

ONBOARD WINTER STORAGE PACK

Winter Storage Pack Preview

Selected pages from the Owner Guide and fillable Owner Toolkit.



Preview: the full download contains both complete PDFs.

READING THE QUOTATION

06

The price needs a clearly defined scope

The term winter storage can cover very different services. The quotation total is not enough; you need to know which parts of the storage cycle are included and which remain outside the scope.

ITEM	TO CLARIFY
Haul-out	Included / extra / conditions
Hull wash	Included after haul-out?
Cradle / supports	Included / rental / extra
Movements	Number included / extra rate
Storage	Period and pricing method
Security / care	Service actually provided
Water / power	Included / metered
Launch	Included in the initial price?

KEY QUESTION

What will I really spend from haul-out until the boat is ready to launch again?

APPROVALS AND COSTS

08

Budget, quoted, approved, paid and still outstanding

During winter storage, costs may change as additional work emerges or services are approved at different times. Recording only what has already been paid does not show the real financial exposure.

MEASURE	WHAT IT TELLS YOU
Budget	What you planned before the work started.
Quoted	What suppliers have quoted.
Approved	What you have actually approved.
Paid	What has already been paid.
Outstanding	Committed but not yet paid.
Variance	Difference between approved cost and budget.

OWNER INSIGHT

Paid cost records the past. Approved cost shows the commitment already made, even when some invoices have not yet arrived.

PREVIEW

ONBOARD CLUB

BOATYARD COMPARISON

Boatyard quotation comparison

Enter up to three quotations and bring them onto the same scope. Where a service is not included, enter the expected extra cost or add a note.

	Boatyard A		Boatyard B		Boatyard C	
Haul-out	INCLUDED?	EUR / NOTES	INCLUDED?	EUR / NOTES	INCLUDED?	EUR / NOTES
	-		-		-	
Hull wash	INCLUDED?	EUR / NOTES	INCLUDED?	EUR / NOTES	INCLUDED?	EUR / NOTES
	-		-		-	
Cradle / supports	INCLUDED?	EUR / NOTES	INCLUDED?	EUR / NOTES	INCLUDED?	EUR / NOTES
	-		-		-	
Movements	INCLUDED?	EUR / NOTES	INCLUDED?	EUR / NOTES	INCLUDED?	EUR / NOTES
	-		-		-	
Shore storage	INCLUDED?	EUR / NOTES	INCLUDED?	EUR / NOTES	INCLUDED?	EUR / NOTES
	-		-		-	
Security / supervision	INCLUDED?	EUR / NOTES	INCLUDED?	EUR / NOTES	INCLUDED?	EUR / NOTES
	-		-		-	
Water / power	INCLUDED?	EUR / NOTES	INCLUDED?	EUR / NOTES	INCLUDED?	EUR / NOTES
	-		-		-	
Cover / protection	INCLUDED?	EUR / NOTES	INCLUDED?	EUR / NOTES	INCLUDED?	EUR / NOTES
	-		-		-	
Periodic checks	INCLUDED?	EUR / NOTES	INCLUDED?	EUR / NOTES	INCLUDED?	EUR / NOTES
	-		-		-	
Launch	INCLUDED?	EUR / NOTES	INCLUDED?	EUR / NOTES	INCLUDED?	EUR / NOTES
	-		-		-	
Other	INCLUDED?	EUR / NOTES	INCLUDED?	EUR / NOTES	INCLUDED?	EUR / NOTES
	-		-		-	
LIKE-FOR-LIKE TOTAL						

PREVIEW

ONBOARD CLUB

HANDOVER

Boatyard handover record

A well-documented handover reduces ambiguity. Record the condition of the boat, the items handed over and the agreed operating conditions.

HANDOVER DATE / TIME

HANDED OVER TO

HANDED OVER BY

LOCATION / YARD AREA

01 CONDITION AND ITEMS HANDED OVER

☐ Keys / remote controls	
☐ Documents / manuals	
☐ Tender / accessories	
☐ Canvas / covers	
☐ Equipment or spares left on board	

OBSERVED CONDITION / PRE-EXISTING DAMAGE / PHOTO NOTES

AGREED RULE FOR UNQUOTED / ADDITIONAL WORK

OWNER / REPRESENTATIVE SIGNATURE

BOATYARD SIGNATURE

ONBOARD CLUB

PREVIEW

FINAL COSTS

Final cost summary

Reconstruct the actual cost of the storage cycle. Keep the initial quotation, approved extras and final total separate.

CATEGORY	QUOTATION	APPROVED EXTRAS	FINAL	NOTES
Haul-out / launch				
Storage / security				
Wash / hull				
Cradle / movements				
Engines / generator				
Systems				
Materials / spares				
Other work				
INITIAL QUOTATION TOTAL	APPROVED EXTRAS TOTAL		FINAL COST	