each step and explains the process of Thai culinary techniques in English. Guests obtain 'hands-on' experience making each of the dishes.

The recipes are Chef Tammanoon's own with the two day, complete course featuring:

- appetizers and salads on Saturdays; and  
main courses and desserts on Sundays.

Graduates receive recipes, The Boathouse certificate, an apron and delicious memories. The Thai cooking classes are followed by a leisurely lunch where students can taste their own creations while relaxing in the famous restaurant which is situated directly on Kata Beach.

The Boathouse culinary workshops are open to everyone. The cost of the two day course, per person, is 2800 THB - inclusive of service charge and taxes. The price is subject to change without notice. It is possible to attend one session only at 1800 THB net with lunch. Participants' spouses or friends are also encouraged to join in the lunch. A small supplement of 500 THB net is charged per person. Tailor-made courses for groups can be arranged.

### 1.9.2 Pat's Home Thai Cooking

Pat, originally from Bangkok, lived in California for eight years and having returned to Phuket she wishes to share with you her cuisine expertise and secrets in the comfort and exotic surroundings of her gracious home.

Day time courses are held at the home of Pat Tienthong near Phuket Town. Evening courses are run in a mountainous, jungle setting overlooking Phuket Town and Chalong Bay, and are private classes only. Advanced reservations are required for the four dish course that includes a certificate, recipes and lunch. Training, involving more advanced courses, can be arranged as well for chefs and kitchen/galley staff.

Both courses offer individual cooking of four dishes. The day time course is from 09:00 to 13:00 including lunch, and costs 1500 THB per person, and the evening course is from 17:30 onwards and costs 2500 THB. All charges are subject to 7% VAT.

## 1.10 TRANSPORTATION

Yacht Solutions can organise for any vehicle hire for the short or long term. We have a good working relationship with many vehicle hire companies with very competitive rates. We can have VIP vehicles, limousines, private cars, pick ups, trucks, jeeps, minibuses, coaches or even motorcycles hired and delivered to you wherever you need, whenever you need. All have full insurance. Drivers are available at your request, and guides are also available for tours and sight seeing.

Aircraft charter is available with both helicopters and planes. A choice of turbo-prop or jet airplane is available. All come with pilots - there are no self-drive rentals.

As Yacht Solutions operates a yacht delivery division we are constantly booking transport for our delivery crews worldwide. With this experience we are also able to organise any travel through our tried and tested agents by coach, train, helicopter, plane or boat.

Private aircraft landing permits can be organised for most Asian airports at the discretion of the airport authorities.

Helicopter permits for Thailand can be organised.

Please contact us for more details.

## 1.11 INSURANCE AND SURVEYS

### 1.11.1 Insurance

Yacht Solutions can offer advice and recommended brokers for worldwide, and in particular, Asian-based yacht insurance.

### 1.11.2 Surveys

We have a number of qualified and experienced surveyors Asia-wide who we can call upon for any marine-related survey.

## 1.12 NAVIGATIONAL INFORMATION AND CHARTS

With the many years of experience our staff have had working and cruising Asia, we have built up a large information database to call upon. We have extensive knowledge of Thailand, Myanmar, the Andaman Islands, Malaysia, Singapore, Hong Kong, the Philippines, Indonesia and beyond. Whether it be a query on a passage or which restaurant to pick, we can offer impartial advice and information for you.

Our Phuket base also offers local and international charts for sale. Local charts are available daily and all others are available with 36 hours notice. We can also offer advice on which charts and numbers you will need. We can supply any cruising guide for the area along with admiralty publications, tide timetables and other marine-related books.

Yacht Solutions can also offer pilots and guide services. Many of our staff have worked on vessels cruising this area for many years and with this experience we can offer professional assistance on board, showing you the best places not only on the sea but also under it and on land. Have one of our professional, courteous crew join you on your voyage to offer advice, guidance and help and make your trip all the more memorable.

### 1.13 CREW UNIFORMS

Phuket is renowned for its quality tailors and inexpensive prices. We at Yacht Solutions have found the best of these and applied our knowledge of the marine industry bringing together a quality crew clothing service. We have a western professional designer who can take you through the stages of organising an image for your vessel and then incorporating this into clothing. We can have anything from officer's whites to peaked caps made to the quality you desire. We can also create accessories such as document bags, kit bags, sail bags, umbrellas and towels to mention but a few.

For more information, please contact us directly on t: +6676 239114 or email [agency@yachtsolutions.net](mailto:agency@yachtsolutions.net)

### 1.14 LOGO DESIGN, HULL GRAPHICS & CREW CLOTHING

Yacht Solutions works very closely with a professional branding agency that specialises in the design of logos and application of these to not only your yacht, but to sails, crew clothing and accessories. Services offered include:

- logo design for all yachts, sail and power; and
- application of this logo to vessel exterior, sails, all types of crew clothing and accessories.

For more information, please contact [agency@yachtsolutions.net](mailto:agency@yachtsolutions.net)

### 1.15 LAUNDRY AND DRY CLEANING

We can have all your linen, clothing and accessories washed or dry cleaned to a professional standard. Simply deliver them to our office or contact us to collect them. Laundry normally takes 2 working days and the dry cleaning 4 days, but there is also an express service for those difficult times and tight turn-arounds.

We can also have any carpets and upholstery professionally cleaned in situ.

### 1.16 MAILING ADDRESS

You are welcome to use our mailing service for your convenience. If you are under our management scheme or having work done with us this is a free service, for others please contact us to organise this.

All we request is that you have your name and vessel name clearly marked on the consignment. Most shipments will incur import duty which is payable by the yacht.

Any shipments or courier deliveries **MUST** be forewarned and all duties covered by the receiver. Yacht Solutions will not sign and accept parcels it has not been made aware of and will certainly not entertain duty payments without prior knowledge.

This service is offered entirely at the receivers risk and Yacht Solutions will not take any responsibility for lost or damaged items.

Mailing address:

**Customer's name**

**Vessel name**

C/o Yacht Solutions Co., Ltd,  
Phuket Boat Lagoon Marina,  
20/27 Moo 2 Thepkrasattri Road,  
Koh Kaew, Phuket 83200, Thailand

Any time take organising customs importation will be charged for at 800 THB per hour.

## 1.17 SCUBA DIVING SERVICES

Through our experience in the dive industry, from the management of large dive operations, servicing and repair, instruction and instructor training, to the running of quality dive charter vessels, we can offer professional services for all aspects of the diving industry.

We can assist with:

- liveaboard charter organisation;
- dive guides;
- compressor and equipment rental and sales;
- compressor and equipment service and repair;
- hydrostatic and visual inspection of scuba cylinders;
- equipment installation and advice; and
- instruction and instructor training.

## 1.18 CATERING

Whether it is a luxury BBQ on a deserted island, a wedding banquet on the aft deck of a Superyacht or simply a stack of sandwiches and pies for lunch during a regatta, Yacht Solutions has the capability of organising anything to do with catering. We have firm relationships with some of the best catering firms in the region, and pride ourselves in offering a quality service in the most remote of areas.

We can organise the whole event or simply offer the staff or the food, whatever you need will be seamlessly produced. Please contact us for our provisioning lists and catering information.

## 1.19 ACCOMMODATION

Yacht Solutions has a great many hotels to offer with very competitive rates. We work very closely with the largest booking agency for hotel and other accommodation in Phuket. All you need to do is inform us of the dates, the type of accommodation required, the amount of people and the price range, and we will sort out the rest. We can quickly and efficiently offer options, take bookings and issue confirmation.

## 1.20 OFFICE FACILITIES

We have full office facilities for your use at our bases in the Phuket Boat Lagoon Marina or Yacht Haven Marina, whether it is simply plugging in your laptop to download your messages or sending a fax, to full secretarial and translation services.

Facilities and services include;

- phone and fax;
- internet;
- stationary;
- printing, scanning, photocopy;
- postage;
- mailing address;
- secretarial services; and
- translation services.

We can also offer advice on any other design, banners, printing and much more.

## 1.21 MOBILE TELEPHONE RENTAL

Thailand operates a variety of mobile telephone systems here and has contract and 'pay-as-you-go' systems. The contract phones can be enacted for data use and also global roaming. We can offer you the two options for your use.

- A mobile telephone and 'pay-as-you-go' sim card. This will entitle you to control the usage for your calls as you will buy the cards and refill the telephone. The calls normally cost more per minute than the contract phones and do not have data and overseas capability.
- A mobile telephone and contract sim card.

## 1.22 COMPREHENSIVE PARTS SOURCING

Supply and delivery service from our network of suppliers to anywhere worldwide. Our long standing relationships with suppliers enable us to secure parts and supplies in the most cost-effective manner.

### 1.23 PROJECT MANAGEMENT SERVICES

Yacht Solutions is also the primary Project Management team for large yacht refits and conversions. With projects and teams based in both Phuket and Bangkok Yacht Solutions is able to offer all the required services to accommodate any vessel whether it's their annual maintenance or a far more comprehensive refit. Experience in steel, aluminum, wood, composites, mechanical & engineering, air conditioning, hydraulics, pipe work, tanks, electrical & wiring, machinery overhaul, shafts & propellers, joinery, teak decks, furnishings, interior finishing, hull cleaning & painting, deck equipment, naval architecture and survey (all major classification societies). All the above services are carried out by skilled experienced teams overseen by a mixed Western and Thai project management team. For more information on this contact Gareth on [gareth@yachtsolutions.net](mailto:gareth@yachtsolutions.net) or visit [www.yachtsolutions.net](http://www.yachtsolutions.net)

### 1.24 CHARTER OPPORTUNITIES IN THE REGION

As the number of inquiries for high quality charter vessels continues to grow, Yacht Solutions has established itself to handle all aspects of charter organisation, from making a booking and greeting guests, to provisioning the vessel, suggesting itineraries and after charters service.

### 1.25 PERSONNEL PRICE LIST

Yacht Solutions offer full yacht agency throughout Thailand. Due to our long term experience in the Asian arena our staff can deliver an efficient, cost-effective service.

Where staff time is applicable it will be charged at the following rate:

#### Personnel

Consultancy	1500 THB per hour
Project management	1500 THB per hour
Project coordinator	800 THB per hour
Agency staff	800 THB per hour
Administration staff	600 THB per hour
Day worker (skilled)	3000 THB /day
Day worker (unskilled)	2200 THB /day

