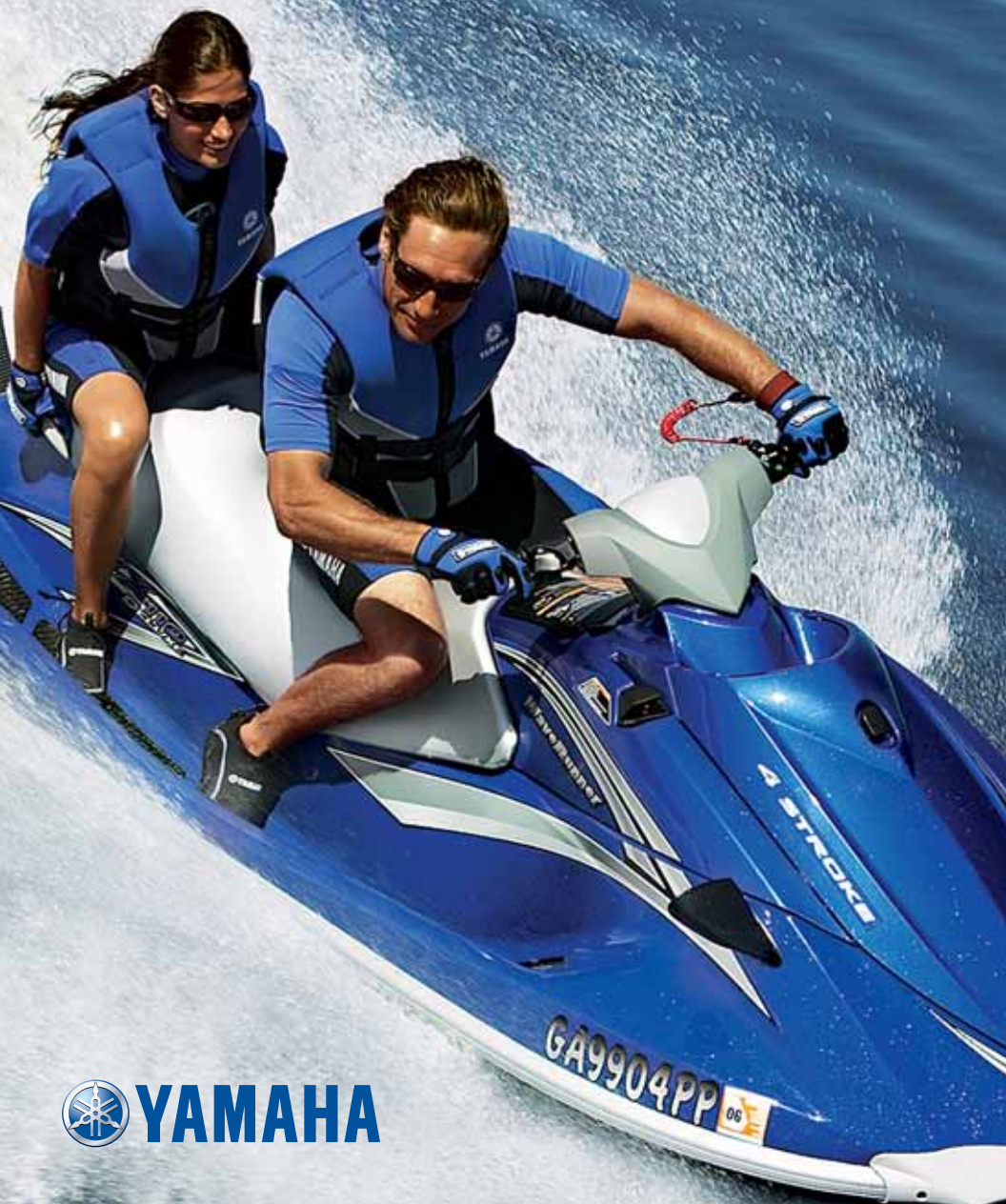
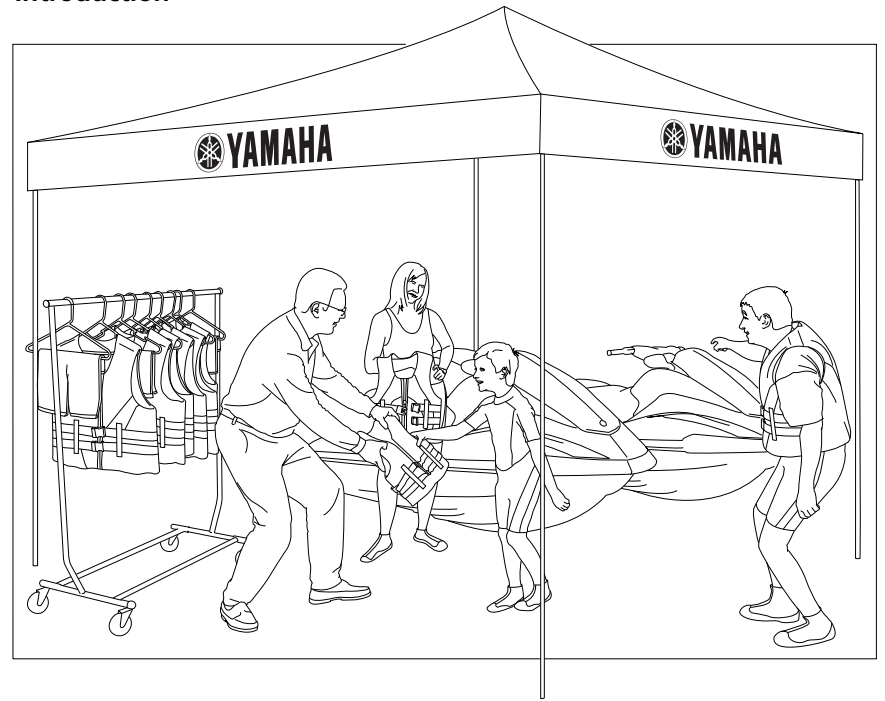


Personal Watercraft Rental Tips



 **YAMAHA**

Introduction



With more rental operations choosing Yamaha than any other brand of personal watercraft (PWC), we see incredible diversity in the rental market — both in types of rental operations and in the variety of customers who come to experience the fun of this exciting sport. Seeing many of these rental operations in action has given us the chance to collect good tips for running a successful rental operation.

Yamaha is providing these tips for your consideration. You're probably already using many of them, because they are based on common sense and good business practices. You may find some, though, that may give you a better and more successful approach to running your rental facility. Obviously, some of these tips may not be appropriate for all types of PWC rental operations. Whether you choose to adopt some or all of these recommendations will likely depend on your location, business, type of renters, and the water on which you operate.

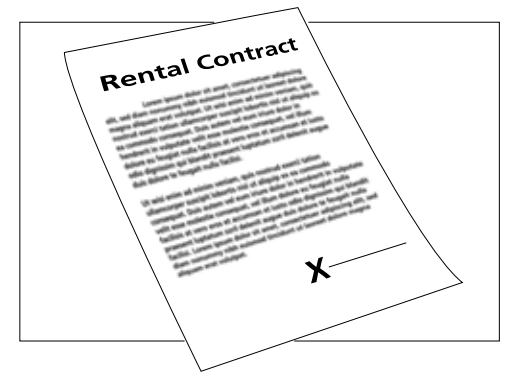
The use of this booklet is voluntary, and its suitability for any particular purpose is the sole responsibility of the user.

Determine Possible Government Requirements

- Make sure you have any needed business license. Licenses are likely to be required by your city, county, or state.
- Be sure you have adequate liability insurance. Check with your insurance carrier to be sure you have enough.
- See if your state requires a boat or PWC operating license. If required, your customer should have one.
- Check for restrictions on PWC use on the waterways where your rental units are operated. Check with state, county, city, or other authorities on a regular basis to be sure you are aware of any new laws or regulations in your area.
- Make sure your PWCs have any required equipment. PWCs operated in U.S. Coast Guard jurisdiction waters, for example, must have fire extinguishers and sound signaling devices. You may need to provide other equipment as well.

Create a Release/Waiver and Rental Contract

- Consult your attorney or insurance carrier for the proper wording in your release/waiver of liability.
- Have all operators read, understand, and sign both the release/waiver and the rental contract.
- Make sure that a parent signs the release/waiver and rental contract if anyone under the age of 18 will be operating or riding on the PWC.

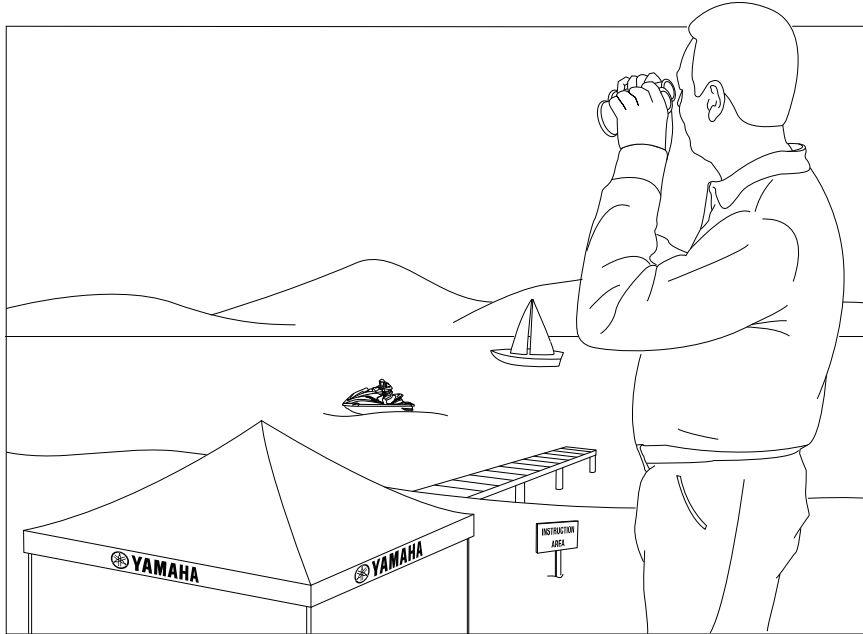


Sign-up Area Strategies

- Separate your office/sign-up area from your PWC launch area. You want the renters to focus on what you are saying, not the activity around them.
- Do not let your customers sit on the PWC or operate its controls until you are ready to begin instructing. This can help reduce unauthorized or accidental operation.
- Have a wide selection of personal floatation devices (PDFs) and wet suit bottoms on hand, so each customer is fit comfortably and properly.
- Have first aid supplies and needed safety equipment such as fire extinguishers readily available.
- Have and use a lesson plan to make sure you give all the necessary instructions to every renter. Consider putting the lesson plans checklist on the rental agreement. You can obtain a Rental Checklist from Yamaha.
- Determine what the maximum ratio of students to instructor is for your rental location and water conditions.
- Check young renters' photo IDs to be sure they are at least 16 years of age (and get a parent's signature if under 18). Check your state laws for minimum rental operator age.
- Ask to see the renter's motor vehicle driver's license to confirm that he or she has one.

Ride Area Strategies

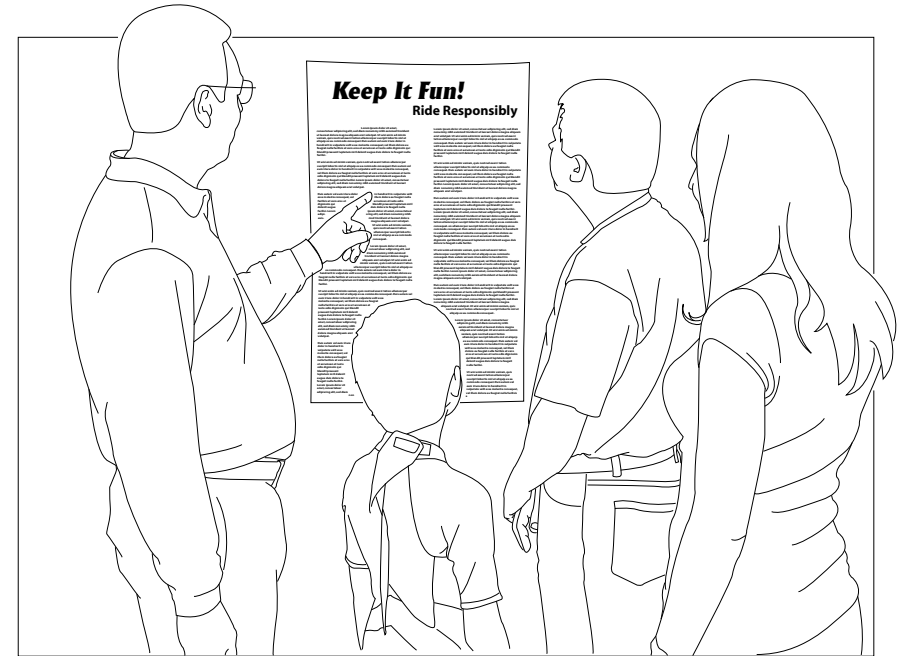
- Have a clearly defined riding area, a wide area with a good visibility and limited boat traffic.
- Have at least one chase boat in the riding area. The boat should be in radio contact with your rental location.
- Use a bullhorn, flag, and/or whistle to signal a rider out on the water. Instruct the operator to be on the lookout for that signal.
- Consider requiring renters to operate in one direction such as a clockwise pattern.
- Keep your riding area away from swimming areas, shallow water, underwater obstructions, anchored boats, and docks.
- Mandate specific riding distance from boats and other PWCs. You could use a marker or landmark to help: "Don't get any closer to anyone else than that orange post is from us."
- Escort renters who violate your safe riding rules back to shore. They create a negative environment for other renters and project an unfavorable image. Never allow renters to exceed the PWC's maximum weight or capacity recommendations.
- Be sure any shallow areas are clearly marked pointed out to renters.



Provide Proper Riding Attire

- All riders must wear a USCG-approved personal flotation device (PFD) suitable for personal watercraft riding. Have a selection of all PFD sizes on hand.
- All riders must wear a wet suit bottom. Normal swimwear does not adequately protect against severe injury caused by forceful water entry into rectum or vagina as a result of falling into the water or being near the jet thrust nozzle. Have a selection of all sizes of wetsuit bottoms on hand.

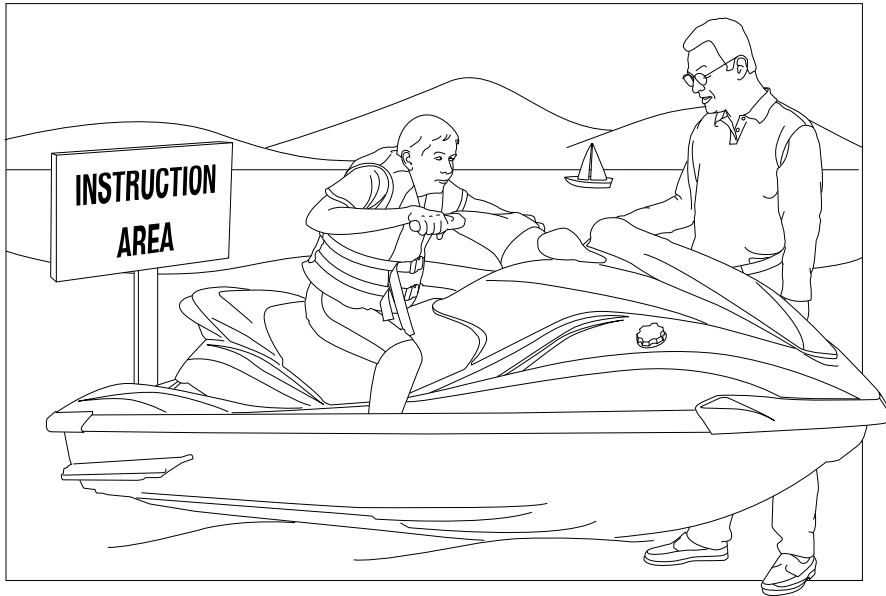
- Consider offering water shoes and gloves for your renters.
- Suggest riders wear eye protection. Consider offering floating restraining straps for the renter's eyewear.



Demonstrate PWC Operation

On Shore:

- Determine the operator's experience level
- Review the warning labels on the PWC.
- Show the Yamaha "Basic Orientation" PWC videotape.
- Review the items on the Yamaha "Keep It Fun" Instruction Poster.
- Review the instructions on the laminated Yamaha Riding Instruction Card.
- Explain who has the right-of-way when one or more PWCs or boats meet. Explain that regardless of who has the right-of-way, it is in everyone's best interests to apply common sense and good judgment and to change course if needed to avoid a collision.
- Offer your renters an opportunity to review the Yamaha Owner's Manual and Riding Tips booklet. Keep office copies for renter use.
- Point out any "no wake" zones, and explain the need to slow down.
- Make sure the passenger understands the basics of operation. Explain that in an emergency the passenger may need to operate the PWC.
- Demonstrate the use of the start button, stop button, and lanyard.
- Show the location of the fuel reserve switch. Let the renter know he or she must return to shore for more fuel if switching to reserve is necessary.
- Review applicable state boating laws such as minimum distance between vessels.



On the Water:

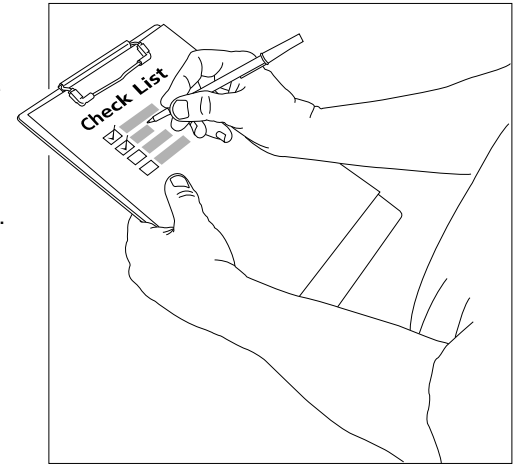
- Emphasize the need for common sense and good judgment.
- Instruct renters to watch constantly for and stay away from other PWCs, boats, and swimmers.
- Demonstrate how the lanyard may not disconnect if it is wrapped around the handlebar.
- Demonstrate that you must apply throttle to turn.
- Demonstrate that there are no brakes, and that the PWC needs significant distance to coast to a stop.
- Demonstrate the proper way to remove debris from the jet intake (turn off the engine and remove the lanyard lock plate from the stop button).
- Demonstrate deep-water reboarding.
- Demonstrate how to right a capsized PWC.
- Demonstrate how a passenger should hold on to the operator's waist, or the handholds.

Consider These Limitations

- Do not rent a PWC within one hour of sunset, or during bad weather.
- Do not rent a PWC to anyone you suspect has been using drugs or drinking alcohol.
- Do not allow renters to tow skiers, knee boarders, other PWCs, or boats.
- Do not rent to anyone who is under 16 years of age, or who does not have a valid driver's license.

Perform Maintenance Checks

- Perform Yamaha's recommended pre and post operation checks.
- Check each PWC's throttle and steering for proper operation.
- Ventilate the engine compartment for a few minutes before operation. Do not start the engine if there is a fuel leak or loose electrical connection.
- Inspect the PWC with the renter before and after each rental session.
- Keep complete records of rental use, maintenance, and repairs on each PWC.



Take Advantage of These Instructional Resources

Posters:

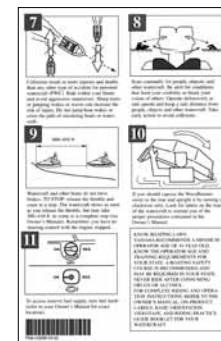
- Yamaha "Keep it Fun" poster (LIT-18929-00-02)
- Map of your riding area.

Videotapes:

- Yamaha "Basic Orientation" (P/N: VID-WVRNR-OR-01)
- PWIA "Ride Responsibly" available at www.pwia.org.

Other Instructional Materials:

- Yamaha Owner's Manual
- Yamaha Riding Tips Booklet (SJ700 LIT-18552-00-52, XLT1200 LIT-18552-00-54, GP800R GP1300R LIT-18552-00-53, FX1000 FX1100 VX1100 LIT-18552-00-56)
- Yamaha Laminated Riding Instruction Card (P/N: FN8-U595B-03-00)
- PWIA Rental Packet
- State Boating Information
- USCG Boating Course Information at 1-800-368-5647
- Yamaha Rental Checklist





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