

Fly and Try; Fly and Buy

The Alternative to Build and Ship

Douglas Hackney & Christian Pelletier



Doug's Bona Fides

- 44 Countries
- Travel by foot, auto, motorcycle, overland expedition vehicle, train, bus, plane
- Full-time overlanding
- Outfitted and shipped motorcycle and truck
- Shipped by truck, air and ocean



Learn more about us on our
web site
www.HackneysTravel.com



Christian's Bona Fides

- 90 Countries
- Travel by foot, auto, motorcycle, overland expedition vehicle, train, bus, plane, bicycle
- Full time traveling and working on the road
- Rented and purchased overlanding vehicles on 5 continents
- Shipped by truck and ocean

Learn more about us on our
web site
www.2aroundtheworld.com



Overlanding: The Normal Way

- Months to years of researching vehicles
- Months to years of saving money to pay for vehicle, new gear and add-ons
- Months to years of building TUV (The Ultimate Vehicle)
- Weeks to months testing TUV
- Ship TUV overseas (must ship, even for South America)



Overlanding: The Easy Way

- Days to weeks of research
- Fly to destination continent / region / country
- Rent or buy local vehicle
- Drive it into the ground
- Rinse, repeat



Why Not Build?

- One person, one build, one time
- Mechanical engineering, electrical engineering, software engineering
- Heterogeneous complex systems

Series-built vehicles incorporate lessons learned from past mistakes



Why Not Build?

- You will spend more than you think you will
- It will take longer than you think it will
- Less flexibility



“In for a penny, in for a pound” is inevitable due to your emotional investment in the project



Why Not Ship?

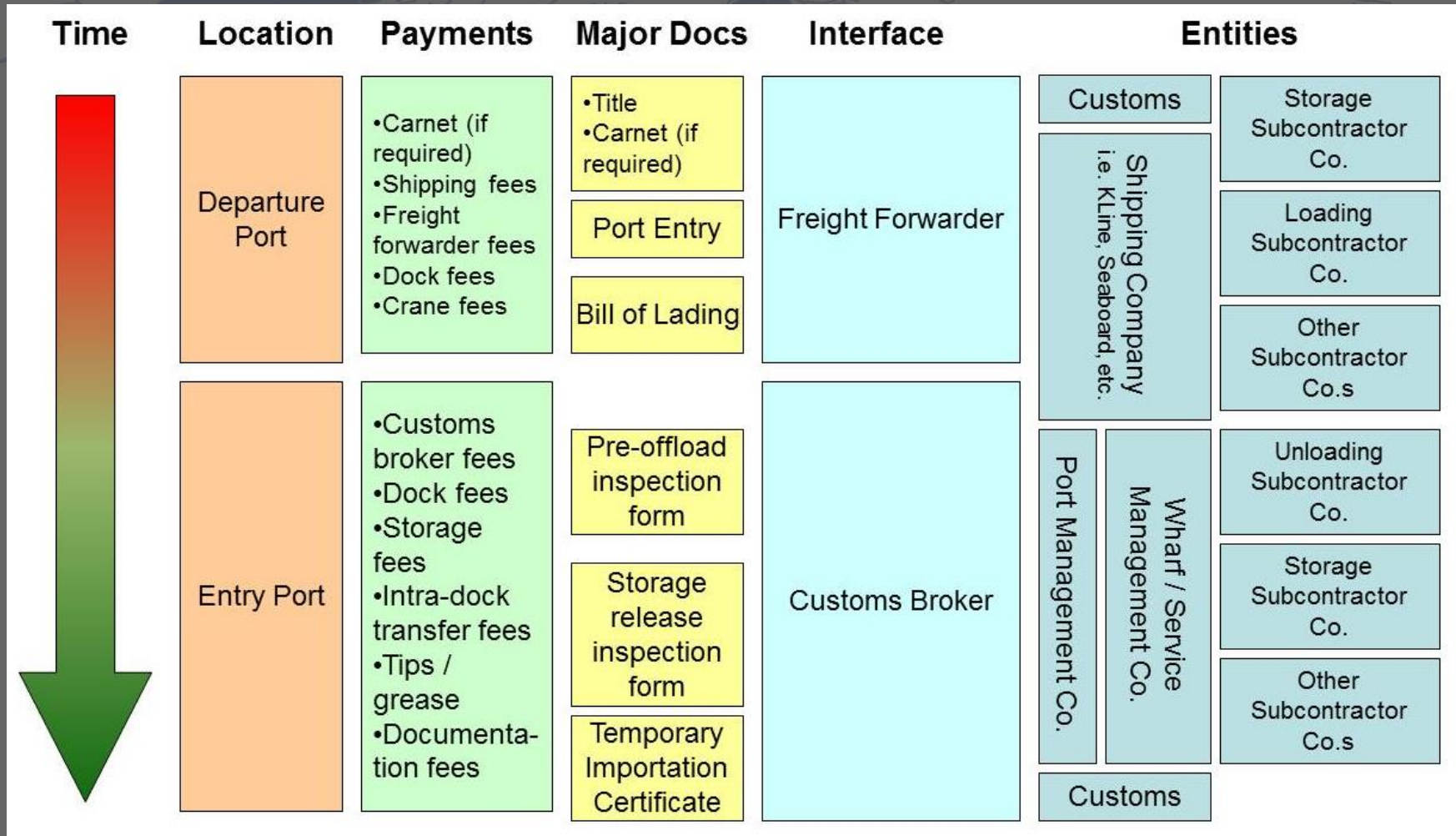
- Complex
- Expensive
- Hassle
- Lost Time



When shipping goes bad, it goes very, very bad



The Shipping Process



Perspective

- You will ship 1 – 10 times per lifetime
- You ship one TEU
- Industry ships 120 million TEUs per year



Perspective

- You vs. 120,000,000



The Easy Way

- Fly in
- Rent or Buy
- Explore and Enjoy
- Fly back



Why Fly & Try / Buy?

- Less time
- Less money
- Less hassle
- Less grief



More Overlanding = More Enjoyment



Less Time

- Design, Build, Test & Ship = 6 to 18+ months
- Fly & Try / Buy = days to months

Hackneys Thailand Fly & Try in **11** Days



Less Money – Fly & Buy

- Design, Build, Test & Ship =
 - \$20k+ motorcycle
 - \$50k - \$150K+ light truck
 - \$100k - \$400k+ large truck
- Fly & Buy =
 - <\$1k - \$10k+ motorcycle
 - <\$3k - \$50k+ auto, light truck or heavy truck



Less Hassle - Shipping

- Vehicle title
- Vehicle registration
- Vehicle insurance
- Liability insurance
- Carnet
- Bill of Lading
- Temporary import document
- Proof of prior country exit
- Inspection docs
- International driver's license



Less Grief - Shipping

- Domestically, you pay in advance
 - Cashier's check
 - Wire transfer
- Overseas, you pay in cash
 - Local currency
 - Requires multiple days / weeks to stockpile from ATMs



Less Grief - Repairs

- Local vehicle =
 - Parts are available everywhere
 - Widespread knowledge of how to fix
 - Can shop around for low cost repair

No lost weeks waiting on parts



Best Places – Fly & Try

- Motorcycles =
 - Anywhere on the planet
- Autos =
 - Anywhere on the planet
- Overlanding vehicles =
 - South America
 - Southern Africa
 - Australia



Best Places – Fly & Buy

- UK
 - Buy in UK and drop in South Africa
- South Africa
- Australia
- USA
- South America
 - Buy from overlanders finishing their journey
 - Buy RV in Argentina



Regional Factors

- Fuel
 - All >2007 U.S. / Canada diesel
- Shelter costs
 - S.E. Asia
- Bureaucracy / Corruption
 - India
 - China

**ULTRA-LOW SULFUR
HIGHWAY DIESEL FUEL
(15 ppm Sulfur Maximum)**

Required for use in all model year 2007 and later highway diesel vehicles and engines.

Recommended for use in all diesel vehicles and engines.



Examples – Fly & Try

- Fly & Try
 - Central America
 - South America
 - India
 - China
 - S.E. Asia



Examples – Fly & Buy

- Fly & Buy
 - Australia
 - UK
 - USA



The Most Important Lesson

- It's not about the truck
- It's not about the bike

It's about the experiences



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