



# a unique SWAN package for the most demanding owners

## **Strategic Alliance to Provide Unique Swan Support Package**

Isle of Man based accountants, PASYC, and project management specialists VMG Projects have announced a partnership to provide complete support for owners of new-build or pre-owned Swans.

The new venture will provide a unique portfolio of services covering all aspects of the purchase or ownership of Nautor Swan yachts. Both companies are based at Chapter House in Douglas and are able to offer their services to owners and yachts based worldwide.

PAS has been supporting Swan owners for 25 years. They are well known in the industry for their VAT expertise and corporate ownership programme.

### **'specialist financial and project management services'**

Andrew Roy of PAS said: 'The best way to run a large yacht is via a company. We were the first to design a structure, specifically for owners, based on leasing and chartering their yachts and so accounting for the VAT.'

That was in 1981; we now have a large number of Swan owners as clients for whom we also provide flag registration, accounting, wages, insurance, finance and a host of other soft backroom services.'

Matt Cowpe of VMG Projects said: 'Owners now demand greater performance from their yachts and want them to be fitted with a wide range of complex equipment and systems.'

At the same time governments are placing an ever-increasing burden of regulation on yachts and crews. Prudent owners are therefore seeing long-term benefits in complementing the traditional relationship between themselves and their Nautor Swan agent with specialist financial and project management services.'

Many owners choose to take advantage of Nautor Swan's long-established and successful charter business. Andrew Roy goes on to point out that this does create a rigorous programme for the yacht's Captain who can benefit greatly from efficient shore support.

### **'PAS is your office and VMG Projects your technical support'**

'We can even take charter payments and extras by credit card for our yachts,' said Andrew. 'This can all be provided from Chapter House leaving the crew free to concentrate on the yacht and guests. PAS is your office and VMG Projects your technical support.'

Matt Cowpe is well known to Swan owners as a skipper and manager and in partnership with Nicholas James, established VMG Projects. They concentrate on project management and on-the-spot support.

VMG Projects acts on behalf of owners during the specification, planning and execution of new-build and refit projects.

Matt and Nick each have over 10 years experience in the construction, modification and refitting of sailing yachts from 17 to 46 meters. They have managed numerous projects for experienced and demanding owners - their depth of knowledge and attention to detail being held in high regard.

This joint venture has been designed specifically for Nautor's Swan. Although they remain independent, their differing specialities provide a complementary and comprehensive package to owners buying or building a Swan.

