

The Yacht Team at C Solutions

The yacht practice at C Solutions is staffed by a global team of experts with wide experience of the full range of issues that may affect those involved in the industry. Our yacht practice provides a “cradle to grave” service to owners, brokers, insurers, charterers, managers and builders.

In particular we advise on finance, new building contracts, sale and purchase, insurance, casualty management and crewing. Our philosophy is to provide a high level commercial and flexible approach to legal advice and claims handling, while maintaining the standards and personal approach expected of a leading services provider.

International network

Headquartered in the Lloyd's Building in London, we also have offices in Hamburg, Hong Kong, Latvia, Singapore and Sydney. Through joint venture partnerships and network partner affiliations, we are able to use the services of local lawyers and claims experts as C Solutions' consultants in Athens, Bangkok, Bangladesh, Buenos Aires, Costa Rica, Dubai, Durban, Marseille, Monaco, Mumbai, New Zealand, Rotterdam, Scandinavia, Shanghai and Venezuela.

Our CEO and senior personnel are consultants with the London law firm Horn + Co, allowing us seamlessly to transfer matters for litigation should the need arise, whilst maintaining the same case handling team.

New Build and Sale & Purchase Contracts

A strong, well-written contract forms the bedrock of any new build project or sale and purchase transaction, and is essential in mitigating the risk of disputes and high legal costs should any problems arise during the construction of the vessel, its use thereafter and any subsequent sale. Our team has wide experience of working with clients and their service providers in negotiating and drafting such contracts, with a view to ensuring that all aspects are covered and identified in the contract.

Insurance

It is vital that there is sufficient insurance in place to cover any insurable risks that may arise. The type and extent of the cover needed will depend largely on how and where the yacht will be operated and whether it will be used for commercial or solely private purposes. C Solutions advises on all insurance matters from the drafting of policy wordings to managing claims that may arise.

C Solutions Limited

Gallery 4, 12 Leadenhall Street,
London EC3V 1LP

Tel: +44 (0)20 7816 5962

Fax: +44 (0)20 7504 8765

E-mail: info@csolutionslimited.com

www.csolutionslimited.com

We have a strong understanding of our clients' needs and our close working relationships with marine insurance brokers and underwriters enables us to provide a trustworthy and cost effective service advising on the most suitable insurance cover for our clients' requirements.

Crewing and Managing

Whether the yacht is being used for private or commercial purposes, many factors affect how the yacht should be crewed and managed including flag requirements, crew nationalities, ownership and cruising areas. It is important for all parties that there are legal agreements in place and our yacht team has wide knowledge of all of these.

Casualties – 24 hour emergency response

Our yacht team advises on casualty response planning, management, investigation and coordination, including collision, salvage, towage, total loss, piracy, wreck removal and pollution cases involving all types of yacht. As well as immediate casualty response, we advise on related legal issues including salvage contracts, jurisdiction, limitation and any subsequent litigation. Our team includes qualified yacht specialists who are well-versed in the latest shipboard equipment and technology.

Our track record

Some of our recent cases are listed below.

Advising on a newbuild yacht at Lurssen Shipyard in Germany. C Solutions was instructed on behalf of owners to advise on the negotiation and drafting of the full range of contracts with the yard.

Advice to owners following the total loss of a yacht on a voyage from Spain to the UK during poor weather conditions. C Solutions was instructed to collect evidence, investigate the circumstances surrounding the sinking and advise on various insurance and coverage issues.

Acting for Owners and H&M Underwriters of a 55m superyacht damaged at berth by another vessel.

Charterparty dispute on behalf of charterers, including recovering substantial outstanding fees from the other side.

Defence of a claim following a collision between two high value yachts during a regatta.

Our People

We are staffed by lawyers, experienced claims handlers from the P&I and H&M sectors, specialists in the yachting industry, Master Mariners and insurance industry professionals and offer a one stop claims facility around the clock, around the world.

Chris Beesley

Group Chief Executive, Singapore

T: +65 9662 3331

chris@csolutionslimited.com

After more than three decades with Ince & Co in Hong Kong and the UK latterly as joint head of the shipping casualty department, Chris established the C Solutions Group in 2000 and now devotes 100% of his time overseeing the insurance and legal claims division of the company with an emphasis on shipping casualty work. He relocated to Asia in April 2010 to develop the C Solutions network in the region. Chris has gained a unique knowledge and understanding of all matters relating to yacht work.

Andrew Goldsworthy

Claims Consultant, UK

T: +44 (0)1892 854 033

E: andrew@csolutionslimited.com

With a distinguished career in marine law in the City of London dating back to 1972, Andrew was formerly a partner of Ince & Co and has many years' experience in the shipping and insurance arena. For the past 25 years, he has specialised in drafting bespoke insurance policies for all types of yacht including a number of superyachts and dealing with yacht casualty cases in which C Solutions have been engaged. He has also been involved in disputes over charters and coverage, fires and total losses. He is a passionate yachtsman with an RYA Yachtmaster qualification as well as being a qualified diver.

Chris Charalambides

Legal Consultant, London

T: +44 (0)7980 920 634

E: chara@csolutionslimited.com

Chris qualified as a solicitor in 1987. He is an experienced practitioner with diverse contractual dispute resolution skills and experience in arbitration and litigation. He has handled major casualty investigations, the negotiations for the sale of a superyacht, yacht charterparty disputes, cargo claims and defences, as well as disputes arising under FFA contracts and in consequence of foreign bankruptcy procedures.

Ben Horn

Senior Legal Consultant, London

T: +44 (0)7801 953676

E: ben@csolutionslimited.com

A veteran dry shipping lawyer, formerly a partner of Ince & Co, Ben handles all manner of charter party and cargo claims work with a staunch marine insurance portfolio in arbitration and litigation areas. He

remains Senior Partner of [Horn + Co](#), a London law firm. Ben's expertise covers all manner of sale and purchase issues, build contracts and financing of yachts of all sizes.

Clive Beesley

Director, Hong Kong

T: (+852) 9335 6163

E: clivebeesley@csolutionslimited.com

Clive began his shipping and insurance career in 1978 with a leading law firm in London with an emphasis on casualty related work. He then spent 20 years in Hong Kong dealing with all manner of investigative, claims handling, arbitration and litigation matters. Clive returned to live and work in Hong Kong (where he has permanent resident status) in April 2012 and is a Director of C Solutions (Hong Kong) Limited.

Irene Ballini

Legal Consultant, Monaco

T: +377 9777 8090

E: monaco@csolutionslimited.com

Irene holds a PhD in International Commercial Law and a Masters in Economic and Business Law. In 2002 she joined our network partner Enrico Mazier Law Office in Monaco, which became SCS Mazier, Ballini & Cie in 2012. Irene advises on the full range of marine contracts, claims and disputes and has experience of the full range of yacht matters.

