

A Better Boat at a Better Price from a Better Dealer



The Dunbar Difference

Our dealership has over 20 years' in-house experience of the Jeanneau brand. We take pleasure in employing our own service engineers to commission, customize, and rig our boats, and are one of the only dealers in the USA who are able to offer these services in-house. We perform the full range of commissioning services including rigging, electronics, generators, renewable energy, and watermaker installations, and customized woodwork and interiors ourselves.



Trade-ins and Flexible Finance

We accept trade-in boats. Our trade-in customers are guaranteed an upfront price for their boat, and avoid the ongoing costs of moorings, insurance, and maintenance while their boat is sold. Alternatively, we are able to offer brokerage services at significantly reduced rates to quickly liquidize your asset. We are also able to assist our customers in obtaining marine finance through our network of specialist finance companies.



Tax Savings - Bespoke Boat Ownership

For those looking to use their boat for business purposes, arrange boating as a business, or use their boat for charters, we will work with your CPA to ensure you achieve the maximum in tax savings.



Insurance

We can recommend insurance providers and we will help you:

- Prepare a robust hurricane plan with a view to reducing your insurance premium and protecting your asset;
- Document your boating experience and, where necessary, assist you to gain any necessary additional experience to reduce your premiums.



Commissioning In-House

The benefits of commissioning through our in-house service team include:

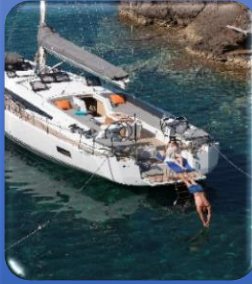
- Ability to maintain quality control;
- Shorter time period between the boat leaving the factory and being completed and ready to sail;
- Keeps costs down;
- We hold National Marine Electronics Association certifications, and are dealers and authorized resellers for all major marine electronics brands;
- As authorized dealers for major marine products, we have superior knowledge and are able to pass on our discounts to you.



Delivery services

If you wish to have your boat delivered elsewhere at any point, we can:

- Fully prepare your vessel for loading onto a truck, including hauling and unstepping the mast;
- Assist in obtaining favorable overland transportation quotes;
- Recommend experienced delivery skippers for in-water deliveries.



Familiarization and Training – Getting to know your boat

- We provide 2 days’ complimentary training onboard your new boat to include orientation, electronics, mechanical systems, boat care tutorial, boat handling, docking, anchoring, and sail handling. Once completed you will be confident in using and operating your new vessel.
- In addition, we would like to welcome you to one of our ASA sailing courses. We run a certified ASA training school headed by an ASA rated Outstanding Instructor.
- We have experience of cruising the USA, Caribbean, and Europe. Allow us to use our expertise to help you achieve your cruising dreams.



We Excel at Service and Care - The Personal Touch

We maintain ongoing relationships with all our customers and are always available to answer any questions. Part of our pledge as a full-service dealership is to assign you a dedicated Yacht Manager to ensure continuity of service and provide you with a point of contact who knows your boat intimately. We are unique in doing this.



Parts and supplies discounts – Your personal ships store

Dunbar Yachts has a well-stocked ships’ store and we are able to obtain discounts off RRP for almost all boat parts and supplies. We will work on your behalf to maximize the discounts available to you on all additional parts and supplies for your new boat.



Documentation Services - Keeping it in order

- We provide all documentation needed for your new boat and provide complimentary notarizing services.
- We help arrange coastguard and safety equipment registrations free of charge.



Celebrating Your New Boat – Making Memories

We welcome your involvement and excitement in the production process! We offer:

- Accompanied factory tours before you finalize your boat specifications and during the production process so that you can see your new boat being built!
- Watch your boat arriving at the yard for commissioning;
- Photographs of your boat being built and commissioned to commemorate this special process;
- Once your boat is built and launched, we perform a formal blessing and naming ceremony.