

24 Yacht Suppliers

EVERYTHING
FOR LIFE
ON BOARD

CHANDLERY
ELECTRICAL
PLUMBING
SAFETY
NAVIGATION
DECK GEAR
MAINTENANCE
SPARES
OUTBOARD MOTORS
INFLATABLES
WATERSPORTS
CLOTHING

MUSTO

Raymarine

GARMIN

YETI

LEWMAR

HARKEN

X International

YACHT
SUPPLIES

PEOPLE
PRODUCTS
KNOWLEDGE
ON THE WATER

X International

SCANSTRUT

OUTBOARD
SALES
SERVICING
SPARES
ADVICE

BETTER
BOATS
BRIGHTER
ADVENTURES

Deals, Surveys & Brokerage

Market intelligence, due diligence and private transactions.



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Editor's Note

Editor's comments for this issue will be added shortly.

Magazine page reserved

New editorial content will appear here.

Advertising page

Reserved advertising position.

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24 YACHT SUPPLIERS MAGAZINE

Everything for Yachts. Except a Normal Day.

YACHT SUPPLIERS. REAL PEOPLE. VITAL PRODUCTS. OCCASIONALLY ON TIME.



Dear 24 Yacht Suppliers...

I run a small chandlery business and we recently supplied a client with "marine grade" toilet roll at £18 a roll. They were very happy until they asked if it was gold plated. It isn't, but now they want a refund because they say it doesn't match the taps. Should I offer a discount, or should I start stocking gold leaf toilet roll just in case?

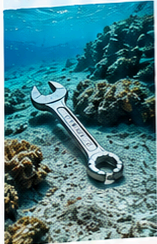
Yours in confusion,
S. Plying
(Falmouth)



24YS SAYS:

Gold plated? Amateurs. Next time, offer a matching bidet and a lifetime polishing service. There's always a bigger yacht.

THIS MONTH'S SUPPLY PROBLEM



The Vanishing Spanner

A crew member dropped a spanner overboard during routine maintenance. Three divers, a drone and a metal detector later, it was still missing. The captain has now ordered a full set of spare spanners to be kept on board "just in case".

Moral of the story:
In yachting, nothing
ever really sinks...
it just becomes expensive.

SUPPLIER CONFESSIONS

"I once drove six hours to deliver a single screw... only to be told they'd changed it to metric."

Anonymous
(Still traumatised)



OVERHEARD AT THE SUPPLIERS' DOCK

They need 20 fenders... by lunchtime?

And in the exact same shade of blue as the sky...

Easy. I'll just ask the impossible department.



CAPTION THIS!



Send us your best caption. The funniest entries may appear in the next issue (and no, we won't mention your name).

EXPECTATION v's REALITY...

EXPECTATION



Everything in stock.
Organised. Efficient. Smooth.

REALITY



Wrong part. Wrong size.
Wrong boat. Again.

THE SUPPLIER'S CHECKLIST

Before you say "it's urgent"...

- ☐ Check you actually need it
- ☐ Check the yacht is in the same country
- ☐ Check the size, model and colour (again)
- ☐ Check it will fit (this time)
- ☐ Ask if there's a cheaper option (there isn't)
- ☐ Remember it's "urgent" for everyone
- ☐ Be nice to the supplier
- ☐ Offer a coffee (it helps)
- ☐ Accept that delivery by helicopter is expensive
- ☐ Prepare to change your mind

SUPPLIERS:
BECAUSE
"JUST
A QUICK
ONE"
IS NEVER
JUST A
QUICK ONE.

YACHTING DICTIONARY

Chandlery (n.)

A magical place where a £2 item costs £200.

Lead Time (n.)

The time between ordering and realising you needed it yesterday.

Marine Grade (adj.)

Exactly the same as normal, but with a yachting markup.

Just a Quick One (n.)

A request that will take three days, five suppliers and a helicopter.

Specification (n.)

A document that changes every 10 minutes.

Supplier (n.)

A patient person who makes the impossible possible (most of the time).

FINAL THOUGHT...

"You can't buy happiness... but you can supply a yacht with everything it needs, and that's pretty close."

