



Zulu Yachting – Services & Prices 2018

	Type of Charter	Timing	No of Guests	No of Crew	Catering included	Description	No of units*	Price Ex VAT
1	Standard One Day Charter	10am - 5pm	8	3	Continental breakfast. Lunch on board. Tea & cakes. Drinks & fine wines	Start and finish your day from Hamble and spend a day sailing on the Solent on this beautifully restored classic yacht	1	£2,500
2	Afternoon & Evening Charter	2pm - 9pm	8	3	Light lunch. Dinner onboard. Tea & cakes. Drinks & fine wines.	This charter is designed so you can leave London at midday and spend the afternoon and evening sailing	1	£2,500
3	Two Day Charter	10am - 5pm	8	3	Continental breakfast. Lunch on board. Tea & cakes. Drinks & fine wines	A two-day charter of Cetewayo, where clients can either spend the night ashore at idyllic hotels in Cowes, Yarmouth, along the Beaulieu River. Hotels require separate booking.	2	£5,000
4	Two Day Get-Away Charter	10am - 5pm	2	2	Fully catered.	A special charter where a couple can experience the freedom of sailing and living onboard a classic yacht. The duration of the cruise can be extended at request	2	£4,200
5	Process-driven Team Management Training	10am - 5pm	8	4	Continental breakfast. Lunch, evening meal and soft drinks onboard.	A two-day weekday or weekend session is based on a new concept developed by David Murrin, focusing on the processes that allow a team to function at maximum efficiency. This development course uses the nautical environment to highlight and resolve issues within the team. Accommodation not provided. The team includes ex-SBS officers	6	£10,000
6	One Day Event with the option of a 2hr presentation of	9 am – 5pm	8	4	Continental breakfast. Lunch onboard. Tea & cakes. Drinks & fine wines	Start and finish your day from Hamble and spend a day sailing on the Solent on this beautifully restored classic yacht. During lunch David Murrin, author of “Breaking the Code of	2	£5,000



	Breaking the Code of History					History” will give a presentation followed by Q&A, ideal for senior business executives. www.breakingthecodeofhistory.com		
7	Charter racing							To be advised acc to event

- A 50% non-refundable deposit is payable at the time of booking
- The remaining 50% is due six weeks before the charter date
- Guests must wear soft, unmarking shoes whilst onboard
- No smoking is allowed at any time aboard

We are pleased to offer a discount that allows clients to buy multiple units, at a discount price, and have more flexible booking conditions.

Prices based on the number of units bought			
Units	Price	Discounted unit price	Discount rate
1	£2,500	£2,500	0%
2	£5,000	£2,375	5%
3	£7,500	£2,250	10%
5	£10,000	£2,125	15%
10	£12,500	£2,000	20%
20	£50,000	£1,750	30%

Surcharges applicable per day and per unit	
Weekends	£250
Cowes Week	£500
Special events	£500
Mediterranean Charters	£250

For any referral leading to a charter, we will offer one free place on a special charter day in the same year, to thank you for your support.

Terms and Conditions

- All units purchased during 2015 must be used within the year and are not transferable
- Once units have been purchased, bookings should be made two months in advance





- For units purchased under the discount scheme, we allow a two week cancellation period, in which the charter must be rescheduled, otherwise the unit is forfeited. However, we will do all we can to make sure the yacht is available to our discount users
- Units will be allocated on a LIFO basis
- Prices are ex VAT
- Guests must wear soft, unmarking shoes whilst onboard
- No smoking is allowed at any time aboard our vessels

