

INSIDE NEW REGIONAL OFFICE OPENS IN BRAUNSTON

BCBM NEWS

SUMMER 2011



All The Latest From BCBM!



Brooms To Build New Boats For The Broads

BOAT TEST

Dawn Treader in, "Waterways World"





BCBM News

“A New Dawn Is Coming...”

... and no, you don't all have to rush to Stonehenge, Glastonbury, Silbury Ring or hug any nearby trees. In 2010, BCBM, in association with The Navigation Narrowboat Company pioneered a new generation of narrowboat: “**First Dawn**” was launched in the summer of 2010 to huge critical acclaim. At the IWA (Inland Waterways Association) National Festival, she won the prestigious Lionel Munk Trophy in recognition of her innovative features. Since then she has been widely praised for her energy saving, efficiency and supreme comfort. And now she's been joined by a new Dawn (“**Dawn Treader**”) and a third, (“**Dawn Chorus**”) is nearing completion. Dawn Chorus is again the result of a masterful collaboration between Nick Thorpe Boatbuilders of Hixon, Staffordshire,



“Guess what dear...they've named a new narrowboat after you”



The Navigation Narrowboat Company at the Nantwich Canal Centre and BCBM. “**Dawn Chorus**” will be complete and ready for you to view at the forthcoming IWA National at Burton-On-Trent in July 2011.

The recent Crick Show in late May provided the perfect occasion for a joint announcement from BCBM and **Broom Boats of Brundall** to add to all this frenetic boat building activity.

Together, next year, we'll be building three new luxury Broads cruisers for shared ownership. Plans are now well advanced, so look out in future issues and on Area Manager, Andrew Cooley's **BCBM “Log Blog”** at www.boatsattattenhall.blogspot.com. Talking of meandering around the Broads, Broom Boats have recently refurbished the 42ft Broads cruiser “**Thunder**” (see picture opposite). If you're planning to go cruising on the Broads this year, do it with us in sumptuous style!

In this issue...

The Friends Of Raymond & BCBM

Win a family weekend in Guildford & tickets for the IWA National

New office opens in Braunston

Waterways World boat-tests Dawn Treader

Your letters

... and much more



THE FALL AND RISE OF BUTTY RAYMOND

There are chip butties. And something called a wooden butty. One you can eat with relish, the other can be seen at Braunston Marina, by the name of '*Raymond*'. We should add that *Raymond* is a she, and that a butty was a habitable form of traditional wooden narrowboat with a huge cargo capacity so that living space was by necessity, rather limited. She was the last of a long line of cargo narrowboats and in her case, was designed for ceaseless work along the Grand Union corridor between the Midlands and London. She was originally towed to and fro by the motor *Roger* and later by *Nuffield*. "Raymond" was built at Braunston in 1958, in the twilight years of the canal trade, possibly the last wooden butty to be launched in Britain. She enjoyed a particularly exhausting, though profitable run delivering coal from Atherstone to the Kearley & Tonge jam factory based at Southall in West London. This was known as the "Jam 'Ole Run".

Kearley & Tonge were no ordinary jam makers. One of the founders, Hudson Ewbanke Kearley also became the first Viscount Davenport and served as Minister of Food Control during World War 1. Along with copious varieties of "Jam for the connoisseur", the company also imported teas and, in 1890, established over 200 branches of their highly successful forage into the infant grocery chain business with their trailblazing "International Stores."

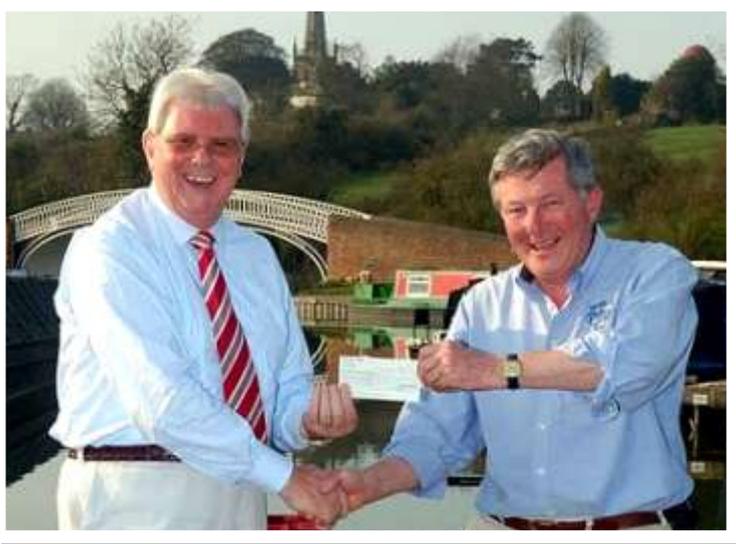
Throughout her working days afloat, she was owned by Arthur and Rose Bray and her son Ernie Kendal. *Raymond* was finally retired from active service in 1970.

Arthur and Rose continued to live on board until, in 1980, they sold *Raymond* to Jim and Doris Collins who made *Raymond* their home until 1993. Subsequently she was despatched to Runcorn awaiting restoration. Unfortunately, she fell still further into disrepair and sank. Finally in 1996 she was acquired by "Friends of Raymond" and in April 1997 was refloated and towed to the Black Country Living Museum at Dudley where decisions could be better made about proceeding with restoration. The task fell to expert, Phil Babb who had his workshop at Tardebigge, near Bromsgrove, in Worcestershire, but before she'd even left the quayside, she sank once again. Closer inspection revealed the full extent of her rotten timbers, so it was decided to disassemble her at Dudley and salvage any usable materials. And so began *Raymond's* remarkable rebirth. Originally her timbers had been crafted from elm, and as this was no longer available, it was decided to use opepe from West Africa for the bottom of the boat: the oak for the sides came from Epping Forest, courtesy of the Epping Wildlife Trust.

Years of the most patient volunteer effort have followed so that today, she's able to attend a programme of special events alongside the more recently restored *Nuffield*. In 2003, *Nuffield*, (*Raymond's* later towing companion), came onto the market in a run-down, slightly desperate state. Considerable funds were needed for restoration and also to keep *Raymond* in tip-top trim. The “**Friends Of Raymond**” have, over the years, secured a magnificent, dedicated team of volunteers who have devoted time, effort and, supported by generous donations, brought these two historic boats back to life. We focus on the continuing success story of *Raymond* because we believe that all of us who love boats and boating must acknowledge the history of the waterways. The past has bequeathed to us the means to enjoy the calm and tranquillity of the waterways today, be it on a canal, or river or in a beautifully rambling waterscape like the Norfolk Broads. Helping to preserve our national heritage remains close to our heart at BCBM.



Accurately replicating the sign writing skills of yesteryear, dedicated canal boat artist, Ron Hough puts the finishing touches to *Raymond's* side panels.



The perfect recreation of the cosy living quarters on most working boats like *Raymond*. The lace bordered plates and delicate curtains are typical examples of homely additions.

The “Rose & Castle” picture was an almost obligatory feature. However portrayed, it showed you accepted and respected the traditional working code of the canals, demonstrating consideration, courtesy and comradeship with all your fellow narrow-boaters.

Following the enormous success of our first annual Boat Share Show at Braunston in May, BCBM decided to donate £1000 to the “**Friends Of Raymond**”, the chosen cause of Tim Coghlan, Managing Director of Braunston Marina to say a genuine thank you on behalf of the entire BCBM Team. Tim has taken *Raymond's* welfare on board since the “**Friends of Raymond**” was formed back in 1997.

Raymond was born at Braunston, so an emotional attachment persists among all the dedicated teams of volunteers who still look after both *Raymond* and *Nuffield*, her companion though years of unrelenting toil along the Grand Union. We're proud to be of help.



Keeping tight control on your investment

You will have noticed that BCBM keep harking on relentlessly about total financial transparency. Admittedly, we're running a small, tight company and not the entire country, but the coalition might take lessons from the way we continue to control the purse strings with degrees of welcome flexibility. *Strictly, fairly and completely transparently*. Certainly, thanks to the "Arab Spring" and general economic uncertainty, fuel costs have risen to unprecedented levels. Simultaneously, mooring costs have increased, along with many other essentials, but overall, we're committed to absorb what we can on your behalf via a regime of *vigilant financial housekeeping*.

ALWAYS FULLY ACCOUNTABLE

We stress once again, BCBM is **your** management company, answerable only to **you**. All hours, all day, every day of the year, even including Christmas, you can examine your account and see precisely where every penny of your agreed obligations has been spent and how we continue to **protect your investment**. It means you can discuss any aspect, anytime, via telephone, text message or e-mail, and thus enjoy complete peace of mind. And hey, guess what; you won't be put through to a call-centre somewhere in India or any distant land that hasn't a clue what you're talking about unless you give details of your grandmother's maiden name! Simply call **Carole Briese**. Ever since BCBM's formation from the collapse of "*Challenger*" which overturned mid-stream much in the same way as *Ownerships*, BCBM recognises the importance of always being available and completely open to microscopic financial scrutiny. From past experience comes security for the future. And much as we're tempted to bill David Cameron for using one of our trusted slogans, now thrown around like media-fodder confetti, yes..**we are all in this together**. The difference is: with BCBM, it's all superbly upbeat, exciting and there's something to look forward to this year, next year, and for many years and generations to come.



FOR STANDING ORDERS, YET MORE STANDING OVATIONS

Increasing numbers of you are sensibly deciding to hang on to your money for a little while longer by moving over to BCBM's **Standing Order System**. This way, your money is kept in your account for up to a further 5 months rather than you having to pay 6 months at a time, in advance. In anticipation of interest rates ultimately rising (benefiting many types of current and savings accounts), it really does make perfect financial sense to spread the load into monthly payments so more of your money attracts any interest available. Contact **Carole** for precise standing order processing information. All we ask is that you confirm payment to be made on the 1st of each month. Instant peace of mind follows. No more pens to find, cheques to write, transfers to be made and no more trips to the post office to stand in queues and send payments by pigeon post.

Carole Briese continues to captain our/your finances with an attention to detail that guarantees no decimal points ever wander. Deeply efficient, she is also great at multi-tasking! For example, with husband Charles, she's overseeing the design and build of their own narrowboat by our Nantwich neighbours, the award-winning **Navigation Narrowboat Company**. Named 'Claire Michelle' after their daughter, she'll be based around the Braunston area. The reason: Carole and Charles have volunteered to run the new regional office in Braunston. Given that we have invested in every digital and computer link known to modern mankind, no shareholder will notice a whisker of difference. Carole will continue to number-crunch every figure, every invoice and generally be the eagle-eyed accounts person every syndicate management company would give their eye teeth for. The benefit remains, *she's also had experience of being a syndicate chairperson*, so sees everything from both sides. This point is very relevant; Carole understands your concerns, because she's been a member of a syndicate too. So don't forget, especially those who have recently joined us, if you have any queries at all in connection with the accounting side of your syndicate, please, in the first instance, contact Carole and she will be only too happy to answer your questions.

To calculate the Standing Order payment for running costs and agreed administration fees, simply divide the total by 12 and you'll reach the required figure. Over 82% of you have already opted for this system, so really, this is a message to the remaining few still apparently in love with looking for reading glasses, writing cheques, laboriously filling in stubs, scrabbling around for stamps and a spare envelope, then wandering to a local post box, entrusting faith in the GPO to deliver what, it has to be said, is now a very long-winded form of processing payments. But of course, if that's what you're more comfortable with, then please carry on regardless. Should you now sensibly decide to come on board with **standing orders**, Carole will gladly answer your questions and guide you effortlessly every step of the way.

You make the Rules...

We follow your Instructions

Your boat. Your money. Always your decision.

The British boating fraternity, whilst supremely individual in terms of waterborne preferences, are all linked by a common thread: an intimate love of boats and boating. Relaxation is part and parcel of the unique experience. Particularly in these economic times, the idea of boat-sharing remains supremely sensible. However, as in all business activities, hawks prey on unwary doves. And wake-up calls happen when you least expect them.

Maintaining Your Trust

BCBM originally began as an honest, adventurous attempt by a core of narrowboat enthusiasts to sift through the financial wreckage and salvage of what remained of the *Challenger Syndicateships*. Immediately, a group of us (all *Challenger* victims) set about trying to help everyone stranded by its sudden collapse.

Next step: to ease the bruising, then restore confidence and trust in the whole notion of “boat share”. We’ve since learnt to forget about any heroes and villains. In terms of day to day running, recriminations simply muddy already clouded waters and tend to prevent positive progress. So when *Ownerships* floundered in virtually identical circumstances to *Challenger*, BCBM had first-hand, practical experience and advice; able to calm concerns, offer immediate assistance and provide sensible, financially stable alternatives.

Protecting everyone’s individual investment is what we’re interested in. At your AGM, you and your fellow shareholders will decide whether to retain BCBM as your management company. Consequently, we know we must deliver on our promises. That means both looking after your boat and, in the event of you ever wishing to sell your share, trusting us to get you the best possible market price.



A typical Syndicate AGM meeting organised by BCBM

“Tell us more ...”

NEW WAYS OF CHOOSING HOLIDAY WEEKS

The Draw System. The year is divided up into the four seasons. At the syndicate AGM each year, a slip with each week in the quarter is put in a hat. Owners draw the slips out at random to decide the week of their holiday within that quarter. Owners can then negotiate swaps amongst themselves so they end up with weeks to suit.

The List System. The shares/owners are listed in a set sequence which rotates two places each year. The first choice of weeks goes to the owners at the top of the list and then in order down the list. At year's end, the two owners at the top of the list return to the bottom and everyone moves one up. Usually three weeks are selected this way, then owners can ask to use the boat for the remaining weeks left, with priority going to those at the bottom of the list.

ANY SPECIAL ARRANGEMENTS TO FIT IN WITH SCHOOL HOLIDAYS?

Many boats have special school holiday shares. These allow the owners with those shares to choose their weeks first. There are usually no more than two of these special shares in any syndicate and owners pay an annual premium into the boat account to claim this option. Each syndicate decides what this premium should be, but it generally ranges from between £100-£250 per annum

HOW CAN YOU BUY (OR SELL) A SHARE?

The easiest way is through BCBM Boat Share Shop Ltd who will deal with all the arrangements for you and offer a “one stop” shop. See our website www.bcbm.co.uk for all the latest shares currently for sale.

HOW MUCH DOES A SHARE COST

Currently shares are on offer from £2,250 up to £10,000 for a share in the newly launched BCBM narrowboat, “Dawn Treader”. The price normally depends on what owners are asking for their share and generally this reflects the age, facilities and market value of the boat.

FOR HOW LONG CAN I OWN A SHARE?

For as long as you want. You can keep the share, pass it onto your heirs or sell it at any time. You are issued with a share certificate and this is a tangible asset which becomes part of your estate.

WHAT WILL MY ANNUAL CONTRIBUTION TO THE BOAT'S UPKEEP BE?

This will depend on how many owners there are and what the syndicate decides to have done to the boat. Generally it's in the region of £1,300 a year (about what it would cost to hire a similar sized boat in the summer for a single week!) So shared ownership works out less expensive than hiring.

WHERE WILL THE BOAT BE MOORED?

The owners decide at their syndicate AGM where they want the boat to be moored for the following year. Boats normally stay in one place for a couple of years so that owners can cruise the available routes, then they move somewhere else to give different cruising routes. Eventually the boat moves around the whole canal network in logical sequence.

DO I NEED TRAINING BEFORE USING A SHARED OWNERSHIP BOAT?

Many syndicate agreements now recommend that owners have appropriate training.

Owners who have done so generally find that it improves their confidence and enjoyment of their boat.

BCBM recommends Tony Ward whose details can be found at <http://sites.google.com/site/boathandlingtuition>

CAN MY FAMILY ALSO USE THE BOAT?

Yes. Many syndicates now have share certificates on which you can include up to 4 family members (21yrs or over) who you, as principal shareholder, will allow to use the boat without you being on board. Many shared ownership boats can sleep from 4 to 6 people, so you can take friends and family cruising with you.



Your Management Team

Andrew Barton, Managing & Marketing Director



Andrew was born in Alderley Edge, Cheshire and raised in Wilmslow. With a strong family background in the hotel and hospitality business, it was no surprise that after graduating from Manchester University, he launched his career in the world of hotel management. He later joined the Central Office Team of world famous De Vere Hotels as a Business Change Senior Executive and was proud to be appointed the operational project manager for the Ryder Cup held at The Belfry Hotel & Golf Centre in 2001. His lifelong passion with boating led him to join Challenger Syndicateships in 2004 and to then set up BCBM in January 2008. Andrew's business, organizational and people skills gained in the leisure and hospitality trade have enabled him to grow BCBM into the market leader in shared ownership, now managing 48 syndicates and their boats. His pledge is to always ensure that BCBM steadfastly cares for your investment along with complete financial transparency.

Sridhar Subramanian, Finance Director



Sridhar is a chartered and cost & management accountant with 12 years of professional experience in the most exacting financial environments, both in India and Europe. He has personal expertise in many areas of business and accounting including funding for new projects and the set-up of new companies. A member of the Chartered Accountants Institute since 1996, Costs and Works Accountancy of India, 1966, and in addition, Cost and Management Accountancy since 2009, Sridhar is currently Head Of Operations and Finance with BMBA Polaris Software Lab Ltd, a global house specialising in banking support software with a turnover in excess of \$300,000,000. Sridhar is responsible for introducing levels of secure financial management to completely safeguard and lockdown the value of your investment.

John Cunliffe, Technical Director



Having experienced engineering from an early age with a Number 7 Meccano set, John was set to continue in this vein and eventually completed a full engineering apprenticeship which qualified him to work for a fork-lift truck manufacturing company.

He became interested in canals when he was asked to maintain the trip boat at the Ellesmere Port Boat Museum. Following this he bought his own Narrowboat on which he still resides with his long suffering wife, Christine. His uncannily accurate technical knowledge arrives from 8 years with Alverchurch Boat Centres where he was Marina Manager at Ader-ton in Cheshire, and then with Challenger Syndicateships for 5 years until the creation of BCBM in January 2008.

His enduring passion for marine engineering provides shareholders with the reassurance that, when technical detail is involved, he is the undisputed master. John additionally works with our boatyard partners to ensure superior maintenance, overseeing scheduled refits and livery updates for every boat cared for by BCBM.

Carole Briese, Finance Manager



Entrusted with the vital task of keeping a tight grip on the purse strings at BCBM, Carole has spent her entire working life in finance and customer services. When she isn't counting the pennies, Carole, along with husband Charles, is a keen boater in her own right. In fact, she was a share-owner in NB Champion for 10 years and was Chairman of the Champion Syndicate. Carole is a Cornish girl but has recently moved with Charles to Cheshire, although soon, they'll both be heading up the new Braunston office, while living on their new narrow-boat. Her other passion is motor racing and she can often be seen at various circuits around the country. She and Charles have a daughter, Claire, also an accountant, who lives in Bath.



Charles Briese, Area Manager

Charles Briese is a qualified carpenter/joiner by trade and for the last 33 years has worked as a Technical Manager in a sawmill once part of the Duchy Of Cornwall Estate. With his wife Carole, our Finance Manager, Charles has been a keen boater for a good many years and owned a share in NB Champion. Cornish and proud of it, Charles is one of the handiest people you will ever meet and always has a toolbox close to hand. As he always says, he doesn't deal in problems, only practical solutions. Like Carole, Charles also has an avid interest in motor sport, which is useful given the distance of his regular drives between Cornwall, Cheshire and soon Braunston.



Andrew Cooley, Area Manager

Andrew Cooley has been an enthusiastic boater for nearly 30 years. He and his wife Pippa started enjoying the benefits of shared ownership in narrowboats when they first bought a share in NB Sojourn over 10 years ago. They now have a share in NB Sundowner, currently moored at Tattenhall. Andrew has a lifetime of experience in finding practical solutions to difficult problems in careers that have embraced agriculture, technical journalism, education and computer systems development. He has been a shared ownership local manager for 6 years. He also runs BCBM's internet-accessed "Log Blog" sites that provide updates on all current BCBM activities.



Ann Barton, Director's PA & Reception Manager

Ann Barton has spent her working lifetime at the 'coalface' of the retail and hospitality industry. Experienced in customer-facing roles, she is well positioned to look after the reception and switchboard at the main Nantwich office of BCBM. Married to Andrew for 26 years, Ann is also a keen boating enthusiast, and enjoys 'Boat Testing' each new addition to the fleet with Andrew as they are introduced at Nantwich. Ann is a key member of the staff at shows and exhibitions also where she looks after the new boats on display. A valued member of the team who keeps Andrew on the straight and narrow!



Lindsay Sullivan, Project and Administration Assistant

Lindsay is our newest member of the team and joins us on a student placement from Hull University for around 10 months. Lindsay is studying for a degree in Business Studies and Information Technology, which she hopes to complete in 2013. Lindsay is based in our Braunston office and will be working with Carole Briese on the finance and administration functions. She is working on completing tasks for our newest project, which is to launch in September.

Your Management Team Cont...



Pippa Cooley, Bookings Secretary

Pippa Cooley's boating life started when she worked on Thames barges before crewing enterprises in and around Brancaster, Norfolk. Next came organising family holidays on Maid Boats, run by Lionel Monk who was the brother of a family friend, so she was particularly thrilled when BCBM won the Lionel Monk trophy at the 2010 IWA Festival. She is a qualified orthopstist and has also worked as a Liason Officer for an MEP and has held a senior post in NHS Administration. Pippa is married to Andrew Cooley (one of our Area Managers) and has been helping out with Andrew's expanding range of projects. She and Andrew are now based in Newcastle-under-Lyme and they have two daughters.



Phil & Lucy Saunders, Deep Blue Marine Services, Mallorca (Power Boats)

Phil and Lucy hail from Kent & The Czech Republic and have lived in Mallorca for many years. They were responsible for the smooth running of all the power boats originally managed by Challenger Syndicateships until the collapse of the company in January 2008. In order to maintain their service to owners, Phil & Lucy set up their own company, Deep Blue Marine Services and ever since have worked closely with BCBM to ensure the Power Boat Fleet is meticulously maintained. Phil & Lucy continue to work hard at making a formidable success of their specialist marine business and owners and their boats remain in the safest of hands.



Sue Whalley, Sailing Solutions, Alcudia, Mallorca (Yachts)

Sue has a wealth of experience on the water. Even as a child, Sue spent her school holidays sailing and crab fishing in Falmouth Bay. Following a period teaching teenagers, Craft, Design and Technology (cabinet making and engineering), she eventually left "school" and started Solent Yacht Charter with her then partner and their own boat based at Haslar Marina, off the Solent. There she spent several years in the charter business, sailing extensively on the south coast of the UK, over to France and also supporting the sunnier side of SYC in Alcudia. Sue has worked for several different boating companies in her 13 years on Mallorca, has passed her Yachtmaster Sail & Power with honours and crossed the Atlantic. Sue now runs Sailing Solutions which looks after a small fleet of private - largely shared ownership - yachts, maintains them to the highest standard to ensure enjoyable, nigggle-free holidays for their owners.



Phillippe Gerrard, H2O, France

Phillippe is our man in France. He looks after all the boats moored at H2O in St Jean de Losgne Marina. He's been involved with the family-run Marina since he was a child but after leaving school, initially trained to be a watch maker, following in his father's footsteps. However, ultimately the draw of the nearby Marina became too strong. He has worked at H2O now for some 12 years and is their chief technician. His experience and knowledge has proved to be invaluable to BCBM operations in France. Phillippe also speaks excellent English.

CARRY ON COMPETITION...

Another chance to win a family weekend at the Holiday Inn, Guildford.



Yes, this competition was in the last newsletter and yes, you can still be a winner. It's a roll-over competition that Davinia Barton, Revenue Assistant at the Holiday Inn, Guildford, Surrey, has agreed to continue for BCBM.

"What's the catch?" There isn't one. Just by e-mailing Davinia at her e-address below, you will have automatic free, no-obligation entry. This fantastic prize also includes free tickets for *Legoland*. Does entering mean you will suddenly be bombarded by Holiday Inn offers? No. The only e-mail you may get back is to inform you that you've won!



That's not all...

Get special rates for any Holiday Inn, anywhere in the world



Use the link below and send it to everyone and anyone you know. They too can take advantage of special rates under IHG's Friends and Family Scheme - your passport to preferential rates at any Holiday Inn *anywhere* in the world. Remember though, when booking a room on the F&F scheme, please make sure you *always* e-mail Davinia as well.

For competition entries, simply e-mail Davinia.Barton@ihg.com

For Family and Friends rates www.ihgfriendsandfamily.com/y8lm7j9

BCBM OPENS UP SHOP IN BRAUNSTON

Braunston Marina lies at the crossroads of the Grand Union and Oxford canals and, in canal route terms, is regarded as a key waterway hub. South takes you to London and other canal branches stretching to the South East and South West. The Oxford links you to the Midlands and Northern canals and the whole web of cross country branches.

Drifting casually along its picturesque corridors, you could be forgiven for thinking that you have drifted back in time to a typical canal scene from the 18th century, except that in those days, the entire complex would have been a hive of smoky, frantic 24 hour activity. In the days of hard-working narrowboats and urgent delivery schedules, sleep was always at a premium.

Today, Braunston is a calmer place and much more leisurely in its approach. It has modern mooring facilities for up to 250 boats, dry and wet docks and a service area capable of most repairs. It also now has a new attraction...

The opening of BCBM's new Regional Office at Braunston. This will allow us to better look after the needs of owners with boats based in this region. Also it introduces us to a new audience of share buyers. It will be managed by Charles and Carole Briese. Charles already looks after 13 BCBM managed boats in the area, and as they'll be living nearby in their own brand new Narrowboat, 'Claire Michelle' you can expect the warmest welcome as well as an excellent, dedicated service. And as the pictures show, it's no office block, just a cosy little office right next to the bright red telephone box.



Also please welcome a new recruit, Lindsay Sullivan to the team. Lindsay is a student from Hull University, on a work placement with BCBM at Braunston. She has proven expertise in both Business Studies and Information Technology. She joins us as Project and Administration Assistant.

MEANWHILE BACK IN NANTWICH

So far, 2011 has seen possibly BCBM's busiest ever year. Not that any of us are complaining. More and more of you are realising the value-for-money advantages represented by shared ownership. The opening of our new Braunston office marks an important step for BCBM in the Midlands. A reassuring point to remember however: BCBM remains a medium sized business with no grand designs to grow beyond our target of managing 50 boats.

To this end, with extensive consultation, we will be handing over BCBM'S previous activities in boat share management and share dealings in Mediterranean yachts and power cruisers to local approved centres, which we feel will be better placed to service individual shareholder needs. The French canal connection still remains. Indeed, all links remain firmly intact, so if you need help in making decisions about share options in prestige yachts and cruisers, you can still call us. The BCBM family remains firmly on your side. Whenever changes occur, you can totally depend upon us to answer all questions and offer total, unbiased support.

BCBM's now established office at the Nantwich Canal Centre allows the team to be at the hub of our expanding nationwide boat management and share sales activity. Recently installed is an ultra-fast broadband connection which means better service for any online enquiries. Importantly, it's where the managing, marketing and sales director works with other full-time staff on your behalf (in fairly comfortable chairs it has to be said). Most importantly, a call to our number never goes adrift. Despite this digital age, we're still passionate about old fashioned, one-to-one communications.



Here we are. Must remember to sweep up those leaves!



Welcome to our humble abode. The two ducks are known as Fred and Fredette. Make yourself comfortable. Insist on a cup of freshly brewed tea or coffee.



Showing Off Up And Down The Country...

Oh, what a busy year. And we're only nearly half way through it!

Thanks to Andrew Cooley's superb information website, those of you internet connected will have been kept informed about forthcoming show dates well in advance. For those of you happier to greet the postman, hopefully both ourselves and your syndicates will have kept you completely in the picture.

We are exhibiting on the 25th & 26th of June, where we will be at the annual Braunston Historic Boat Show and where the subject of our feature article, *Butty Raymond*, is scheduled to make a grand appearance along with her companion *Nuffield*. Braunston will shortly be home to our new regional office so we'll lay out the red carpet to all BCBM owners (well not literally of course, it may get sopping wet). It's a 2 day event and really is a great family day out.

Next up is the IWA National Festival from 29th July to the 31st. Here, Dawn Chorus will be making her debut.

Following on from that, on 27th August is the first ever Nantwich Boat Share Show. This event offers the chance to explore all the advantages of shared ownership in a genuine canal setting; Nantwich Marina, (also home of the Navigation Narrowboat Company) along with the opportunity to see and step aboard a variety of craft with shares available.

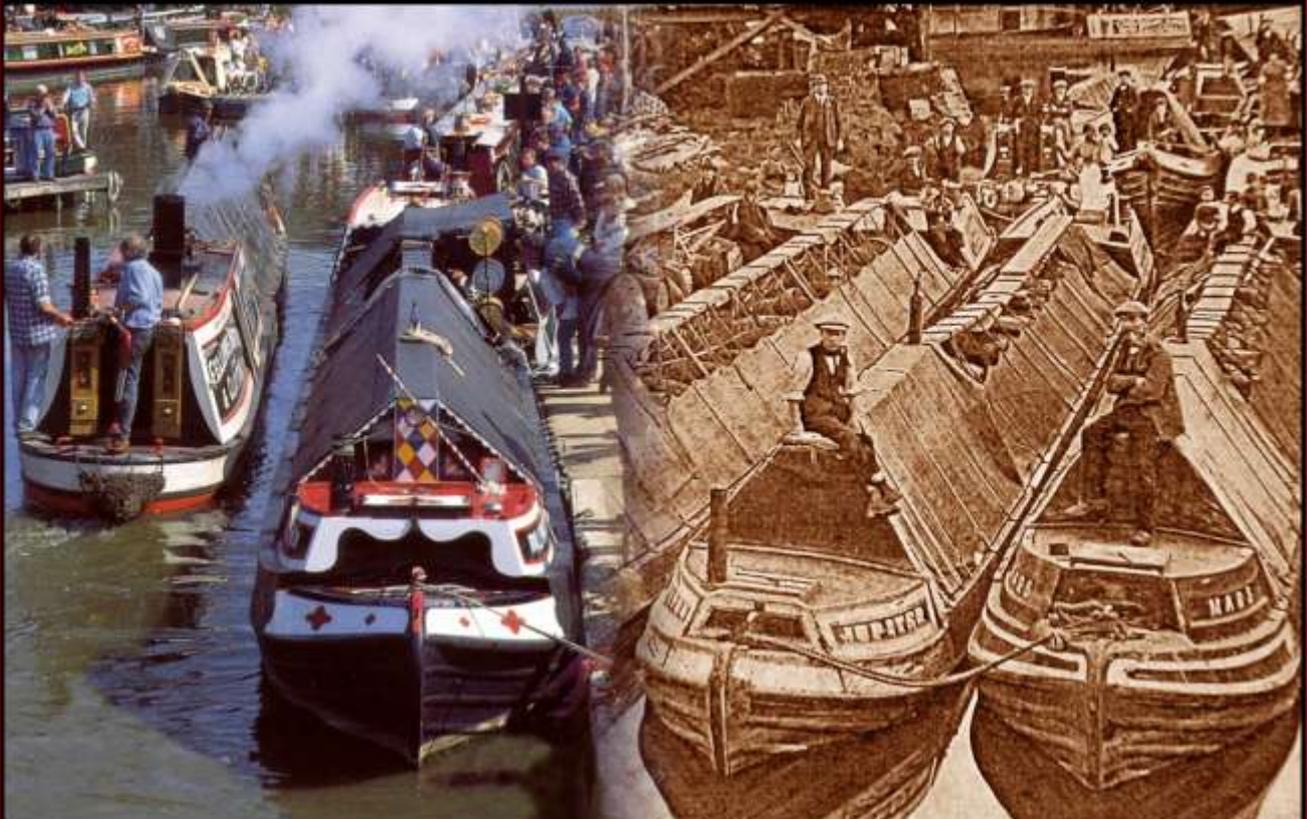


**FELLOWS, MORTON
& CLAYTON LTD.**

Rally & Canal Festival

Braunston Marina

Weekend 25 – 26 June, 2011



Events include:

The last surviving steam narrowboat President

Rally of surviving FMC narrowboats, with twice daily parade

Trade Exhibitors, Canal Societies, Music, Fast Food, Bar and Fun

Opening times 10.00 – 5.00 with Saturday evening entertainments

ENTRANCE £10 per car (all profits to canal & local causes)

Sponsored by Braunston Marina Ltd and *Canals Rivers + Boats* magazine

Supported by British Waterways

Braunston Marina, Braunston, Nr Daventry, Northants NN11 7JH Tel 01788 891373

(on the A45 between Daventry and Rugby)

www.braunstonmarina.co.uk

e-mail sales@braunstonmarina.co.uk

From



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27TH, 28TH & 29TH AUGUST

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expensive to hire a
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WHAT CAN WE DO WITH THE PHONE BOX COMPETITION!

As part of our new offices at Branston, we've inherited our very own old-style phone box, but we don't know how we can use it!

Any ideas?

Send them to info@bcm.co.uk - and the best one will win 4 tickets to either the IWA National 2011 or the Crick Boat Show 2012.

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Our **SECOND** boat
is now afloat...



(With a third on its
way...)



The distinctive emblem of the Navigation Narrowboat Company guarantees uncompromising standards of excellence, be it for routine service, refit, refurbishment or new build.

Dawn Treader is the perfect sister ship of the award winning **First Dawn**. She was fitted out from stem to stern by the same teams, and proudly displays the same clean distinctive livery hand-crafted by canal boat artist, Andy Russell.

BCBM Narrowboat Number 2 “Dawn Treader” is now cruising the cut with equal pride and panache. It’s all part of BCBM’s associations with other trusted partners to secure the future of shared ownership. She is a 4 berth reverse galley layout design.

All of us at BCBM once again take this opportunity to thank *everyone* involved, **Nick Thorpe Boatbuilding** and in particular, **The Navigation Narrowboat Company** for whom this joint venture continues to be a spectacular triumph. Proof once again that contemporary British Narrowboat design and built, meticulously engineered, constructed and crafted still remains the very best in the world.

Next, watch out for **Dawn Chorus**, a slight variation on the theme - a 6 berth cruiser stern narrowboat with a reverse layout galley.



BCBM BOAT SHARE

61ft shared ownership semi-trad

Dawn Treader is the second of our four boats to be built by the Navigation Narrowboat Company – but rather than being destined for private sale, this one has taken its place in the BCBM shared ownership fleet.

BCBM manage several boats on behalf of share consortia, following the demise of the Challenger and Ownerships organisations. They aim to provide transparent accounting and maintenance to counter the understandable concerns

of those who lost out in the two collapses. As the company is based at Nantwich Marina, the neighbouring boat-builder was the obvious choice to build their craft.

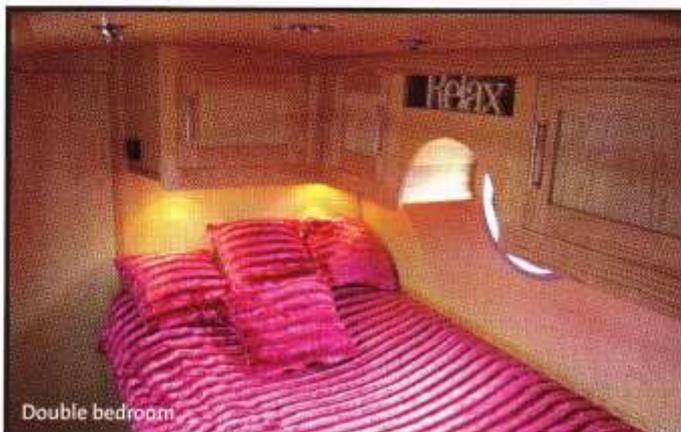
Last year, *First Dawn* won the Lionel Munk Trophy for best boat at the IWA National Festival. This, its successor, was launched in January, with 12½ shares available in the 61ft semi-trad narrowboat. Each full share owns 8% of the boat, and currently costs £10,000, giving four weeks' use of the boat every year. Running costs are

estimated to be around £1,000 every year per share, including turnaround fees, call-out fund, and so on. Though the boat is managed by BCBM, the sharers own the title in the craft.

The shell is built by Nick Thorpe Boatbuilding, in ubiquitous 10/6/5/4mm plating. The tumblehome of the superstructure gives very pleasant lines, with some reduction in width at cabin top height – less likely to suffer damage from bridges than a square-cut cabin. A bow-thruster tube is installed for

potential future use, but no thruster is fitted. The hatch slides, like *Oakmere's*, have roller bearings so move with very little effort. A well designed flap secures them against thieves and also prevents rain spraying in through the gap between hatch and door.

The engine is a Barrus Shanks 43hp engine, with water-lubricated stern gland, and easy access to service points and the large battery bank. For a boat that is to be used much more intensively than most private boats (and many hire craft), ease



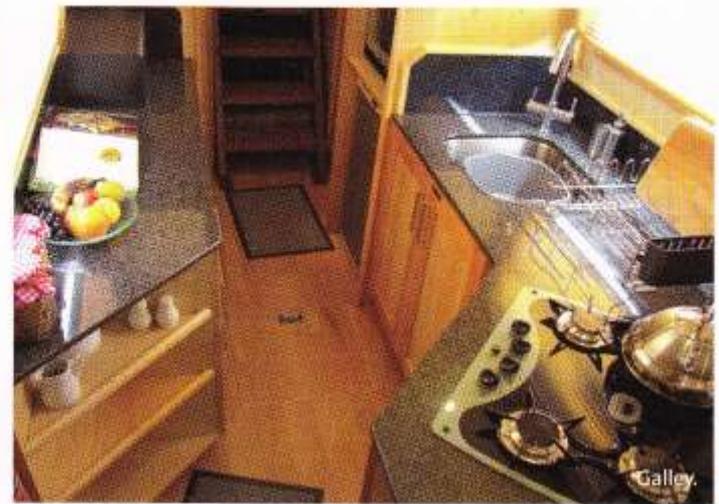
Double bedroom



Bathroom.



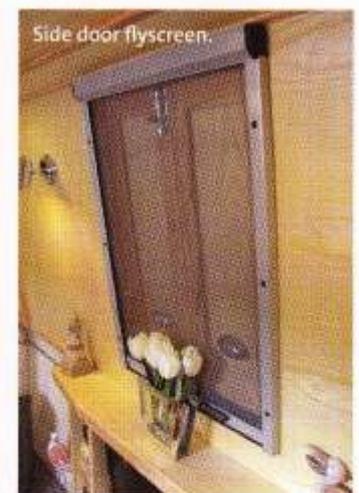
Saloon looking aft.



Galley.



Underfloor cooler.



Side door flyscreen.

of maintenance and durability of fittings is paramount.

Descending the aft steps, there is a large wet hanging locker, with spaces for cruising equipment. The boat is designed as a 2+2 berth, with the two full-height wardrobes useful for the occupants of the dinette.

The galley is clustered around a centre corridor, with the cooker against the back of the dinette. A separate hob and oven/grill, granite worktops, large fridge and decent sized sink, plus high level microwave give a galley most crews would love. A hatch in the floor gives access to a locker, in which you can store beer and wine in contact with the base plate – a proper 'keel cooler'!

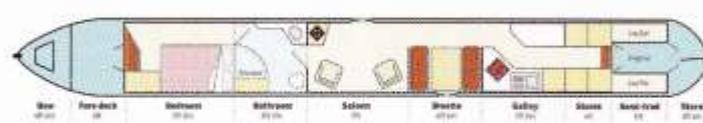
The raised dinette is neatly designed. It can serve as a standard Pullman dinette, making a double berth. It can also make two single berths across the boat. Or, most creatively, the backrest to the saloon can be reversed, and two footstools rise up from the tops of the drawers below. This means that the entire crew, with two on



Dinette normal...



...and swung round.



the leather armchairs and two on the bench seat, can watch TV or socialise around the Morsø Squirrel stove.

There is plenty of storage, with lighting by a pragmatic mix of LED and halogen fittings. The side doors also have close-fitting roller fly

compartments is spacious, and gives privacy to both cabins; locking the door, however, does restrict access from the forward cabin, a problem common to all bathrooms of this design.

This forward bedroom has a raised double, with toilet tanks and storage under, and lockers above the head and along the port side. It pulls out to a 5ft-wide berth if required. The wardrobe has a novel folding vanity shelf and mirror, making use of the compact space. The diesel heating runs through ample spray-painted radiators, which blend in well with the American white ash cabin lining.

Dawn Treader is a robust, well designed boat that should stand up well to the rigours of shared ownership. The design touches clearly draw on the expertise of existing sharers and add a few individual twists, such as the keel cooler. With shares selling well, the keel is about to be laid on the next one.

screens, giving ventilation without the midges descending at night.

The forward toilet is walk-through, with the quadrant shower on the centreline, and the macerator loo and washbasin flanking the door back into the saloon. The

BCEM Boat Share
01270 628076,
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Next on stage we present “Dawn Chorus”



Dawn Chorus, the latest addition to the fleet will be making her debut at the IWA Festival, Burton-On-Trent from 29th to 31st July and will return to Nantwich in time for the Boat Share Show over the Bank Holiday weekend of 27th, 28th, and 29th August.

Dawn Chorus is BCBM's first 61ft cruiser stern narrowboat with a reverse kitchen layout. 6 berth with two WC's, this means that all 3 adult berths are in separate cabin areas. This is a major departure from traditional designs and, along with all the eco-friendly benefits introduced to the two previous Dawns, should once again prove to be a showstopper.

“A Dream Come True...”



Picture this. Imagine you are sitting in BCBM's Nantwich Headquarters and the phone rings.

“Would any of you be interested in taking on the full time management of a truly magnificent Dutch Barge built in 2009 by Walker Boats?”

Pardon? Walker Boats are renowned throughout European maritime circles as being one of the leading benchmark boat-builders of modern Dutch Barges. “Yes” we said.

And here she is, available through BCBM for shared ownership opportunities. Currently based on the River Thames at Reading, she is a seriously spectacular craft, fitted out to luxury specifications. Appropriately named “Dream Catcher” she spreads the most beautiful, tranquil wake wherever she goes. Bear in mind that like the other Dutch Barges in BCBM's fleet, she's totally adaptable to both fresh and salt water excursions, although a round trip to Australia may take you out of your shareholder annual entitlements (and please, don't even think of going anywhere near Somalia - Andrew's only got a few shillings left in the petty cash tin).

“Dream Catcher” boasts distinctive and unique lines based on the classic shape of the Dutch Barge. With a fixed steel wheelhouse and an air draft of just 2.75 meters, she also has a flybridge using aft desk space for open air seating and a second helm position. There's a lavish *en-suite* master cabin, an amazing saloon with leather upholstery and a U-shaped galley with granite worktops and walnut fascia.

Here are some basic details:

Hull: Welded Steel

Built: 2009

Engine: Vetus Deutz DT66 delivering 170 hp.

Number of berths: 8

LOA: 60'0 (18.3m)

Beam 13'6" (4.1m)

Draft: 3' 3" (1m)

Displacement: 77162lbs

Fuel capacity 1400 litres (that should take you some distance, but *please*, nowhere near Somalia))

Water: 1800 litres

“Dreamcatcher” details are now available from Head Office on 01270 628076



BCBM's Dutch Barge fleet gathers ever more interest....

As described previously, "Dutch Barge" remains a generic term for many generations of graceful, purpose-designed, semi-flat-bottomed boats once employed to haul long, heavy trains of fully laden wagon barges in and around Europe. Carefully constructed for both sea passage and intricate inland waterway journeys, they remain classic designs from a bygone era. The attraction of "new-build" Dutch barges must be obvious to anyone with a sense of history. These beautiful craft are truly majestic and built along traditional lines with the same fastidious attention to detail enjoyed by their ancestors, but now with areas of sumptuous extended living space and much more power. Yet still that gentle throb of the engines endears all who see them pass. BCBM's managed fleet now proudly includes:

"Henrietta"

Built in Holland at the Euroships BV Yard in Heerewaarden in 2008, we're talking about a serious sized craft here. 20 meters long (60ft), she has a 4.75m beam and a 1.1m draft. Designed along the lines of a traditional Dutch Barge. In "Henrietta", craftsmanship brilliantly combines with modern boat-building technology. Both its interior and exterior specifications are astonishingly detailed. "Henrietta" is steel-built and powered by a superbly powerful John Deer175hp engine capable of a cruising speed up to 17kph at 2,300 rpm.

"Bon Viveur"

Based on the *Canal du Midi*, she boasts exceptionally high levels of comfort and spaciousness and, considering her generous proportions, an impressive ease of handling requiring the minimum of effort. Her design is based upon on a traditional Dutch Barge but with many modern innovations including ingenious use of below-deck space.

"Dream Catcher"

In her way, possibly the most perfect in her class. Again, she boasts enormous individuality (see previous page) and as this picture shows, has a serene dignity that belies an enormous power-train from the Vetus-Deutz DT66 diesel engine. The real benefits are the extraordinary levels of on-board comfort and design sophistication. But possibly the best news...she's based in Reading, on the Thames. Perfect access for a perfect craft.



Looking to widen your nautical horizons abroad?

In terms of laid back waterway idling, France remains predictably popular. The first few pages will have introduced you to **Phillippe Gerrard**. Based at H2O, his team oversees care of "Silver Steel" and "Henrietta". Based at St Jean de Losne, both are poised and ready for the new season's activities, in between a few glasses of Pernod.

In the Mediterranean, in Andalusia, look to the yacht "Velsheda" and the power boats based there. Looking after the yachts is **Sue Whalley**, while caring for the power boats is **Deep Blue Marine**. So much do we have confidence in their operations, we seldom ever become involved. This is reflected by shareholders so happy with the service they receive.

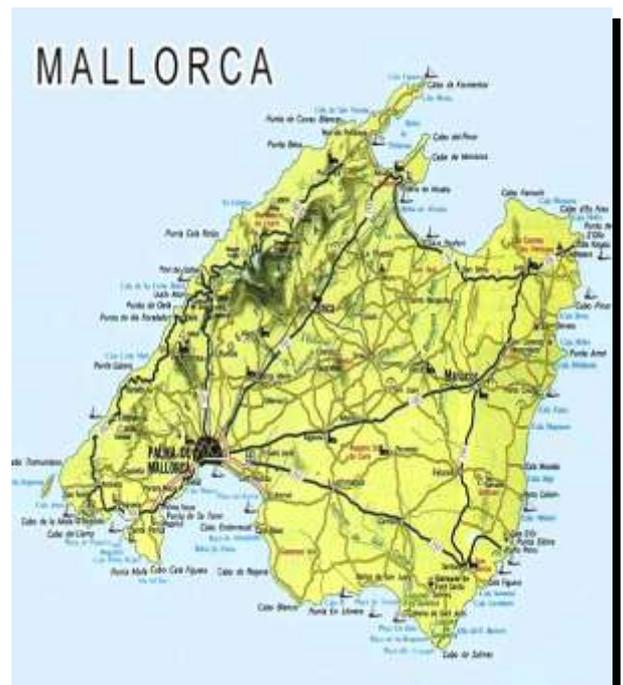


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Shares available in:
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For more Information visit
www.deepblueboatshare.com





Dear BCBM...

We really do enjoy receiving your letters. But given that virtually none ever arrive, we can only conclude that you're all so deliriously happy out there...is it a question of no news is good news? True, if any shareholder has a problem, then a phone call to our Head Office is always a good place to start. So we're slightly modifying this section to include e-mails.

One we must start with is a sort of mystery subject which I'm sure **Alex Ede** of *NB Enterprise* won't mind us publishing...

"Hi all. I think I have solved the mystery of the pillow protectors. Upon opening our Pandora's box of boat bits we have now found the 2 protectors hidden amongst our bedding. These have now been washed and returned..."

Although you might be expecting Harry Hill to leap up, this demonstrates the levels of responsibility that all our shareholders *share* with each other. Each syndicate is, in many respects, a family, and therefore everyone becomes involved in looking after "their" boat. These levels of respect for each other are heartening in an age that is becoming increasingly self-interested. To visit an AGM and meet every syndicate member remains one of the joys of being your appointed management company.

One of the few letters we do receive on a regular basis is from **Tony Kent**::

Dear BCBM. Why aren't more sensible provisions placed upon every vessel to ensure I don't feel seasick?

Our Answer:

"Dear Tony...given that CCTV sites have already seen you carrying back a season's rations of alcoholic refreshments from Costcutter, we suggest a nice cup of hot chocolate before bedtime..."

Frivolity aside, a serious consideration is raised affecting anyone unused to sleeping aboard any boat for the first time. They rock. They roll. Usually very gently unless you decide to head your vessel into a Pacific or Atlantic gale. Or if you're captured by Somali pirates... that's another story. But seriously, just try stepping aboard any proper boat and soon you'll all get used to it. Most shareholders who sign up with BCBM have already experienced the very different feeling of holidays afloat. Be it a narrowboat, a Norfolk Broads cruiser, a yacht or power boat in the Med or a beautifully fitted-out Dutch barge. Every moment becomes your own personal adventure and a world away from the daily routine. You're free. You get up and go where you want. And you're in total charge of how your day may develop. Land-locked people have a slight problem understanding the attraction...which is why the prospect remains so superbly appealing in the minds of anyone who seriously wants to escape any mundane alternatives.

From Wendy and Graham Witheridge

Hi Andrew,

Maybe you will remember us from 3 years back when you were helping us as D/B *Isabel* (sort of) came into commission. What a lot of water has gone under the bridge since then. And what a lot of money was lost by so many people. We are delighted to see that you have emerged from the chaos and congratulate you on having won the Lionel Munk prize at the IWA National Awards. Our narrowboat, James Arthur (our home) was the Lionel Munk winner in 1992 we notice now that you are managing the French boats now and were surprised to see *Henrietta* on your lists. Last we heard she had 3 owners and a private syndicate, and now it appears she has 12 share syndicates. The *Bon Viveur* looks just the design we had always been interested in purchasing for extended cruising and a summer home.

Good luck in your new venture
Wendy and Graham



...Another Happy AGM

From **Ray Elvy** (Cotonwood AGM Saturday 30th October 2010)

Dear Andrew and BCBM staff,

Thank you for a well run and most informative AGM. As you are well aware, it has been a most troubled and worrying year regarding our shared ownership of Cotonwood. It was therefore encouraging to meet the faces of BCBM and we are most appreciative of your efforts to make clear the running of BCBM. Providing us with your undivided attention at the meeting was a real bonus; as you know, the "Ownerships" AGM's were very much of a bulk production line affair, but we appreciate how time consuming it must be for you all, and therefore hope our rather long meeting, to be expected in this initial stage I suppose, did not impact too much on your afternoon schedule. We thank you for your unrushed and patient attitude to what at times, were our internal wrangles. We look forward to a long and mutually beneficial relationship with you all. We take Cotonwood out of Nantwich on Friday, 19th November, so will endeavour to locate the office and pop our heads around the door.

Best wishes

Ray & Pam (Wetherall/Elvy share)

From **Barbara Lowe** (Cotonwood)

Just a quickie to say how much David (Weet) and I enjoyed "Cotonwoods" meeting this morning. We have to admit that, like some other owners, we were rather sceptical when it was first mooted that we consider joining BCBM after the Ownerships debacle, but decided to give it a try and after meeting you today and hearing at first hand the efficient manner in which BCBM is organized and run by yourself and your team, we both came away feeling very reassured that "Cotonwood" is in safe hands and I am sure the other owners present feel the same way. Your attention to detail and the clear precise manner in which the paperwork, especially the monthly statement, are presented are most impressive and welcome...we never knew where the money was going from the Sinking Fund - we do now to our cost!

We look forward to the coming season

With best wishes and thanks, Barbara (Lowe)



A "Soros" AGM, where once again a unanimous agreement was passed in favour of BCBM taking over boat management responsibilities

Seated: Left to right. Carole Briese, Andrew Cooley and Andrew Barton.

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One of the enduring strengths of Broom and why they have maintained a leading position in the boat building industry for so long is the after sales service they provide. A major part of the business is providing extensive service and maintenance facilities for Broom built craft. Boats built over thirty years ago can frequently be seen being serviced and refurbished in the extensive maintenance shops.



G H Fabrications

Stainless Steel Fabrications is a successful stainless steel fabricating business specialising in the production of a wide range of items for the marine industry. They have a strong customer base supplying the leading boat companies in Norfolk and Suffolk. Broom has created new factory space for this division which incorporate their own team of fabricators.



Marina

Broom's Marina now provides over one hundred berths with a mixture of pontoon and alongside moorings for boats up to fifty feet in length.

Each berth has its own individual metered power supply. Car parking is either adjacent or close to the moorings. Berth holders are able to take advantage of Broom's service facilities from regular cleaning and valeting to major refits.



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Located on site our upholstery and canopy makers have a wide range of services to transform your boat including helm & cockpit seating, replacement & redesigning of canopies, sundeck cushions, tonneau covers, sun awnings, interior upholstery, curtains, carpets, blinds, mattresses, fitted sheets, bed covers and scatter cushions

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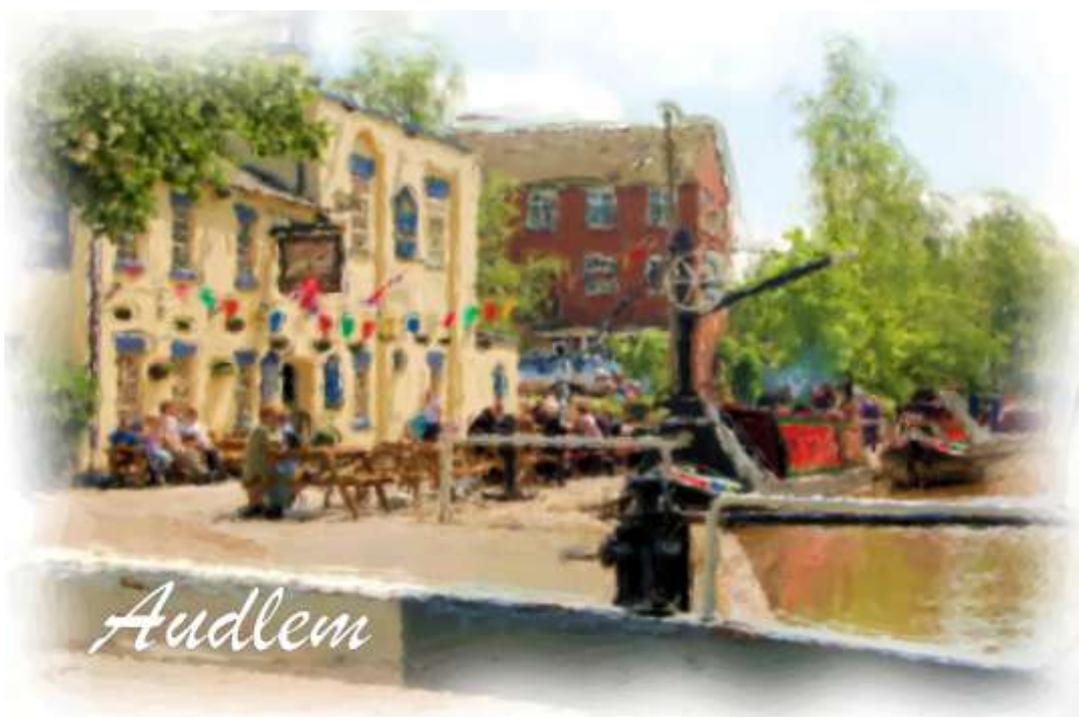


Welcome to Overwater Marina

Overwater Marina is set in the beautiful, peaceful and friendly Cheshire countryside only a stone's throw from the famous canal village of Audlem, recently voted Cheshire's Best Kept Village. Audlem is on the main line of the Shropshire Union Canal forming part of the Four Counties Ring. The Cheshire Ring and the Llangollen Canal are both within easy cruising distance of the marina.

Being on the border of Cheshire, Shropshire and Staffordshire the marina is easily accessible and is only 15 minutes drive from junction 16 of the M6 motorway. The historic and quaint towns of Nantwich and Whitchurch are close by and the large towns and cities of Crewe, Stoke-On-Trent, Shrewsbury and Chester are all less than 45 minutes away.

The marina was developed by the Maughan family in 2009, opening for the first boats in Spring 2010. Unlike many other marinas, Overwater remains privately owned and managed by the family. Janet Maughan, who manages the marina office says "our aim was to create not only one of the most beautiful marinas in the country but a warm and friendly atmosphere where people could feel at ease and appreciate the wonderful Cheshire countryside as much as we do".



Welcome to Overwater Marina continued

As well as the friendly and professional service that you would expect from any marina, Overwater offers all mod cons with internet access included in mooring fees and water and electric hook up available at each berth. Diesel, gas and pump out are available 7 days a week and the purpose built reception building provides toilets, showers, laundry and elsan facilities which are available 24 hours a day. The small shop sells a selection of confectionary, chandlery, gifts, books and other essential household products. The marina reception is also home to the Overwater Coffee Lounge which is open 6 days a week tempting moorers and visitors with their delicious breakfasts and lunches, not to mention their wide selection of homemade cakes and ice cream.

On an engineering front, the Audlem Boat Company provides on-site engineering services and boat safety examinations with a paint shed, plentiful hard-standing and a wet dock at its disposal. Boat lifts are managed with utmost care using the marina's state of the art trailer. Complete care for your narrowboat is offered including engine and heating servicing, complete and part boat fit-outs, plumbing and also electrical work as well as a winter boat care scheme to take the stress and worry out of owning a boat. There is even a valeting service you can book to ensure you are able to enjoy every last minute of being on your boat.



OverWater



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BRAUNSTON, Nr DAVENTRY

NORTHAMPTONSHIRE

NN11 7JH

TELEPHONE 01788 899 019 / 01270 613 888

info@bcbm.co.uk

andrew.barton@bcbm.co.uk

carole.briese@bcbm.co.uk

john.cunliffe@bcbm.co.uk

WEBSITES

www.bcbm.co.uk

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