



Navigating Your New Trawler Purchase

Build, Payment Terms, Taxes, and Tariffs: A Comprehensive Guide



Welcome to 2026 TrawlerFest Anacortes, WA

Saturday, May 16th, 11:15am-12:15pm

Wayne Goldman
Selene Yachts Americas



A Comprehensive Guide

- Define your requirements
- Budget
- Which trawler is right?
- Mechanical choices
- Apples to Apples
- Designing and customizing
- Contracts and payment terms
- Financing
- Taxes, tariffs and duties
- Working with builders, dealers and distributors
- Responsibility of ownership
- Warranty
- Insurance
- During the build
- Delivery and seatrials
- Conclusion

“ Purchasing a new boat is like building a new house. Both processes are exciting but can get a bit complicated. There are many facets of a new build that can be challenging. Having a good understanding of the process is critical to a fun and rewarding adventure. ”

Define Your Trawler Requirements

Mission Statement

- How will you use your boat?
- Local or Inland only (Great Loop?)
- Coastal
- Cross Oceans
- Budget
- Size (Number of people aboard?)
- Speed/range tradeoff
- Semi or Full displacement



Define Your Trawler Requirements

- Full or semi-displacement
- Number of staterooms and heads
- Stand-up engine room?
- Amount of stairs or ladders?
- Single or twin engines?
- Aesthetics
- Quality of build and craftsmanship
- Layout and liveability
- How is the ride?
- What is the resale market like?



Define Your Trawler Requirements

- Engine manufacturer
- Single or twin
- Generators
 - one or two
 - manufacturer
- Thrusters
- Stabilizers
- Solar
- Lithium
- Watermaker



New or Used?

BAT

- Budget
- Availability
- Timing



Set a Budget and Understand Cost

What are some of the costs?

- Purchase price of the boat
- Options during build
- Added owner accessories
- Electronics
- Dinghy
- Bedding
- Kitchenware
- Travel to yard
- Shipping
- Commissioning
- Taxes/tariffs/duty
- Surveyor during build and at delivery
- Captain fees
- Added features after arrival

Apples to Apples

When evaluating different brands, be sure to make sure both boats are 'speced' the same



What is standard?

Do both boats have:

- Single or twin engines
- Air conditioning and/or heat
- Bow and stern thrusters – hydraulic or electric
- Teak decks
- Water maker
- Trip to factory
- Tariffs
- Delivery costs

Which Trawler is Right for You?

- Go to TrawlerFests and get on trawlers
- View as many trawlers as possible
- Attend these seminars
- Consider all cost
- Evaluate using your requirements
- Where is the boat built?
- When can it be delivered?
- How customizable is it?
- What are the warranties?
- How is the after-purchase service in your cruising grounds?
- Can you speak to someone in a similar time zone?



Some Trawler Options

Full Displacement



Kadey Kroger



Nordhavn



Selene

Semi Displacement



Fleming



Grand Banks



Offshore

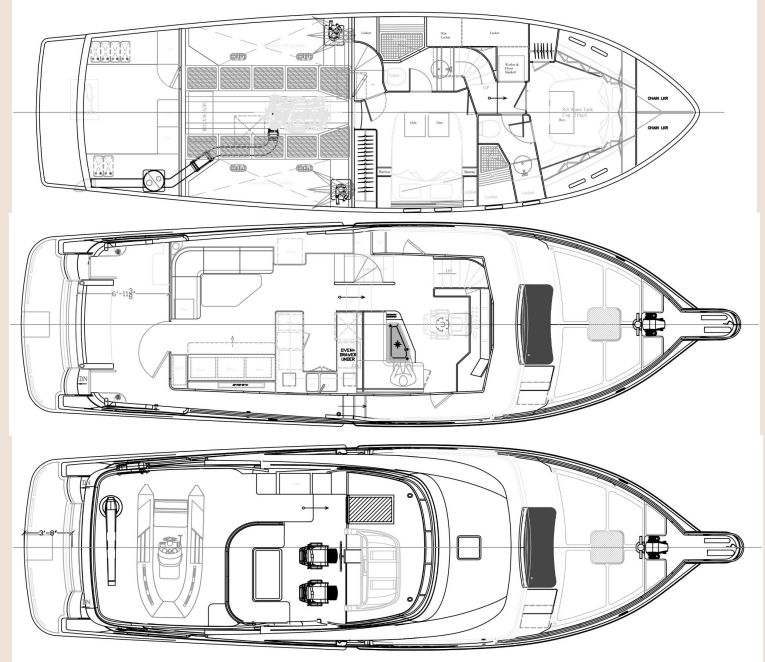
Working with Builders, Distributors, Dealers, Salesmen and Project Managers

- **Salesmen** - first contact and with you for the entire process
- **Project Manager** - will manage the build and interaction with yard
- **Dealer** - oversees deals with buyers
- **Distributor** - responsible for large region
- **Builder** - builds your yacht
- **Each brand** will have their own structure



Designing & Customizing Your New Trawler

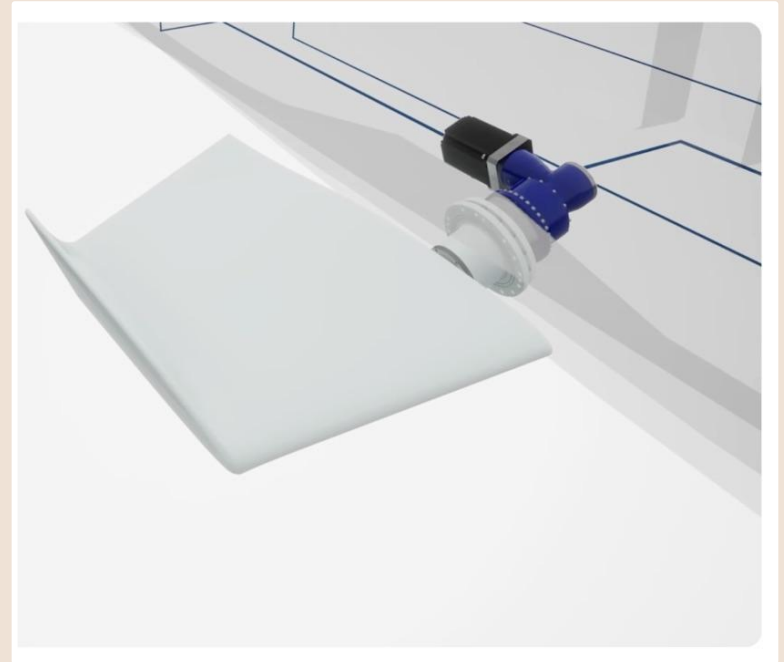
- Layout
- Number of staterooms and heads
 - Main deck layout
 - Galley up or down
- Single or twin engines and size?
- Generator number and size?
- Get home provision?
- Interior wood?
- Exterior teak decks?
- Hull color?



Designing & Customizing Your New Trawler

- Bow and/or stern thrusters?
- Stabilizers?
- Electric or hydraulic?
- Solar and lithium?
- Watermaker?
- Air conditioning and/or heating? Type?
- Davit and size?
- Dinghy
- Electronics

And more....



Understanding Contracts & Payment Terms

- Letter of Intent (LOI)
- Payment terms
- Deposit
- When are payments due?
- 10-10-10-10-10-10-35-5
- 10-10-70-10
- Are any payments refundable?
- Change orders and timing effect
- Warranties
- Defaults
- Dispute resolution
- Taxes and tariffs
- EPA requirements
- Factory inspections
- Pre and post delivery surveys
- Seek independent legal advice

What is a 'Letter of Intent' (LOI)?



Letter of Intent (LOI)

A (LOI) is a document declaring the preliminary commitment of one party to do business with another and outlines the chief terms of a prospective deal.



Typical Payment Terms

Letter of Intent (LOI)

10% Deposit

10% Hull Release

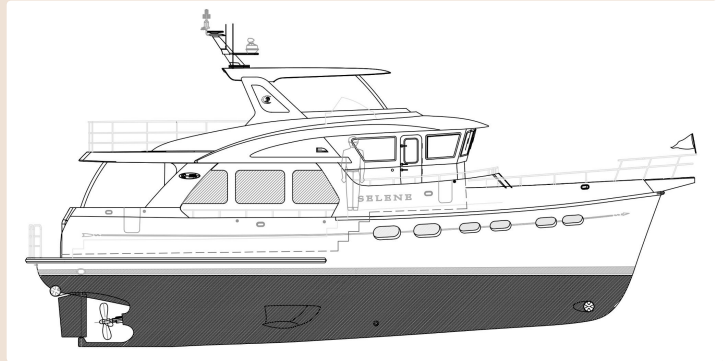
10% Deck join

10% Fly Bridge join

10% Engine installation

10% Interior varnish complete

40% Boat completion



Budgeting

- Can you finance a boat?
- Traditional lenders
- Builder financing
- Current rates
- Typical terms
- Who should you talk to?



During the Build

Regular calls/meetings with project manager

Visit the yard multiple times

- Early to spec boat and meet builder
- During build to monitor progress
- At completion to review boat before delivery

Milestone payments

Change orders

Independent surveyor during and at completion

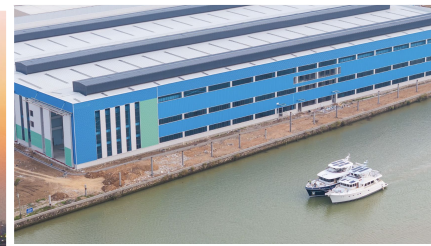
Work on:

- Securing a slip
- Have insurance ready
- Hire a Captain

Join User's groups and attend Rendezvous



Yard Visit



Taxes, Tariffs and Duties. OH MY!

Taxes

- Sales or use tax
- Where is your residence?
- Where will the boat be berthed?
- Each state has different laws

Import Duty

- 1.5% on imported boats
- No duty on US boats

Tariff

- What is a tariff?
- What countries have tariffs?
- How much is a tariff?
- Can you avoid the tariff?

Foreign Flagging

- What are the advantages?
- What are the disadvantages?
- How much does it cost?



New Deliveries

- Delivery process
- Commissioning
- Owner Walkthrough
- Sea Trial

What Does a Warranty Cover?

Builder warranty

- Hull
- Workmanship
- Gelcoat
- Cosmetics

Equipment warranty

- Engines and generators
- Pumps
- Davit
- Thrusters and stabilizers

Warranty Requirements

- Registration
- Service



Insights on Insurance

Start looking now

Understand the requirements

- Boating history
- Previous claims or accidents

Prepare

- Work on getting experience
 - Buy a smaller boat
 - Go on bareboat charters
 - Go on a long passage(s)
- Captain license can help
- Write your resume
- Take classes

Navigable limits

- Start with your local area

Captain may be required until certified

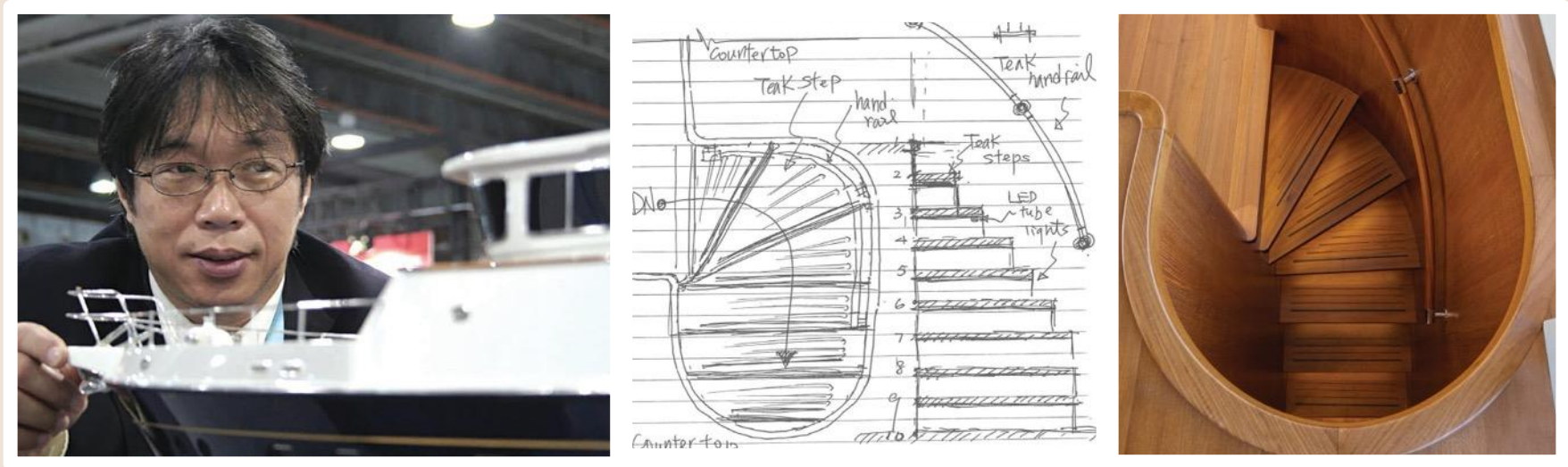


Responsibility of Ownership

- Slip
- What size slip?
- What is the cost?
- Where will I keep it?
- Maintenance
- Cleaning
- Waxing
- Engine service
- Servicing other equipment
- Insurance



Selene Yachts Q&A



Thank you!



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