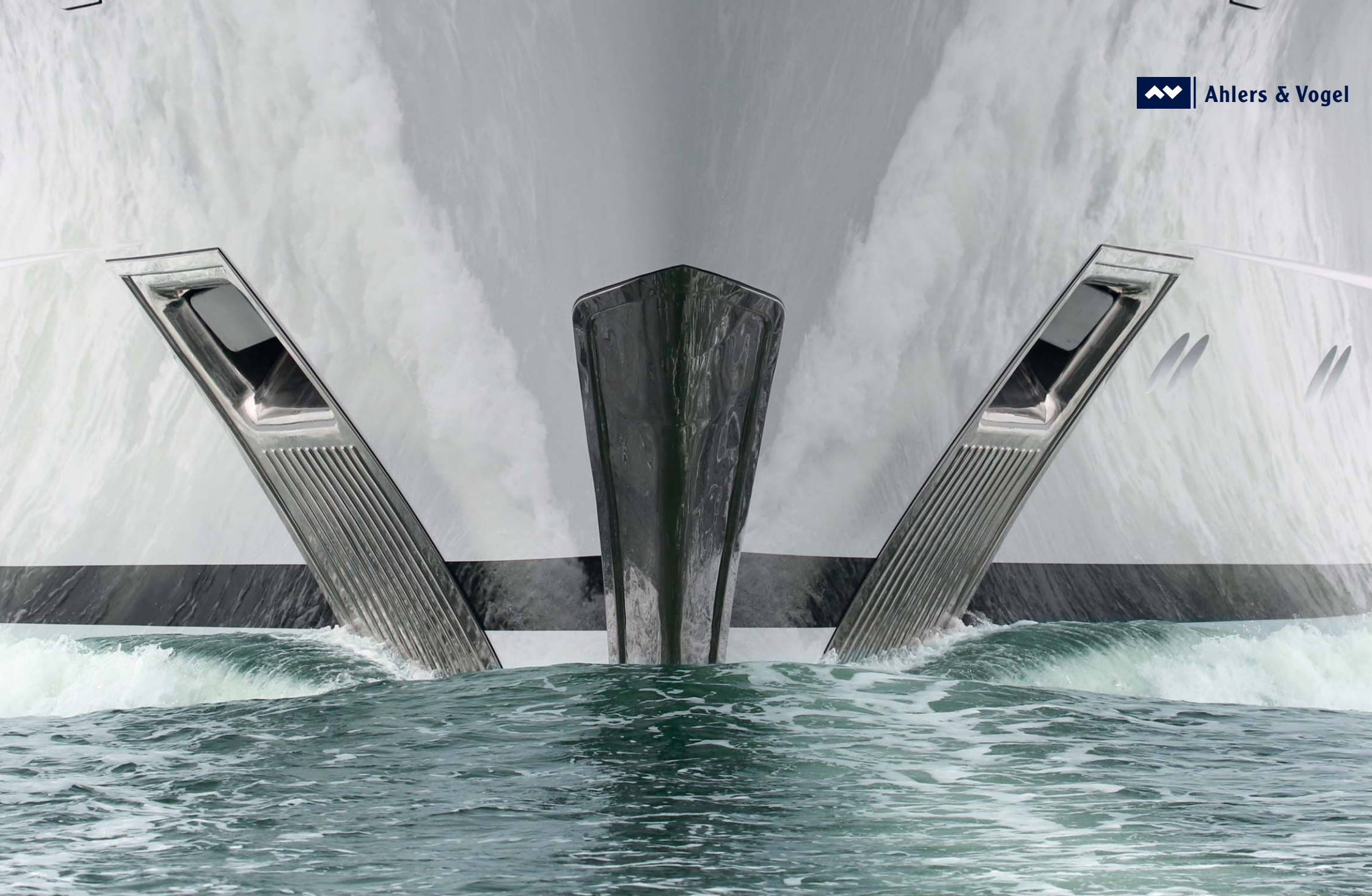





Ahlers & Vogel





YACHTS ARE MORE THAN SEA, SUN AND FUN: THEY ARE A SERIOUS BUSINESS OPERATION AND NEED PROPER CARE – TECHNICALLY, COMMERCIALLY AND LEGALLY.

That is where the team at Ahlers & Vogel come in. Based in Hamburg, we are right in the heart of the German yachting industry, with all major German newbuilding and repair yards close by. Years of experience in the shipbuilding, ship repair and yachting industries mean we have excellent relationships with key players in the market – be they shipyards, suppliers, insurers or lawyers.



Ahlers & Vogel

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THE AHLERS & VOGEL YACHTING TEAM:



Martin Rosenzweig (partner) specialises in shipbuilding with a focus on passenger ships and super yachts, including the supplier industry, in sale and purchase transactions, and ship management.

As a member of the Casualty Response Team, **Dr. Wilm Steingröver** (partner) takes care of clients' needs in maritime casualties such as ship collisions, fires and personal injuries.



Dr. Eva-Maria Harm (associate) mainly helps clients with shipbuilding and ship management issues. In addition, she is involved in dealing with maritime casualties.

Tammo Schwerdt (associate) advises our clients on maritime and commercial law matters. Recently, he has focussed on legal issues surrounding autonomous navigation and vessel automation.



Dr. Ulf Marr (associate) mainly deals with maritime law matters with a particular focus on marine and yacht insurance. As a yachting instructor, he has extensive experience in the operation of pleasure crafts.



Ahlers & Vogel Lawyers since 1858

WHETHER YOU ARE A YACHT OWNER, YACHT MANAGER, SHIPYARD, SUPPLIER, BROKER OR CREWING AGENT, OUR YACHTING TEAM IS THERE TO HELP. WE DON'T WANT TO BORE YOU WITH PARAGRAPH AFTER PARAGRAPH OF ALL THE THINGS WE CAN DO. INSTEAD, HERE ARE JUST A FEW EXAMPLES:

TOYS AND TENDERS

Are new toys needed on the ship or does the owner's tender need replacing? Bearing in mind the costs and the importance of the yacht's smooth running, it may be worthwhile to have the purchasing contract looked at. Specification, price, delivery terms, and customs arrangements are just a few of the potential issues that might need checking. These are areas we will gladly help you with.

MAINTENANCE AND REFIT CONTRACTS

Maintenance and refits can be major projects. In our experience, problems tend to arise where the parties have not agreed on clear rules regarding the scope of work, pricing, time frame and co-operation between yard and owner. Our existing relationships with German shipyards and suppliers will ensure that your projects head the right way from the very start. Should problems arise nonetheless, we are there to help sort them out. We have the technical understanding to appraise the issues and to propose practical solutions to any problems that might be encountered.

MARINE CASUALTIES

Hopefully it will never happen, but if you are ever involved in a collision, fire or serious personal injury case, our Casualty Response Team is there to assist onsite and on-board at any location in the world at all times. We maintain close ties to a hand-picked group of shipping, fire and emergency experts allowing us to assemble a tailor-made team specifically suited to the case at hand. Our Maritime Casualty Hotline (+49-40-37 85 88-911) gives you 24/7/365 access to our team immediately after the incident.

We can also help with newbuilding contracts, S&P, VAT, crewing issues and much more.

Yachting involves a lot of money but that does not mean that you have to spend it on excessive legal bills. We work in the most effective and cost-efficient manner at what we believe are reasonable rates. We will always select the lawyer who is best suited for the task in terms of specialisation and professional experience. Depending on the work involved, we are happy to agree either fixed fees or hourly rates. We are also no stranger to hybrid billing models.

First and foremost, we aim to deliver practical advice which lets you get on with things. At Ahlers & Vogel we do not believe in long memos setting out every single theoretical risk (unless you wish to work that way, of course!). However, in our view, one will always have to balance the value of a perfect contract (if such thing exists at all) against one that you can conclude efficiently and still have a more than adequate risk protection.



