

# Thinking of Importing Your Next Boat?





grey imports

# What is a Grey Import?

Official importers and distributors of specific brands are authorised to sell in this country.

Boats sold through non-authorized channels is known as a 'grey or parallel import'.

Grey (or parallel) imports may seem very cheap on the surface. However, like most things that seem too good to be true, imported product may be far from cheap when compliance issues need to be addressed.

## Did You Know?

All boats exported to another country are specifically re-wired to meet the legal requirements and insurance standards of the destination country. This ensures compliance with local regulations and secures the necessary insurance coverage.



# liability **You're the importer - You're responsible.**

By importing a boat, you are taking on a number of additional liabilities. You become responsible, personally, for all the compliance issues associated with the Boat.

In the event of a failure - be it safety or related to build standards or emissions - YOU will be the one, as the importer, bearing sole liability for compliance.

In the event of an (serious-) accident the skipper and/or owner of the boat are responsible and carry very serious liability under the law.

CAN YOU AFFORD TO TAKE THIS RISK?

## safety **Is it Safe?**

Grey Imports raise both financial and safety concerns for buyers.

As these products are being imported without the manufacturers consent they **will not be covered by the manufacturer's warranty.**

Grey imported products may not be subject to the same thorough safety check that authorised product are. This means you could potentially be **putting your family and yourself at risk through use.**

It is important to remember that whilst the product may meet the safety requirements in its country of origin it does not mean that it will meet the minimum local safety requirements.





## regulations **Is it legal?**

Products are manufactured for specific markets (or regions). Boats are manufactured to comply with standards and specifications of each market.

All boats which are imported must be assessed against Regulations and Standards

Most of the grey imported boats are NOT compliant

Regulations and standards are there for a reason. Non compliant product needs to be viewed as substandard unless measures are taken to bring it into compliance.

If a product cannot be brought into compliance it should not be sold, imported or even used.



# Is it worth it?

Have you given careful consideration to the **true costs of importing a boat**? There is more to it than the price on the window.

**(Transport cost, VAT, import duties, transport insurance, no warranty, no local insurance)**

**After Sales Support.** Most Authorised Dealers and Brokers are not permitted to provide after sale support such as servicing or spare parts to grey imports. This often means that any servicing and maintenance cannot be performed by factory trained professionals.

**Re-sale.** Grey and parallel imports often have very low or no value at the time of resale when compared to authorised products.

**Product liability** for consumer advisories such as product safety recall and warranty support. Authorised Dealers and Brokers provide this support. Unauthorised channels often do not.

Many **insurance companies will not cover a claim** if the product is found to be non-compliant against local standards. You could be uninsured.

Check the total cost of bringing the product into the country - you might be surprised to find there are costs and taxes in addition to the purchase price

**(Transport cost, VAT, import duties, transport-insurance, no warranty, no local insurance)**



# Why buy from an Authorised Dealer?

When you purchase your new Boat, PWC or Engine you can be assured that:



You will receive full after sales support including warranty support, servicing and maintenance.



Your product will comply with the standards and specifications



Your product will meet Build Specifications including floatation standards, build standards and safety compliance.



All electrical systems will comply with Standards and Regulations.



All product will possess Certification for insurance.



Your boat will have a good re-sale value. You'll not be **'suprised'** by adding up all the **ADDITIONAL cost when importing yourself**



You will own a quality product, provided by a quality dealer AND be free to enjoy quality time on the water with out the worry of what may go wrong with your 'cheap' import.

Ensure you purchase exclusively from authorized importers or distributors in the GCC region. Boats that are legally imported qualify for maintenance support, access to spare parts, and assistance with insurance queries.

