



BENETEAU

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PRESS RELEASE

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Beneteau USA Announces a New Caribbean Addition to their Fractional Ownership Program

The British Virgin Islands has always been a big allure for many sailors. Now Beneteau USA is making that even more attainable with its new BVI fractional ownership program.

Owners can now buy shares in a new 2008 model Beneteau 43 or 49 in 1/10th increments. Each 1/10 increment provides 4 weeks on the yacht. Owners can use their yacht for one week at a time or up to 3 weeks at a time. BVI Yacht charters, who has been managing yachts in their charter fleet on Tortola for over 10 years, is the Concierge Manger for these yachts. "A key feature to the fractional ownership program is the online scheduling system allowing owners to pre-schedule their usage, cancel and re-reserve at any time. The scheduler even provides the ability for an

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owner to use more than their 4 weeks if they use the “last minute availability” function” says Arjan Stoof, Owner of BVI Yacht Charters.

“To keep the fleet in pristine condition, each boat is sold after 3 years and the equity remaining is returned to the owners. This will ensure that the owners experience is top quality. The purchase price being divided by 10, makes the BVI fractional ownership program far less expensive than chartering and owners get to use their own boat – the one that they are familiar with”. Says Grant Headifen, Beneteau’s Fractional Yachting Program Manager. “For example a new Beneteau 43 is only \$32,000. This is within the reach of most people who vacation to the islands and having taken many trips myself to the BVI’s, I can attest that a 3 year -12 week tour of the BVI will remain as a life experience to be remembered”.

Details of the BVI program can be found online at

<http://www.beneteaufractional.com/bvi>.

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