



clarkeandcarter.co.uk USED BOAT SHOWS

A great selection of boats on site for you to view!

**October
12/13/14th**

Essex (01621) 785600

Burnham Yacht Harbour, CM0 8BL
essex@clarkeandcarter.co.uk

**October
19/20/21st**

Kent (01634) 571605

Chatham Marina, ME4 4LP
Gillingham Marina, ME7 1UB
kent@clarkeandcarter.co.uk

**October
26/27/28th**

Suffolk (01473) 659681

Suffolk Yacht Harbour, IP10 0LN
suffolk@clarkeandcarter.co.uk

Sell your boat at the Premier East Coast Boat Shows

Free entry and berthing or ashore period

Consistently creating thousands of viewings & many offers!



Used Boat Shows 2018 entry form

Past Performance: Our Used Boat Shows (previously known as Yacht & Motorboat Fairs) have been organised by ourselves for 40 years and have proved to be powerful selling opportunities. We typically have a total of some 200 boats on display in our shows ranging in price from £5,000 - £300,000. We hand out free of charge around 1,000 catalogues to potential purchasers, possibly to some 2,000 people. These parties make over 2,000 individual viewings of the boats which directly resulted in the sale of around 20% of the boats on display in 2017.

Importance of Entering: We have historically sold between 15% and 25% of the boats entered - an opportunity that CANNOT be missed in this still difficult market. If your boat is not entered you will be missing out on the largest possible concentration of purchasers over the shortest period that can be achieved on the East Coast. This level of activity can only be reproduced over a number of months of brokerage operations. Very often purchasers will make offers and sign contracts during the show rather than explore other opportunities elsewhere.

There is no substitute to your boat actually being on display at these events!

Free Entry: It is entirely free for you to enter your boat in each of our shows. You are able to enter your boat in to one, two or all of these events. There are no hidden charges or costs. Boats are shown both afloat and ashore in the marina where each individual show is taking place and these facilities are free of charge at each show venue from the preceding Saturday until the close of the show at that venue. Outside of these days you will be liable to the prevailing marina's normal berthing or hard standing charges.

Winter Sales Pontoons and Hard Standing Ashore:

We have arranged special deals at our marinas for boats wishing to stay after each event until she is sold or awaiting survey. The discounts we have negotiated are extremely competitive in order for you to leave your boat with us either afloat or ashore, where you will have the maximum chance of achieving a sale. Please contact the relevant office for full information.

Security: All boats remain locked until there is a specific party wishing to inspect her interior. Keys are released to registered customers for viewing individual boats. We cannot accompany every viewing of your boat but will try to do so as much as possible. We strongly advise that you remove all small, portable and valuable items to keep honest people honest! Also please ensure that there are no engine keys on board so that this cannot be started unless supervised.

Our Used Boat Shows have an excellent security record - let's keep it that way!

Presentation: The first impression given to each purchaser is critical. Please ensure that your boat is clean and tidy both inside and out. A well-presented boat will always sell quicker and for more money than a scruffy sister ship. If your boat requires a valet please contact our relevant office for assistance.

Used Boat Shows 2018 entry form

Sale Price: The shows are a fantastic tool to get purchasers to sign on the dotted line. In the past we have been unable to accept some offers during the show as we have not been able to contact the owner - this has resulted in lost deals. It is imperative for us to know the minimum price that you will accept (including our sales commission) should we not be able to convey the offer to you at the time. Naturally, it is in our interest to sell your boat for the maximum amount but it is critical for us to be able to tie down the purchaser immediately.

Manning: We do not expect you to be on board your boat on the show days. Some purchasers like owners to be on board and others do not! In general we are able to answer 95% of purchaser's questions and if we cannot then we can always call you to resolve the question.

Flags, Signs and Catalogue: Each boat in each show will have a blue flag together with a sign showing her catalogue number, boat type and age to signify that she is in the show. The catalogue lists boats in price order and details their location, name, type dimensions, asking price and a short descriptive write up. Every potential purchaser receives a catalogue free of charge.

Conditions For Entry to Used Boat Shows 2018 – to be retained by Exhibitor/Owner

- a) Our Used Boat Shows are only open to boats listed with Clarke & Carter Interyacht under the terms of our normal Brokerage Listing Agreement.
- b) Each show is for three days – Friday, Saturday and Sunday. The latest that a boat may be entered (physically in the marina) is the preceding Wednesday lunchtime. Boats arriving later may not receive a description in the catalogue. Please book in to our C&C offices and the marina harbourmaster on arrival.
- c) The accompanying Entry Form must be completed in full by the Owner or his/her Representative. No entry will be accepted without a properly completed form being lodged at a C&C office by the Wednesday preceding each show. It should be noted that the acceptance of an Entry form by C&C does not constitute an offer of space or facility.
- d) Each owner shall assume complete responsibility for the insurance of his property and to make arrangements to guard against its loss or damage whatsoever its cause. At no time will Clarke & Carter nor any of the host marina operators be held responsible for the loss of or damage to any exhibit or property or item associated therewith.
- e) There is no charge to enter your boat in the show except any berthing, hard standing rental, crane charges, etc that may fall due as described in the other section of this document. No variation of these conditions will be allowed unless specifically agreed in writing to you by a Director of C&C. Our normal Brokerage Commission Rate as detailed on our Listing Agreement will apply on introduction of the Purchaser to your boat, either during the Used Boat Shows or as a result of our normal Brokerage operations. All negotiations on the sale of your boat must be conducted by a C&C Broker at all times.
- f) It is understood that C&C will endeavour to achieve the highest possible sale price on your boat and that you agree for us to go to contract on your behalf at any amount above the minimum sale price stated on your entry form.

PLEASE COMPLETE AND RETURN THE ENTRY FORM ON PAGE 5

Used Boat Shows 2018 entry form

Charges Outside FREE entry period	Essex Show	Kent Show	Suffolk Show
Free Period (afloat or ashore inclusive period)	6 th - 14 th October	17 th - 24 th October	20 th - 28 th October
Visitors Berthing prior to Free Period	£17.00/m (weekly rate) or £2.80/m (daily rate)	£3.50/m (daily rate)	£14.28/m (weekly rate) or £2.82/m (daily rate)
Lift Out Charge (if required)	Lift out to hard standing up to 12m £25.00/m 12m & over £26.00/m (inc. tow, lift & free pressure wash)	Lift out to hard standing up to 9m £26.60/m 9.1 - 11.9m £28.20/m 12m & over £28.90/m (inc. tow, lift & free pressure wash)	Lift out to hard standing £26.53/m (inc. tow, lift & free pressure wash)
Cradle Rental (if required & available)	Contact Essex office	Free	£48.67 per month
Winter Sales Berth (afloat) after show	Available from 15 th October to 31 st March at £137/m up to 11m or £158/mm over 11m for the whole period OR sign up in advance for an annual berth from 1 st April 2019 to 31 st March 2020 and free berthing will 31/3/19 will be included (must have an existing contract elsewhere)	Price available on application	Available from 29 th October to 31 st March 2019 at £16.41/m per month (minimum charge 1 week) discounted 33% on normal rates
Clarke & Carter Sales Area Ashore	Free for three months then only £16.50/m per month, subject to space availability and only available to non-BYH customers	£4.75/m per week, subject to space availability	Free for three months then only £15.00/m per month, subject to space availability
Berthing from 1.4.2018	Charged at normal marina visitors rates	Charged at normal marina visitors rates	Charged at normal marina visitors rates
E & O.E. All charges include V.A.T. @ 20%	Above only available to boats entered in Essex Used Boat Show	Above only available to boats entered in Kent Used Boat Show	Above only available to boats entered in Suffolk Used Boat Show

*Electricity may also available if required at additional cost, please ask for details and availability if required

Used Boat Shows 2018 Entry Form

I wish to enter my boat into Clarke & Carter Used Boat Shows 2018. I agree to be bound to the Entry Conditions (shown separately) in addition to the terms on the Listing Agreement as shown on the Clarke & Carter Ltd brokerage form.

Owners name:

Boat name:

Boat type & L.O.A. :

Current location:

Current asking price:

Reduce to new asking price of: £
(If currently on the market)

Minimum acceptable sale price: £
Including Sales Commission

Please indicate which shows you intend to take your boat to together with the day you plan to arrive below. If your boat is not at the event by the latest arrival date we cannot guarantee it will be included in the catalogue:

Used Boat Show location	Attending?	Anticipated arrival date?
Essex (October 12/13/14th, arrive by 11th)		
Kent Chatham (October 19/20/21st, arrive by 18th)		
Kent Gillingham (October 19/20/21st, arrive by 18th)		
Suffolk (October 26/27/28th, arrive by 24th)		

Location during show/s: Afloat / ashore / combination

Location after show/s if remains unsold (Please circle which option applies):

Afloat in marina / ashore on hardstanding (BYH / Chatham / Gillingham / SYH)

Depart to another marina, afloat/ashore @

Signed(Owner or Representative):

Date:

*Why not also come
and look for your
next boat!*