

FAQ's-Frequently Asked Questions

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CONTAINER CRUISING

What is “Container Cruising”?

Container Cruising is shipping your boat by container as a faster, safer, and more economical way of getting your yacht to where you want to cruise. Container cruising offers major advantages to the alternatives: Ocean crossing passages or shipping as deck cargo or on a semi-submersible ship.

Why the FH 39?

The FH 39, de-rigged, will fit into a standard forty foot high cube container. It is the only production cruising boat that has that capability.

Where can I go with the FH 39?

Containers can be shipped economically to any port in the world, and inexpensive truck and rail transport lets you select inland waters. So your choice of destinations is limitless.

I want to go cruising, but my partner/fiancé/aged parents/job/business interests/investments (pick one or more) makes it difficult or impossible. How does the FH 39 solve my problem?

Pick your cruising area. Ship the FH 39 to that area. Fly there. Cruise for as long as you like. Stay in touch with Skype and Broad Band. Fly home at intervals or as necessary.

What are my alternatives to tropical beaches?

How about a berth on the Hudson River five minutes by ferry from lower Manhattan at c \$500 per month in the off-season? How about dockage in front of the Empress Hotel in Victoria, British Columbia, or St. Katharine Docks in London, or the Port de l’Arsenal in Paris?

I live on the West Coast and I want to cruise the Baja Peninsula, or join the Baja Ha-Ha Cruisers Rally. How do I avoid the dreaded trip north?

Easy: enjoy your sail south, then fly home and drive down at a later date with your rental truck and trailer and pick up your boat. The FH 39 is legally trailerable almost everywhere without permits or restrictions.

Isn't chartering a better option than container cruising?

On the surface, chartering may seem to be a better option. But if you want the freedom to pick your dates, especially during those critical holiday periods, container cruising gives you that flexibility. When you want to go to that next island forbidden under your charter contract, container cruising lets you do what you want to do. If you want to avoid the frustration of learning the idiosyncrasies of a new boat each time you go cruising, there is an alternative. If you want to cruise as a couple, which most people prefer, you have a boat designed for a couple; Easy to handle and no wasted space. Charter fleets serve only certain areas, limiting your choices. And economics dictate that those areas will be crowded and frequently spoiled.

Isn't chartering less expensive?

Yes, as long as you confine yourself to short intervals. As you want to do longer periods or repeatedly cruise in the same areas, you will reach the crossover point where container cruising is less expensive.

DESIGN

How did the fact that the FH 39 can be container shipped affect the design?

In order to maximize volume, Bob Perry drew hard chines and a long water line. A hard chine design gives you more transverse stability than a conventional boat. A long water line translates directly into a faster, more easily driven, more fuel efficient boat. The result: Lots of storage and a more stable faster boat.

What were the other key design parameters?

Powerful engine.
 Long cruising range under power.
 Manageable sail plan and rig.
 Well equipped galley.
 Decent sized head.
 Pilot house.
 Light airy interior.
 Off-shore capability
 Comfortable seating.

Which engine was selected?

The standard engine is the 40HP Yanmar 3JH4CE coupled to an SD 50 saildrive. With that engine, the FH 39 maxes 8 knots under power and cruises at 6.6 knots.

What is range under power?

Fuel capacity is 75 gallons which provides a power range of over 600 NM.

How does she do under sail?

The standard rig is a 100% jib and main. The main has two sets of reef points. Plenty of sail area for all except the lightest breezes. Sail area readily reduced by reefing the main and furling the jib. Options include a Code Zero on a continuous line furler and a storm jib to improve performance in light airs and down wind and in heavy air.

How easy is she to sail?

Easy enough to single hand. InBox, a FH 39, has been single handed over 1000 NM in shore and off shore, including blue water passages across the Gulf of Maine.

Why the pilot house?

While the FH 39 can be pleurably day sailed, it is designed to be a comfortable cruiser. The pilot house protects against sun, cold and rain;

No more scrambling in and out of foul weather gear as rain comes and goes. No more miserable cold and wet night watches. Dashew, Cornell, Leonard & Starzinger all opted for a pilot house or hard dodger.

With the ability to ship by container, why design in off-shore capability?

There are several reasons. Having off-shore capability insures that the boat can handle severe weather which can come up unexpectedly while coastal cruising. Coastal cruising can include off-shore passages, for example South Florida or the Bahamas to Chesapeake Bay, a fast ride, but well over a hundred miles off-shore. And for someone who wants the experience of an ocean crossing, the FH 39 can do it.

Performance

The boat is narrow. Is she tippy?

No. The hard chines provide form stability. Hard chines result in a larger increase in immersed volume than other boats. That in turn provides initial stability at anchor, at the dock, or in light air sailing. When the wind builds, the 4400 pound lead bulb mounted at the bottom of the steel keel kicks in.

How fast?

Under power: Eight plus knots.

Heavy air reaching: Nine plus knots.

Heavy air surfing; Eleven plus knots.

Motor sailing, we averaged eight knots (!) for the eighty miles (!) from just inside Hatteras to Norfolk, through the water and over the bottom.

Ultimate stability?

The FH 39 has a 147 degree angle of vanishing stability, far higher than 120 to 130 degree angle found in other cruising boats. That means she will self-right even with the head of the mast well under water. The combination of the lead-bulbed keel and the volume of the top sides and pilot house result in this extra ordinary stability.

Fuel efficiency?

Under normal cruising conditions, fuel consumption will be around one half gallon per hour, which works out to about ten miles to the gallon. Few, if any fully equipped, capable cruising boats can match that figure.

Performance in heavy weather?

The high free board keeps the boat dry. No green water coming down the deck except in the most extreme conditions. With sails up, the heel angle has the boat sailing on her hard chines, which become a Vee bottom, reducing or eliminating pounding even when going to windward. Downwind her broad stern is stable in following seas.

Why motor sail?

Passage making is about getting somewhere. Experienced cruisers know that the right wind direction and velocity necessary for a minimum 5-knot VMG (velocity made good) rarely occur. Motor sailing, using the sails for stability and a speed boost, is a better way to get where you want to go - and you still have the option to sail if the wind and sea conditions are favorable. Still not convinced? Ask a racing sailor to remember the last time he delivered to a regatta sailing to weather: it's more likely he turned on the "iron jenny" to motor straight to his destination.

Why a pilot house?

To list a few reasons: no rain, no spray, no cold winds, no damaging UV rays. A pilothouse or a similar type of shelter is something all cruising sailors want and need. But the array of dodgers, weather cloths, fixed windscreens, Biminis, and other canvas and plastic add-ons found on cruising sailboats are less than successful attempts to provide the highly desired shelter inherent in a pilot house.

On the FH 39, navigation and steering are housed together out of the weather, inside the pilothouse - complete with a 360-degree view. This setup is invaluable on a couples cruiser. Have you ever tried to navigate a tight treacherous passage, with one person out in the cockpit helming and the second person down below, navigating and trying to shout instructions up to the helmsman? At best, it's a stressful situation; at worst, it's dangerous.

Motor sailing sounds like the answer for passagemaking, but can I still enjoy sailing?

Sailing and passagemaking are related, but different. Pure sailing is still great fun - on a pleasurable day sail around the bay, on a passage in favorable conditions. The FH 39's design characteristics (moderate displacement, a respectable sail area-to-displacement ratio, and a long waterline) combined with a cockpit-mounted tiller will let you enjoy sailing on the FH 39.

How will the FH 39 perform under power?

Max speed is over 8 knots. Cruising speed is 7.2 knots, which is 172 nautical miles per day - close to the magic goal of 200-mile days.

What sort of range does the FH 39 get under power?

Cruising-speed range is 600 miles under power.

What are the FH 39's handling characteristics?

Under power, the combination of a prop-swept rudder and fin keel allows the boat to turn in a little more than its own length during marina maneuvering. The long, narrow shape means that the minimum sail area, with its consequent easier handling, will still produce respectable speeds.

How will the FH 39 perform under sail?

The sail area-to-displacement ratio is 17.5. Going to weather, the FH 39 has an 80 degree tacking angle. The narrow beam knifes through seas, but the ample freeboard keeps the boat dry. Down wind, the full stern sections encourage surfing. 11.5 knots has been recorded in surfing conditions. The long straight hull shape keeps the boat tracking on course.. She will go to weather without a hand on the tiller in seas..

To avoid the problem of propeller drag, a PYI feathering prop is standard. In addition to reducing drag, pitch is adjustable. The PYIs are a cruising favorite because of their reliability.

What are the rig and sail design factors?

The headsail is a nominal 100% on a furler. There is a clear consensus that overlapping head sails, a relic of the IOR handicap system, are not the answer for cruising and are not found on the hot new racing designs.

The FH 39's main slab reefing system relies on a proven, reliable method of sail area control, which provides complete flexibility in shaping the sail. In motor sailing, especially in light air, the apparent wind is forward, calling for a flat sail, which is difficult to do with a furling system. Slab reefing avoids the complexity, cost, weight aloft and susceptibility to jamming characteristic of main furling systems.

The main sail is fully battened, simplifying sail handling and promoting a good sail shape in the full range of apparent wind angles and wind speeds.

Lazy jacks support the boom and contain the sail during reefing, hoists, and drops.

The head stay's inboard tack point allows safer headsail changes, makes the anchor more accessible, and opens the slot between the jib and the asymmetric. That slot is further opened by the fractional rig.

The mast is a conservative aluminum double-spreader rig with wire rigging. The sail area-to-displacement ratio is solidly in the cruising-boat range (17.5). However, the rig design encourages the use of an asymmetric which will add a knot to boat speed in light air.

Using the reefing and furling combinations available, the standard sail package gives you an effective wind range of 5 to 30 knots. If you want better light air speed, add the Code Zero reaching asymmetric spinnaker. At the other end, a storm jib is effective at 25 knots and will extend the upper end of the range.

Isn't a narrow boat "tippy?"

The 4500 lb. bulb mounted at the bottom of the steel keel gives the boat extraordinary stability. That stability is further enhanced by the hard chine hull. Most sailboats have a wine glass shape or are round bottomed. Both roll. The FH 39's hard chines sharply increase immersed volume which provides buoyancy and therefore stability. When docked along side other boats, the FH 39's relative stability is noticeable.

What are the pros and cons of the 7.5 ft beam?

In a properly designed boat, there are major "pros.". Narrow boats are fast (think Six-Meters and Eight-Meters). Other pros are efficient sailing and motoring, plus a secure below decks in a seaway. Dennis Conner's new pride and joy is his restored classic Q-Boat Cotton Blossom II. Her LOA is 49 ft; her beam is 9.4 ft. The FH 39 and Cotton Blossom II have identical 5.2 length to beam ratios.

Perry's design takes full advantage of the available 39-foot length to provide more than ample galley and head space, areas frequently short-changed in other boats.

A light-colored, teak-trimmed interior plus the headroom and large windows of the extended pilothouse result in a light bright interior. There is ample room and knee clearance for a table and full dimensioned convertible settees.

How safe is the boat in a storm?

The design provides a 147-degree angle of vanishing stability. That means even with the head of the mast well under water, the boat will self-right. That number is at the high end of all popular sail boats.

Are there other features that make the boat secure?

For one, there is a comparatively high freeboard, which means no green water across the decks. The combination of the pilot house and the high coamings makes for a sheltered cockpit.

How has the boat handled in heavy weather?

InBox, the prototype, sailed comfortably in winds of over 25 knots and ten foot seas. on her sea trial delivery from Rhode Island to Florida via Cape Hatteras

Are there any special features that enhance cruising?

Two things stand out. The cutout transom does away with scrambling up the side from dinghy to deck. The combination of a standard Delta anchor, projecting anchor roller and

powerful reversible Lewmar anchor winch simplifies anchoring and anchor retrieval. The Delta is self launching and with the included chain sets securely and quickly. Retrieval, properly done is a push button operation.

Where can I lie out in the sun and work on my tan?

Right in the cockpit, sheltered from the wind by the pilothouse with over six feet of stretch-out space.

CRUISING CAPABILITY

Will I be comfortable at sea?

With a pilothouse, you will stay warm and dry during your passages. No more being shaken awake for your watch at one in the morning, struggling into your foul weather gear, going out into the cockpit to face cold water, wind, and spray for the duration of your watch. The FH 39 style of passagemaking is quite different: wake up, put on your slippers instead of your foul weather gear, carry your cup of coffee or cocoa up to the pilothouse, then let the autopilot (a standard option) do its work while you keep a watch on the radar and your electronic navigation system, with a VHF close at hand.

Will I be as comfortable at anchor as I would at the dock?

You will stay warm and dry. The FH 39 offers an optional diesel heater for cooler weather and to keep the boat dry and sweet smelling. In the tropics, five hatches, four hull ports and two opening windows provide for lots of air flow as the boat swings at anchor.

Is a pilothouse practical for the tropics?

There is a large hatch to provide air flow for cooling. The pilothouse gives you protection from the UV rays.

Are the yacht's dimensions okay for the canals in the European Union countries?

Yes, for the major waterways. InBox crossed Holland, south to north and Sweden, west to east, locking over 90 times.

How about the Bahamas, the West Coast of Florida, and other shallow-draft areas?

With a draft of 5.5 feet, these areas are easily accessible.

Is the mast height above water okay for the Inland Waterway?

The FH 39's air draft is 48 ft. The clearance is okay from Norfolk (Va.) to the Florida Keys. The standard air draft for the ICW is 65 ft, with the exception of the Julia Tuttle Causeway in Miami, which is 55 ft.

How do I navigate without a proper nav station down below?

If you prefer traditional navigation methods, there is plenty of room to lay out charts on the galley counter top.

You'll probably find that relying on the GPS cartography radar package at the helm station with a 360 view to give you visuals is easier and far safer.

Are the “Cruiseaway Package” Electronics Sufficient?

The instrument panel installed Raymarine C80 integrates radar, GPS and Navionics Gold cartography. The Raymarine Autohelm autopilot operates a powerful hydraulic piston, is tunable and provides a compass reading to the C80. Two panel mounted Tackticks are fed by depth, water speed, wind speed and apparent wind speed and direction sensors. One Tacktick is a dual digital display and the other one is a combination analog and digital display for wind speed and apparent wind angle. The dual display can be set to display direct sensor readings or calculated values such as minimums, maximums and totals. The Tackticks are wireless and solar powered (except for the depth transducer), illuminated and have alarm settings. The engine controls include a tachometer, total hours meter, and oil pressure and cooling water temperature alarms. Every necessary function is included.

What type of dinghy is best suited to the FH 39?

For serious cruising, the Avon RedStart combined with a 2.5 HP OB can be readily handled and easily stowed in the lazarette. The end result; no davits, no crane and clean decks, much safer off shore.

I appreciate the fact that the FH 39 is fully equipped, but what about installing other extras?

The two large after lazarettes provide plenty of space to install a generator, dive compressor, and/or other equipment. With the exception of the rudder tube they are completely open. After installation, the extras will be accessible and still leave ample room for stowage.

Should I install a generator?

That decision is up to the buyer. While a generator provides ample power, generators are noisy and typically less reliable than propulsion engines. The sail drive has a 60-amp alternator, which solves the problem during passages. At anchor, the flexible mounting and way aft location of the engine reduces noise to an acceptable level. To avoid, running the engine to recharge the batteries, we have found that simply laying rigid solar panel(s) topside can keep the batteries topped up when the drain is lighting and miscellaneous house use.

Cruising has been referred to as a way of making repairs in exotic locations! Same problem with the FH 39?

The yacht's systems are designed for reliability and easy maintenance, and the engine is situated so it's easily accessible. The Tacktick instruments are wireless and solar powered, except for the depth transducer, eliminating much of the frequently troublesome mast wiring.

The trouble free performance of InBox, the prototype, over several thousand miles confirms that this approach has been well executed.

Plus, Container Yachts is there to help: we have a help desk and can procure and expedite parts.

Is the FH 39 "Green"?

Sailboats are almost by definition "Green." The standard Yanmar burns less than one ** gallon (4 liters) per hour and is certified to meet the highest EU standards for emissions. Waste from the head goes directly to the twenty five gallon holding tank. The holding tank can be pumped out from a deck fitting or if legal, with the installed diaphragm pump. There is no "Y" valve and therefore no risk of fines if it is inadvertently left in the wrong position.

If we buy the "Cruiseaway Package", what else do I need to go coastal cruising?

The "Cruiseaway Package" includes all permanently installed equipment required for cruising. InBox cruised 4000 NM in her first year, as launched with only her "Cruiseaway Package." That cruising included an outside trip around Cape Hatteras and after dark runs in the Inland Waterway and through the tortuous channels of the Georgia marshes. The after dark runs depended on the radar and GPS enhanced cartography.

Non-permanently installed equipment aboard included a life raft, exposure suits, binoculars, fenders and dock lines. Let us know if you would like a complete list.

LAYOUT AND AMENITIES

How is the yacht laid out and equipped?

The Far Harbour 39 was designed around the needs of a cruising couple. The forepeak, accessible from the forward cabin, holds the anchor line with room left over for additional stowage. The forward cabin, with its V-berth, has shelves, drawers and two hanging lockers. Space under the V-berth is devoted to the 25 gallon holding tank and storage.

Going aft, there is another hanging locker across from the head door with six drawers just aft. The head features a mirror, a medicine cabinet, a shower, a stainless sink, and two under sink cabinets.

Recessed lighting in the main cabin has a dimmer and is complemented by bulkhead fixtures. Room for your favorite reading material is found on the shelves above the settees. A varnished table on center line has a folding leaf.

Galley counter space is split fore and aft around the stove (three burners + oven) with extra space below the refrigerator compartment on the starboard side. There is an ample food storage cupboard aft of the refrigerator and freezer. Additional storage

can be found under the sink, outboard of the sink and in drawers and compartments forward of the stove. There is ample counter space port and starboard, enhanced by good lighting to ease meal preparation.

Everything required for boat operations is centered in the pilothouse. The wheel and engine controls and instruments are immediately at hand from the cushioned pilot seat. The chart plotter/radar display is on the port side of the instrument panel, complemented by a dual instrument display with a choice of depth, speed, apparent wind speed and direction, autopilot controls, and VHF. The anchor winch up and down switch is readily accessible just inboard of the wheel.

There are two large compartments under the pilot seat which serve as a handy storage area for tools, bosuns chair, fog horn, navigation tools, flashlights and all the other required paraphernalia.

There is a complete integrated electrical panel on the starboard side aft of the Galley with AC and DC sections, circuit breakers and a precision battery condition monitor.

Across from the pilot seat is a foul weather and safety gear locker, handy to the cockpit steps.

Removing the cockpit steps provides access to the front and starboard side of the engine and the hot water heater. Access to the port side of the engine is from the port cockpit lazarette.

The cockpit, with six-foot seats and protected by coamings, is accessible, just up the steps and out the pilothouse door. Sheet winches are mounted on the coamings. There are two large after lazarettes and one smaller lazarette. The larger lazarettes easily swallow a life raft, back up anchor with line and chain, emergency bilge pump, fenders, dock lines, boat hooks, dinghy oars and the other things necessary for the cruising life.

What was the goal of the interior design?

The object was to produce a boat that is light and airy. The goal was achieved with an off-white interior trimmed with teak and lots of hatches, ports and windows. The feeling of spaciousness is enhanced by 6 ft. 8 inches of head room in the galley.

How many total berths?

There is an ample double forward and convertible settees in the main cabin, which could be used for guests or as sea berths for the off-watch crew.

If we wanted more than two guests, is there room? Could we cruise comfortably with six people?

We don't recommend it. If you insist, let the last two sleep in the cockpit!

Is this boat suitable as a liveaboard?

For two people, yes.

Can I take hot showers at sea?

Yes. There is a good-sized head and hot water tank.

CONTAINER SHIPPING AND TRANSPORT**Where can I ship the Far Harbour 39?**

Containers can be shipped to any port in the world. Inexpensive truck and rail transport lets you select inland destinations.

Any port?

To get an idea of where you can go, visit the Web site www.ports.com to search a database of over 920 port guides in 107 countries. Or Google the area of interest and the word "port."

What is the cost of container shipping?

Total cost from in the water to in the water will run about \$7500. That includes decommissioning, container freight, associated costs and recommissioning. The way container freight works that will get you pretty much between any two points in the world.

Does the FH 39 require a special container?

No, the FH 39 loads readily in a standard high cube container.

How do you load the FH 39 into the container?

Container Yachts developed a design for pneumatic rollers that cradle the boat while rolling the boat into the container. These rollers support and cushion the boat while in transit. After unloading, the rollers are deflated and readily stowed in the lazarettes until it is time to reload.

How is the FH 39 secured in the container?

Because the FH 39's design effectively utilizes the container's space, the need for bracing and support is minimal. The FH 39 is loaded stern first with the keel, rudder, sail drive lower unit, anchor and pulpit stowed under the bow. Fenders are placed between the transom and the container wall. Tie downs which function as bow after springs** prevent fore and aft movement. The minimal spacing between the sides of the boat means that effective padding can be wedged into that space.

Can I have my own custom container?

Yes, but many shipping lines will only accept their own or standard containers.

Can I trailer the FH 39?

The FH 39 is legally trailerable everywhere in the United States without permits. If you don't want to buy a big truck, then rent a U-Haul. Alternately, you can ship the FH 39 by rail.

How safe is my boat in a container?

The container is locked and sealed.

Can Container Yachts handle the details of container-shipping?

Yes, we can. Tell us your start point and destination and the timing of your cruise. We'll give you a firm price for the shipment, then handle the shipping arrangements and all the necessary paperwork.

What about preparing the boat for shipping and then launching the boat?

If you prefer, Container Yachts will select a yard and direct and/or superintend the work at either end. However, all the tasks required to unpack the FH 39 and get her ready to sail are well within the competence of a cruising sailor with access to a regular boat yard.

What is required to unpack the FH 39 from her container and get her ready to sail?

The procedure of unpacking the FH 39 from her container and getting her ready to cruise is a standard boatyard operation. The basic steps of the process are:

- Pull the FH 39 out of the container.
- Lift the yacht out with a standard yard hoist.
- Use a fork lift to position the keel under the FH 39 and bolt it on.
- Position and insert the rudder.
- Bolt the saildrive on and add oil.
- Step the mast and tighten the rigging.

How long does it take to prep and load the container?

Our record for container loading is six and a half hours from dock side to loaded into the container. That time included unstepping, stripping and packing the mast, as well as keel, sail drive lower unit, and rudder removal.

What are the costs involved in transferring the boat?

The use of a hoist and fork lift with manning typically runs from \$300 to \$500. The labor involved in dismantling or assembling if performed by the yard rather than the owner will typically run from \$40 to \$60.00 per hour. Less than ten hours are required.

ALTERNATIVES**I have been looking at cruising boats in the 36- to 42-ft range. How does the Far Harbour 39 compare?**

Frankly, it's difficult to compare the FH 39 to other boats in the same size range: the fact that the yacht can be container-shipped makes the FH 39 wholly unique because it opens up so many cruising possibilities and allows you to cruise in faraway places without

uprooting your life. But if you were going to do a straight comparison of interior space to other boats in the same LOA range, the FH 39 would emerge as one of your top choices for a cruising couple. It may deny you the opportunity to entertain eight of your nearest and dearest friends in the main cabin (unless you want to have a really cozy time). However, you'll find the head, forward cabin, and galley compare very favorably. Because the FH 39 was designed for a couple, there was no effort to cram in a claustrophobic second cabin or second head. And you have the pilothouse as a bonus.

There are other considerations beyond sailing ability and onboard space. Because the FH 39 solution recognizes the well-known fact that cruisers do motor, the engine has extra power. If you compare engine horsepower/displacement ratio to similar-sized boats, the FH 39 is at the top of the list. The power is available, but the engine can be run in economy mode with minimal fuel consumption.

Another key element is tankage. The FH 39, with its 40-HP engine, carries 75 gallons of fuel. This means you have an estimated 600-mile under-power range, which lets you make longer passages without having to plan for frequent fuel stops. Six hundred miles and the Gulf Stream will take you non-stop from Fort Lauderdale to Cape May, or to Bermuda, or halfway up the Inside Passage. You won't find other boats in the same LOA neighborhood with enough tankage and engine size to give you that kind of range

All this talk about motoring. Doesn't that make the trawler a better option?

Trawlers aren't practical for serious off-shore passages. Beam seas can cause considerable discomfort, to put it mildly. Sails stabilize a boat. Stabilizing a trawler requires stabilizers or paravanes; however, stabilizers catch lobster and crab traps, and paravanes are difficult and dangerous. Sails also provide you with an independent propulsion system, for engines do fail. That may not be a problem when you are close to shore, but it becomes problematic if you are 20 or more miles offshore.

One of the leading trawler builders has introduced a new boat with a mast and sails.

And if you ship one, the cost can be ten times the price of container shipping.

I want a boat I can cruise with in the Med. Can you convince me that the FH 39 is a more economical option than doing a trans-Atlantic passage?

We'll let you weigh the equation. Say you're doing a delivery from the U.S. East Coast to Europe, and you're making at least one stop (Bermuda or Azores) and spending 21 days at sea. Add up the cost of the provisioning, fuel, port costs, and boat wear and tear. If you are sailing the boat yourself and need an extra hand, you may have the additional expense of delivery crew. Compare that to cost of shipping your boat. If you ship as deck cargo, or via a company like Dockwise, you will pay several times the cost of container shipping..

I am not ready to go cruising, so isn't chartering a better option?

On the surface, chartering may seem to be a better option. But once you want a boat during a major holiday or school vacation time or you want to go beyond the strict travel

limits imposed by charter companies or you want to charter longer than seven days or because you don't want to spend your vacation time learning about and repairing the idiosyncrasies of a new boat each time you sail, chartering becomes a less attractive option. There are also some beautiful cruising destinations that are not home to charter fleets; if you have found a favorite area and want to continue cruising there, the economics of owning become more attractive.

How does owning a FH 39 compare to the charter company's sale/lease back offers?

The assumption behind the sale-lease back setup is that at the end of the lease, you will own the boat and go cruising. Unfortunately, a boat suitable for the charter trade is not a boat suitable for cruising. Take a look at classified ads and see how many tired, used charter boats that have been working for three to five years are on the market!

PURCHASE AND COMMISSIONING

Can you explain your business model?

Container Yachts was formed to produce and to market the FH 39. Boats are built by an experienced builder who has a 20-year history of building solid boats. Marketing is Web based, but with a demonstrator available for inspection and trial sails. Your purchase will be from Container Yachts, a U.S. company. Container Yachts is not a brokerage firm: The company owns the tooling and is providing all the financing for the production of the FH 39. Container Yachts is directly responsible for the warranty to the buyer. While Container Yachts is a new company, the people at the company have a well-earned reputation as reliable business partners. Financial references are available.

Since you don't have a dealer network, what happens when it's time to commission the boat?

Container Yachts' pricing is based on commissioning in Annapolis, as a central East Coast locale. But you can also choose your commissioning site, and Container Yachts will commission the boat at a location you designate. Container Yachts has personnel who will travel to the area of our choosing to sea trial the boat with you and do familiarization.

Can I customize the boat?

Sure. Give us a list of what you would like to do and we will look at the feasibility. If those customizations are feasible, we'll price them out for you. In addition to specifying your preferred brand of hardware (or adding hardware), we can also give you options on lighting, fabrics, and colors.

Okay, you've convinced me. I am interested in taking the next step. What do I do now?

If you haven't seen the boat at one of the shows, we can arrange an inspection.

As the next step toward a purchase, we recommend taking an option. The option allows you to freeze the price and delivery of the boat, but gives you time to customize the boat and select a delivery location. Once you provide us with that information, we can give

you a firm price with any options you select.. You can then exercise the option and buy the boat or withdraw without penalty.

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