

**SeaKits Marine Maintenance Systemsm:
A Market Differentiator for Progressive Yacht Builders**

A yacht in the 50' to 100' range will consist of a few dozen systems, hundreds of unique equipment, and thousands of parts. Each piece of major equipment will have five to ten (or more) preventive maintenance tasks and as many spare parts. All told, there will be over one hundred maintenance tasks to be scheduled at run time and calendar intervals, and a similar number of service parts to accomplish that maintenance.

Historically, yacht builders have provided their new owners with all of the vessel documentation at commissioning, including manufacturers manuals, operating manuals, parts lists, and warranty cards. Buried in that documentation are the manufacturer's recommendations for operating and maintaining everything from the propulsion engines to the galley stove. Some builders are providing an Operations Manual which helps make sense of the maintenance requirements, but falls short of being a maintenance "system".

Customers are left with the daunting challenge of organizing the maintenance tasks and outfitting their yacht with onboard spare parts. This is a significant task that some new owners may not have the skill or time to complete. Furthermore, it is an area where many owners feel boat builders could improve.

Since a yacht builders reputation is largely based on the quality, performance, and resale value of their fleet, there is an opportunity for progressive builders to differentiate themselves by providing their customers with a turnkey maintenance and spare parts program upon commissioning.

We believe every new yacht should commission with a "system" to maintain the yacht at its optimal safety, performance, and resale value. This system should include:

- Equipment Nameplate Data, including make, model, and serial number to provide a quick and easy reference when ordering spare parts, making warranty claims, or reviewing maintenance requirements.
- Preventive Maintenance Recommendations to keep equipment in peak condition.
- Maintenance Schedules that identify when maintenance should be completed.
- Spare Parts Recommendations to cover routine service items as well as onboard spares appropriate to the type of cruising the owner is planning.



- Inventory Tracking that identifies what parts are onboard, what needs to be ordered, and where spares are stored.
- Maintenance History for recording maintenance activities, observing trends, and scheduling future maintenance.
- Vessel Documentation, organized for easy access and electronic searching.

The SeaKits Marine Maintenance Systemsm (MMS) satisfies all these features and more. MMS was designed by Barry Kallander, a former submarine sailor and master mariner. Barry has several years experience developing and implementing maintenance systems in the US Navy, commercial nuclear power, and high tech industries. He began the design and development of MMS when outfitting his latest vessel for extended coastal cruising and wanted a better way to track maintenance and onboard spare parts.

The Marine Maintenance Systemsm is a robust, easy to use system geared towards owner/operators of yachts in the 40' to 140' range. MMS is web-based, providing owner/operators with automatic software updating, backups, and an intuitive browser. Another unique feature of MMS is its manufacturer/supplier index of over 1600 vendors containing address and contact information for each vendor – an invaluable tool for cruisers that might need technical support while underway.

While the system is ultimately designed to be used by owners or their captain/crew, we believe MMS should be “standard equipment” on new yachts and are focusing initial sales efforts on leading boat builders. SeaKits will work with the boat builder to deliver a fully populated MMS pre-loaded with all of the important equipment, maintenance requirements, and spare parts recommendations for a particular yacht or series of semi-custom yachts. By including a loaded MMS with each yacht, the builder is providing a value added feature to their customers that will significantly help them maintain their yacht to the highest standards.

Progressive boat builders that include the SeaKits Marine Maintenance Systemsm will set a new level of service and customer satisfaction, and will differentiate their product from the sea of other yacht builders. To evaluate how the Marine Maintenance Systemsm can help your company we encourage you to contact us for a no obligation demonstration.