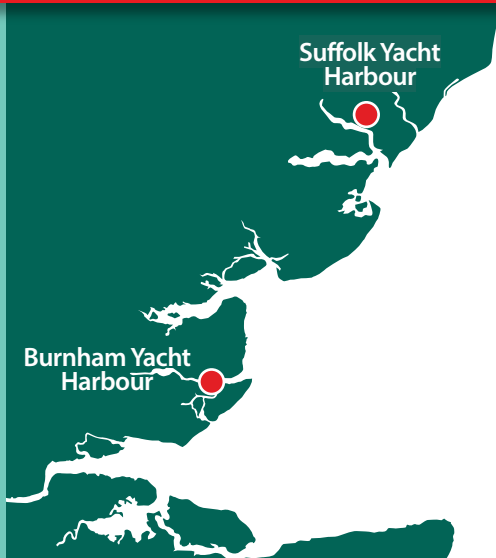


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INTERNATIONAL YACHT BROKERS



JEANNEAU
MAIN AGENTS



DELPHIA
GROUPE BENETEAU
UK IMPORTERS



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USED BOAT SHOWS

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



October 6th - 11th

October 20th - 25th

Essex (01621) 785600
Burnham Yacht Harbour, CM0 8BL
essex@clarkeandcarter.co.uk

Suffolk (01473) 659681
Suffolk Yacht Harbour, IP10 0LN
suffolk@clarkeandcarter.co.uk

**Sell your boat at the Premier East Coast
Used Boat Shows**

**Free entry, storage ashore or berthing, catalogue,
and expert advice on all aspects of selling your boat**

Clarke & Carter - Celebrating over 40 years of successful shows



Scan me

Used Boat Shows 2020 entry form

Past Performance: Our Used Boat Shows (previously known as Yacht & Motorboat Fairs) have been organised by ourselves for over 40 years and have proved to be powerful selling opportunities. We typically have a total of around 150 different boats on display in our shows ranging in price from £5,000 - £300,000. We usually have over 750 visitors in total, and we hand out around 500 free catalogues to potential purchasers during these events. Historically these parties make over 1,500 individual viewings which directly resulted in the sale of around 20% of the boats on display in 2020, many agreed during the events.

Importance of Entering: We have historically sold between 15% and 25% of the boats on display - an opportunity that CANNOT be missed in the current highly unusual 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 both 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 (please see our entry form for further details). Outside of these days you will be liable to the prevailing marina's normal berthing or hard standing charges.

Sales Area Storage Ashore and Winter Sales Pontoons:

We have arranged special deals at our marinas for boats wishing to stay after each event until they are 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. Viewings will be conducted under the prevailing Covid conditions and are usually unaccompanied. 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 2020 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: Due to social distancing rules we request that you are not present on board your boat on the show days. This is to allow us to operate within Government guidelines, to help protect our customers, and encourage potential purchasers to view your boat. 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 For Sale sign showing her catalogue number, 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 2020 – 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 six days – Tuesday to Sunday. The latest that a boat may be entered (physically in the marina) and guaranteed to be included in the show catalogue is the preceding Sunday lunchtime. Boats arriving after later may still be listed for sale but 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 Thursday 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

The shows with proven track records!

Used Boat Shows 2020 entry form

Charges Outside FREE entry period	Essex Show	Suffolk Show
Free Period (afloat or ashore inclusive period)	Saturday 26 th September to Saturday 17 th October	Saturday 10 th to Saturday 31 st October
Visitors Berthing prior to Free Period	£17.50/m (weekly rate) or £2.90/m (daily rate)	£15.12/m (weekly rate) or £2.94/m (daily rate)
Lift Out Charge (if required)	Lift out to hard standing up to 12m £26.25/m 12m & over £27.25/m (inc. tow, lift & free pressure wash)	Lift out to hard standing £32.56/m (inc. tow, lift & free pressure wash)
Cradle Rental (if required & available)	Contact Essex office	£49.92 per month
Winter Sales Berth (afloat) after show*	Available from 15 th October to 31 st March at £165/m for whole period OR sign up in advance for an annual berth from 1 st April 2021 to 31 st March 2022 & free berthing until 31/3/21 will be included (must not be an existing BYH customer)	Available from 31 st October to 31 st March 2020 at £17.14/m per month (minimum charge 1 week) discounted 33% on normal rates
Clarke & Carter Sales Area Ashore*	Free for six months then only £13.50/m per month, discounted 25% on normal rate, subject to space availability and only available to non-BYH customers	Free for three months then only £15.00/m per month, subject to space availability
Berthing from 1.4.2021	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 the Essex Used Boat Show	Above only available to boats entered in the Suffolk Used Boat Show

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

Used Boat Shows 2020 Entry Form

I wish to enter my boat into Clarke & Carter Used Boat Shows 2020. 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 6th to 11th, arrive by 4/10/20)		
Suffolk (October 20th to 25th, arrive by 18/10/20)		

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 at (BYH Essex / SYH Suffolk)

Depart to another location, afloat / ashore @

Signed (Owner or Representative):

Date:

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

