

CARIBBEAN

Tortola, St. Martin, Martinique, Guadeloupe



5% early booking until 6 months prior to charter start

VPM Bestsail - Courbevoie

| Yacht | Cab. | Pers. | Y.o.cons. | 05.01. - 13.04. | | 03.06. - 27.07. 18.08. - 21.12. | | 14.04. - 02.06. 28.07. - 17.08. | | 22.12. - 05.01. | | Deposit |
|--|---------|-------|-----------|-----------------|--------|------------------------------------|--------|------------------------------------|--------|-----------------|--------|---------|
| Currency (Price per week) | | | | € | CHF | € | CHF | € | CHF | € | CHF | € |
| Monohulls - Tortola, Maya Cove - Hodges Creek Marina | | | | | | | | | | | | |
| Dufour 50 Atoll | 6 | 12 | 2000 | 4.030 | 5.038 | 2.700 | 3.375 | 3.000 | 3.750 | 4.800 | 6.000 | 4.400 |
| Bavaria 50 Cruiser | 5 | 10 | 07 | 4.220 | 5.275 | 2.860 | 3.575 | 3.180 | 3.975 | 5.000 | 6.250 | 4.400 |
| Sun Odyssey 44i | 4 | 8+2 | 09 | 3.060 | 3.825 | 2.450 | 3.063 | 2.745 | 3.431 | 4.130 | 5.163 | 4.400 |
| Cyclades 43.4 | 4 | 8+1 | 06/07 | 2.750 | 3.438 | 2.060 | 2.575 | 2.290 | 2.863 | 3.480 | 4.350 | 4.400 |
| Bavaria 42 | 3 | 6+1 | 07 | 2.380 | 2.975 | 1.960 | 2.450 | 2.120 | 2.650 | 3.550 | 4.438 | 3.000 |
| Dufour 40 | 3 | 6+2 | 06 | 2.380 | 2.975 | 1.960 | 2.450 | 2.120 | 2.650 | 3.550 | 4.438 | 3.000 |
| Sun Odyssey 36 i | 3 | 6+1 | 06 | 2.200 | 2.750 | 1.750 | 2.188 | 2.000 | 2.500 | 2.550 | 3.188 | 2.285 |
| Catamarans - Tortola, Maya Cove - Hodges Creek Marina | | | | | | | | | | | | |
| Lagoon 560** | 4+1 | 9 | 11 | 20.000 | 25.000 | 20.000 | 25.000 | 20.000 | 25.000 | 20.000 | 25.000 | |
| Salina 48 | 4+4 | 12 | 08 | 5.300 | 6.625 | 4.260 | 5.325 | 4.450 | 5.563 | 7.100 | 8.875 | 4.570 |
| Bahia 46 | 4+2 | 12 | 04-06 | 4.930 | 6.163 | 4.240 | 5.300 | 4.440 | 5.550 | 6.600 | 8.250 | 4.570 |
| Lagoon 450 | 4+2 | 10 | 12 | 5.230 | 6.538 | 4.230 | 5.288 | 4.500 | 5.625 | 6.750 | 8.438 | 4.570 |
| Lagoon 440 A/C; Gen. | 4+2 | 10 | 09 | 5.320 | 6.650 | 4.190 | 5.238 | 4.400 | 5.500 | 6.710 | 8.388 | 4.570 |
| Lagoon 440 | 4+2 | 10 | 08-10 | 4.880 | 6.100 | 3.950 | 4.938 | 4.200 | 5.250 | 6.300 | 7.875 | 4.570 |
| Belize 43 | 4+2 | 10 | 05/06 | 4.560 | 5.700 | 3.180 | 3.975 | 3.290 | 4.113 | 5.250 | 6.563 | 4.570 |
| Nautitech 441 | 4+2 | 10 | 10 | 4.880 | 6.100 | 3.950 | 4.938 | 4.200 | 5.250 | 6.300 | 7.875 | 4.570 |
| Lagoon 400 | 4 | 8 | 10 | 3.700 | 4.625 | 2.750 | 3.438 | 2.990 | 3.738 | 4.990 | 6.238 | 4.000 |
| Lavezzi 40 | 4+2 | 10 | 05-07 | 3.360 | 4.200 | 2.600 | 3.250 | 2.860 | 3.575 | 4.200 | 5.250 | 4.000 |
| Lagoon 380 | 4 | 8 | 08 | 3.190 | 3.988 | 2.440 | 3.050 | 2.650 | 3.313 | 4.050 | 5.063 | 3.500 |
| Mahe 36 | 3 | 6 | 07 | 2.800 | 3.500 | 2.100 | 2.625 | 2.300 | 2.875 | 3.400 | 4.250 | 3.500 |
| Monohulls St. Martin | | | | | | | | | | | | |
| Sun Odyssey 54 DS | 5 | 10 | 08 | 5.090 | 6.363 | 3.710 | 4.638 | 4.080 | 5.100 | 6.390 | 7.988 | 4.400 |
| Oceanis 54 | 5 | 9 | 09 | 5.090 | 6.363 | 3.710 | 4.638 | 4.080 | 5.100 | 6.390 | 7.988 | 4.400 |
| Dufour 50 Atoll | 6 | 12 | 2000 | 3.800 | 4.750 | 2.700 | 3.375 | 3.000 | 3.750 | 5.000 | 6.250 | 4.400 |
| Cyclades 50.5 | 6 | 12 | 06-08 | 4.130 | 5.163 | 3.080 | 3.850 | 3.400 | 4.250 | 5.300 | 6.625 | 4.400 |
| Sun Odyssey 44i | 4 | 8+2 | 09 | 2.950 | 3.688 | 2.400 | 3.000 | 2.700 | 3.375 | 4.100 | 5.125 | 4.400 |
| Cyclades 43.4 | 4 | 8+1 | 06/08 | 2.500 | 3.125 | 2.070 | 2.588 | 2.340 | 2.925 | 3.400 | 4.250 | 4.400 |
| Cyclades 43.3 | 3 | 6+2 | 07 | 2.500 | 3.125 | 2.070 | 2.588 | 2.340 | 2.925 | 3.400 | 4.250 | 4.400 |
| Bavaria 42 | 3 | 6 | 07 | 2.350 | 2.938 | 1.900 | 2.375 | 2.330 | 2.913 | 3.400 | 4.250 | 3.000 |
| Dufour 40 | 3 | 6+2 | 05 | 2.640 | 3.300 | 2.000 | 2.500 | 2.120 | 2.650 | 3.560 | 4.450 | 3.000 |
| Sun Odyssey 36 i | 3 | 6+1 | 06-09 | 2.200 | 2.750 | 1.700 | 2.125 | 2.000 | 2.500 | 2.850 | 3.563 | 2.285 |
| Feeling 36 | 3 | 8 | 08 | 2.200 | 2.750 | 1.700 | 2.125 | 2.000 | 2.500 | 2.850 | 3.563 | 2.285 |
| Catamarans St. Martin | | | | | | | | | | | | |
| Lagoon 500* | 5+110+2 | 09 | | 6.900 | 8.625 | 5.460 | 6.825 | 5.560 | 6.950 | 8.660 | 10.825 | 4.570 |
| Salina 48 | 4+4 | 12 | 08 | 5.000 | 6.250 | 4.410 | 5.513 | 4.500 | 5.625 | 7.065 | 8.831 | 4.570 |
| Bahia 46 | 4+2 | 12 | 04-06 | 4.880 | 6.100 | 4.200 | 5.250 | 4.300 | 5.375 | 6.300 | 7.875 | 4.570 |
| Lagoon 450 | 4+2 | 10 | 11-12 | 5.170 | 6.463 | 4.070 | 5.088 | 4.270 | 5.338 | 6.520 | 8.150 | 4.570 |
| Privilege 445 | 4+2 | 10 | 08 | 5.070 | 6.338 | 3.990 | 4.988 | 4.190 | 5.238 | 6.390 | 7.988 | 4.570 |
| Nautitech 441 | 4+2 | 12 | 10 | 4.830 | 6.038 | 3.800 | 4.750 | 3.990 | 4.988 | 6.090 | 7.613 | 4.570 |
| Lagoon 440 A/C; Gen. | 4+2 | 10 | 09 | 5.070 | 6.338 | 3.990 | 4.988 | 4.190 | 5.238 | 6.390 | 7.988 | 4.570 |
| Lagoon 440 | 4+2 | 10 | 08-10 | 4.830 | 6.038 | 3.800 | 4.750 | 3.990 | 4.988 | 6.090 | 7.613 | 4.570 |
| Orana 44 | 4 | 8 | 08 | 4.550 | 5.688 | 3.675 | 4.594 | 3.800 | 4.750 | 6.900 | 8.625 | 4.570 |
| Belize 43 | 4+2 | 10 | 05/06 | 4.000 | 5.000 | 3.150 | 3.938 | 3.255 | 4.069 | 5.250 | 6.563 | 4.570 |
| Lagoon 400 | 4 | 8 | 10-11 | 3.530 | 4.413 | 2.840 | 3.550 | 3.050 | 3.813 | 4.200 | 5.250 | 4.000 |
| Lipari 41 | 4 | 10 | 11 | 3.360 | 4.200 | 2.700 | 3.375 | 2.900 | 3.625 | 4.000 | 5.000 | 4.000 |
| Lavezzi 40 | 4+2 | 8+2 | 06-07 | 3.360 | 4.200 | 2.700 | 3.375 | 2.900 | 3.625 | 4.000 | 5.000 | 4.000 |
| Lagoon 380 | 4 | 8 | 08-10 | 3.360 | 4.200 | 2.450 | 3.063 | 2.620 | 3.275 | 3.990 | 4.988 | 3.500 |
| Mahe 36 | 3 | 6 | 07 | 2.800 | 3.500 | 2.100 | 2.625 | 2.200 | 2.750 | 3.400 | 4.250 | 3.500 |
| Monohulls - Martinique, Guadeloupe | | | | | | | | | | | | |
| Sun Odyssey 54 DS | 5 | 10 | 08 | 4.800 | 6.000 | 3.500 | 4.375 | 3.850 | 4.813 | 6.000 | 7.500 | 4.400 |
| Oceanis 54 | 5 | 9 | 09 | 4.800 | 6.000 | 3.500 | 4.375 | 3.850 | 4.813 | 6.000 | 7.500 | 4.400 |
| Dufour 50 Atoll | 6 | 12 | 2000 | 3.800 | 4.750 | 2.700 | 3.375 | 3.000 | 3.750 | 5.000 | 6.250 | 4.400 |
| Cyclades 50.5 | 6 | 12 | 07/08 | 3.990 | 4.988 | 2.940 | 3.675 | 3.230 | 4.038 | 5.130 | 6.413 | 4.400 |
| Sun Odyssey 44i | 4 | 8+2 | 09 | 2.890 | 3.613 | 2.310 | 2.888 | 2.590 | 3.238 | 3.900 | 4.875 | 4.400 |
| Cyclades 43.4 | 4 | 8+1 | 06/08 | 2.300 | 2.875 | 1.940 | 2.425 | 2.150 | 2.688 | 3.285 | 4.106 | 4.400 |
| Cyclades 43.3 | 3 | 6+2 | 07 | 2.300 | 2.875 | 1.940 | 2.425 | 2.150 | 2.688 | 3.285 | 4.106 | 4.400 |
| Bavaria 42 | 3 | 6 | 07 | 2.400 | 3.000 | 1.850 | 2.313 | 2.000 | 2.500 | 3.350 | 4.188 | 3.000 |
| Dufour 40 | 3 | 6+2 | 05 | 2.380 | 2.975 | 1.800 | 2.250 | 1.900 | 2.375 | 3.200 | 4.000 | 3.000 |

| Yacht | Cab. | Pers. | Y.o.cons. | 05.01. - 13.04. | 03.06. - 27.07. 18.08. - 21.12. | 14.04. - 02.06. 28.07. - 17.08. | 22.12. - 05.01. | Deposit |
|--|------|-------|-----------|-----------------|------------------------------------|------------------------------------|-----------------|---------|
| Currency (Price per week) | | | | € CHF | € CHF | € CHF | € CHF | € |
| Sun Odyssey 36 i | 3 | 6+1 | 09 | 2.150 2.688 | 1.650 2.063 | 1.780 2.225 | 2.800 3.500 | 2.285 |
| Feeling 36 | 3 | 8 | 08 | 2.150 2.688 | 1.650 2.063 | 1.780 2.225 | 2.800 3.500 | 2.285 |
| Catamarans - Martinique, Guadeloupe | | | | | | | | |
| Lagoon 500* | 4+2 | 12 | 09 | 6.600 8.250 | 5.200 6.500 | 5.300 6.625 | 8.250 10.313 | 4.570 |
| Salina 48 | 4+4 | 12 | 08 | 5.000 6.250 | 4.000 5.000 | 4.200 5.250 | 6.700 8.375 | 4.570 |
| Bahia 46 | 4+4 | 12 | 04-06 | 4.650 5.813 | 3.800 4.750 | 4.000 5.000 | 6.000 7.500 | 4.570 |
| Privilege 445 | 4+2 | 10 | 08 | 4.830 6.038 | 3.830 4.788 | 3.990 4.988 | 6.090 7.613 | 4.570 |
| Lagoon 440 A/C; Gen. | 6 | 10 | 09 | 4.830 6.038 | 3.830 4.788 | 3.990 4.988 | 6.090 7.613 | 4.570 |
| Lagoon 440 | 6 | 10 | 10 | 4.600 5.750 | 3.650 4.563 | 3.800 4.750 | 5.800 7.250 | 4.570 |
| Nautitech 441 | 4+2 | 10 | 10/11 | 4.600 5.750 | 3.650 4.563 | 3.800 4.750 | 5.800 7.250 | 4.570 |
| Orana 44 | 4 | 8 | 08 | 4.300 5.375 | 3.500 4.375 | 3.600 4.500 | 5.800 7.250 | 4.570 |
| Belize 43 | 4+2 | 10 | 05/06 | 4.000 5.000 | 3.000 3.750 | 3.100 3.875 | 5.000 6.250 | 4.570 |
| Lagoon 400 | 4 | 8 | 10 | 3.470 4.338 | 2.680 3.350 | 2.840 3.550 | 4.200 5.250 | 4.000 |
| Lipari 41 | 4 | 10 | 10 | 3.300 4.125 | 2.550 3.188 | 2.700 3.375 | 4.000 5.000 | 4.000 |
| Lavezzi 40 | 4+2 | 8+2 | 06-07 | 3.300 4.125 | 2.550 3.188 | 2.700 3.375 | 4.000 5.000 | 4.000 |
| Lagoon 380 | 4 | 8 | 08-10 | 3.200 4.000 | 2.300 2.875 | 2.500 3.125 | 3.800 4.750 | 3.500 |
| Mahe 36 | 3 | 6 | 07 | 2.800 3.500 | 2.100 2.625 | 2.200 2.750 | 3.400 4.250 | 3.500 |

Included: GPS, autopilot, outboarder, el.windlass, bedding + linen, towels, (snorkeling equipment 2 per yacht), solar panels or generator (except Bav. 50), ventilator in cabins and saloon (except Bav. 50), Oceanis 54, L 440 partly, L 500: generator and air-conditioning; first and last night on the VPM ponton
Mandatory extra fees (payable on spot): BVI Cruising Tax: (approx. prices which are subject to change due to enforcement authorities during the season) charter boats recorded in BVI, 01.05. - 30.11., €0,55/pers/day, 01.12. - 30.04. €1,50/pers/day. **Visar search & rescue fee** €2/pers/charter.
Airport Departure Tax: USD 20/pers.

Service Fee for filling up fuel tanks: fuel costs + €100 surcharge.

National Park Mooring Permit Tortola: (approx. prices which are subject to change due to authority enforcements during the season) €19/yacht/w. up to 4 pers., €27/yacht/w. 5-6 pers., €34/yacht/w. 7-8 pers., €42/yacht/w. 9-10 pers., €5/w. for each extra pers/week - above 8 days will be considered as 2 weeks. Foreign based boats pay two times the above mentioned amount.

Options: Optional extras (to be paid on spot for Martinique/St. Martin - payable with the contract Guadeloupe/Tortola):

Endcleaning: Monohull up to 38 ft €135; from 39 - 45 ft €165; from 46 to 49 ft €190, 50 ft and over: €210; Catamarans up to 40 ft €210; from 41 to 45 ft €230, from 46 to 49 ft €250, 50 ft and more €275 (security for the end cleaning costs to be deposited on spot), skipper €165/day + food, hostess/cook €130/day + food (skipper + hostess on St. Martin + Martinique payable w/ contract), reelingnet €130/charter kayak €80/week €100/10 days €130/14 days deposit €200, spi/blister €90/week deposit €1000, full board 1 - 4 guests €45/person/night, more than 4 guests €40/person/night.

Minimum charter: 7 nights, Christmas and New Year period: 10 nights For less than 7 nights a surcharge of 30% is applicable on these rates.

Discounts: 14 - 20 days: 5%, 21 - 27 days: 10%, 28 days and more: 15%, Repeater: 5%, Boatshow: 5%, Group discount 5 yachts and more 5% (on top of longterm discounts only 3 discounts can be cumulated).

Deposit / franchise: To be paid at embarkation with: Visa – Mastercard or cash.

Clients using credit card: please contact your bank and let them know about the transaction, should deposit with card be refused at embarkation clients will be obliged to sign the non refundable damage waiver.

Damage waiver: (up to 43') €30/day (minimum €210)+refundable security deposit €500, (from 44') €35/day (minimum €245)+refundable security deposit €750, (spi/blister are not covered, payable at the own expense of the client in case of loss, theft or damage). Damage waiver obligatory with skipper.

BESTSERVICE: Embarkation: 6 pm daily **Disembarkation:** 10 am daily. Drop off with diesel tanks filled up. Fees for not refueling: Diesel +€100.

Transfer (payable on spot):

St. Martin Juliana Airport - Anse Marcel Base oneway up to 2 Pers. €45, additional pers. €17, Grand case Airport - Anse Marcel Base oneway up to 2 Pers. €40, additional Pers. €12.

Guadeloupe Les Abymes Airport - Base Bas du Fort oneway 1-3 Pers. €42, 4-5 Pers. €46, 6-8 Pers. €55

Martinique Le Lamentin Airport - Le Marin Base oneway 1-6 pers. €70, 7 Pers. €90, 8 Pers. €100, 9-12 Pers. €120, 13-15 pers. €150.

Tortola Beef Island Airport - Maya Cove-Hodge's Creek Marina one way US\$ 15,- for 1 pers., US\$ 25,- for 2 pers., US\$ 10,- per pers. for at least 3 pers.

One-Way: Martinique to: St. Lucia €550; St. Vincent €750, Union €975, Grenada €1250, Guadeloupe €600, St. Martin /St. Barth €1365, Antigua €885, Tortola €1560 **Guadeloupe to:** St. Lucia €845, St. Vincent €975, Union €1235, Grenada €1430, St. Martin /St. Barth €900, Antigua €585, Tortola €1170

St. Martin to: St. Lucia €1300, St. Vincent €1690 Union €1690, Grenada €1690, Antigua €650 St. Barths €500, Tortola €845, Martinique €1300, Guadeloupe €700

Provisioning: possible

Race Conditions: A minimum charter period of 10 days is required, only long term discounts are applicable, no special discounts. One way costs have to be paid. **Extra race costs: Race Regatta Package** (including: briefing, preparation gauging of sails, registration, technical assistance during race exit. RORC): Saint Martin Heineken Regatta (01.03.-04.03.2012): 1100 Euro; + registration fees; Antigua Sailing Week (29.04.-04.05.2012) Euro 1300 + registration fees; BVI spring regatta Tortola (26.03.-01.04.2012) €1100 + registration fees, RORC Caribbean 600 Antigua 20.02.2012 €1300

Race deposit: VPM requires a special race deposit (double than the normal bookings rate) which must be sent to the central office before departure. The special race deposit will be applicable during the regatta period.

Regatta Surcharge up to 42' €1400, 43'-50'1500, 51' and bigger €1600,-.

additional informations: Minimum charter duration 7 days.

Summer-special: 14.05.-28.07. and 22.08.-11.11. - 33% on daily rate (min. 14 days) only at Martinique, Guadeloupe and St.Martin (not valid for Lagoon 500 and Lagoon 560; no other discount applicable).

*Lagoon 500 only with skipper, Bareboat depending on sailing experience

** Lagoon 560 only with skipper and hostess as crewed charter

Languages spoken at base: English, French, partly German