

Save the Date



## CLUSTER YACHTING MONACO - SPRING POP UP

13<sup>th</sup> April 2017- Yacht Club de Monaco Marina

### YACHTS PRESENTED IN THE YCM MARINA: FROM 10AM TO 5PM

*M/Y Blue Ice*, 45.72m : G-Yachts // *M/Y Achilles*, 46m : G-Yachts // *M/Y Astra*, 55m : Imperial Yacht

### WORKSHOPS: CLASSROOM N°1 - YACHT CLUB DE MONACO

- 09:30** Registration/ Badge Remittance - Welcome Coffee & Pastries by ONLYYYACHT - ONLYYYACHT LOUNGE
- 10:30 MMCI: “Top 5 custom procedures you need to know & what are the risks if not done!”**  
Yachts can benefit of various custom procedure (Custom warehousing, Inwards Processing Reliefs, Temporary importations, Imports/exports, etc ..). but really what are the risks incurred if these are not done ?
- 11:00 SOCIÉTÉ GÉNÉRALE:**  
“How to comply with all due diligence regulations within the yachting industry ? ”  
Compliance issues today took a prominent place in the yachting industry. How to adapt?  
What can be done to facilitate your activities ? Here is some questions that will be exposed during this workshop”
- 11:30 ASCOMA: “Yacht claims: know the key facts”**  
Nicolas and Quentin will present the most important claims of the yachting industry: the most frequent, the most expensive and the most spectacular. Statistics, advices on how to avoid them will be given as well as some information regarding the different Insurance Policies.
- 12:00 ROSEMONT YACHT SERVICES 1: “Present and future of Dual Use in EU waters”**  
Janet Xanthopoulos will update you on dual use programs available in Monaco, France, Italy and explain how the new innovative Marshall Islands Yacht Engaged in Trade program works. She will explain how to implement a proper dual use program for International navigation and why the flip flop regimes are at risk. Can dual use become the third way of operating yachts in the Med? Are other flags on their way?
- 12:30** Complimentary Lunch by ONLYYYACHT & Catalano Shipping Services / Just Provisions - ONLYYYACHT LOUNGE
- 14:00 ROSEMONT YACHT SERVICES 2: “Updates on the MLC 2006”**  
Shelley Dowie will update you on new certification, new insurance certificate required for repatriation and shipowner liability, crew refresher training, Port State extension on checking STCW refreshers...All you need to know on MLC 2006.
- 14:30 CATALANO SHIPPING SERVICES : “The modern Yacht Agent”**  
We take the opportunity to apprehend the role of a ship agent and to contemplate a lack of understanding of his role in the yachting industry. Since transport by the sea started, man has used ship agents, and the job has adapted over time. Comprehending the role of a ship agent will allow owners and crew to benefit to the full extent of his competences.
- 15:00 WES: “Art on board, VAT and customs rules”**  
Alexandre TRUEBA will give you the last update about the regulation for works of art on board regarding the new European customs code. He will explain what is possible to do to avoid to pay VAT when you load or unload works on art on a yacht. He will give also more details about customs regime.
- 15:30 PANTAENIUS: “Incidents onboard that result in a claim”**  
Michelle Van der Merwe and Olivier de Roffignac will discuss some case studies of claims where human factors have been involved. With real examples of claims, crew may have been a contributing factor and how changing human behavior onboard can often reduce the number of claims or minimize the extent of the claim.
- 16:00 HILL DICKINSON: “Sale & Purchase 2.0”**  
How to streamline the process, avoid common problems and close the deal
- 16:30 IMPERIAL: “Charter tips & Guide” on board of M/Y Astra**  
While Charter remains the utmost luxury journey possible at sea, how standing out from the multiple options offered ? Some god tips to understand how this specific industry works and what are the best options to suit every request.
- 17:00** Cocktail reception at Wine Palace Monaco



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CLUSTER MONACO YACHTING

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13<sup>th</sup> April 2017 from 10am to 5pm

### REGISTRATION FORM

COMPANY'S NAME \_\_\_\_\_

NAME \_\_\_\_\_

POSITION \_\_\_\_\_

ADDRESS \_\_\_\_\_

E-MAIL ADDRESS \_\_\_\_\_

MOBILE PHONE \_\_\_\_\_

LAND LINE \_\_\_\_\_

Visit of exposed yachts (only for brokers & Cluster members, badge required) :

☐

Attendance to Workshops (Open to all Professionnals):

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**MMCI**

"Top 5 custom procedures"

☐

**ROSEMONT 1**

"Future of Dual Use in EU waters"

☐

**IMPERIAL**

"Charter tips & Guide"

☐

**ASCOMA**

Yacht claims: know the key facts

☐

**WES**

"Art on board, VAT and customs rules"

☐

**CATALANO SHIPPING**

"The modern Yacht Agent"

☐

**SOCIÉTÉ GÉNÉRALE**

"How to comply with all due diligence regulations within the yachting industry ?"

☐

**PANTAENIUS**

"Incidents onboard that result in a claim"

☐

**ROSEMONT 2**

"Updates on the MLC 2006"

☐

**HILL DICKINSON**

"Sale & Purchase 2.0"

### CONDITIONS:

- Workshops are free of attendance
  - Please note that a maximum number of 30 persons will be accepted per workshop.
  - The Cluster will not guarantee enough spaces for all participants.
- First come, first served basis.

Information & contact: [info@clusteryachtingmonaco.com](mailto:info@clusteryachtingmonaco.com)

