

**INSIDE OWNERS' SURVEY RESULTS**

# BCBM NEWS

SPRING 2013



*Introducing*

## DAWN MIST

All The Latest  
From BCBM!



**Sunny Weather?  
A Better Forecast  
for 2013!**

**Meet The Team**

**Getting Out There  
At The Boatshows**



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Sterling Associates is a pro-active firm of Chartered Accountants and business advisers based in Elstree, Hertfordshire.

We pride ourselves on our proactive business planning and advisory services, which go far beyond traditional accountancy and compliance work. We can work with you to identify strategies that will help your business succeed, and to make your personal wealth work for you.

We offer a range of high quality accounting, financial and business services.

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We are an *experienced* team drawn from various industries with a wide range of expertise in delivering quality services. Our *dedicated* team endeavours to help you out with all your IT service requirements in a professional way.



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So why not focus on revenue rather than operations and systems?





In these hard-pressed economic times, any notion of rashly splashing out thousands of pounds to buy a luxury boat probably isn't on your current list of priorities. But don't say goodbye to the dream just yet. *There is another way.*

## Shared ownership makes firm financial sense

Unless you feature on *The Times* Rich List, becoming the outright owner of your own boat could easily have you sailing into an expensive overdraft. Remember, on top of the actual cost of the boat, you've also landed 365 days of substantial running costs that require outgoing payments in never-ending streams. All this for just a few weeks casual use a year? Surely you agree that, economically, this doesn't make sense. However, in terms of keeping your dream alive...

...now is the time to study all the brilliant advantages of **shared ownership**. As the description implies, through BCBM, you invest in an independent *shareholding* in the boat of your choice. Up to four people can own one share. So, for example, you and a partner can join along with two friends.. Each share gives you four weeks private boat use per year. Most importantly, your shareholding means that everyone in the syndicate is able to *minimize* expenses by *sharing* necessary running costs. A completely transparent accounts system ensures that each shareholder is constantly kept in the picture about precisely how charges have been equally divided. As you will see from our **Questions & Answers** section, when you decide to take your weeks within your 4-week allocation can be discussed with your fellow shareholders. usually with opportunities to switch and swap whenever necessary.





## Share the experince

BCBM Boat Share offers you a wide and varied selection of leisure boats from which to make your choice. Consider, for example, becoming a shareholder in one of BCBM's fleet of classic **Narrowboats**. These remarkable craft, all superbly fitted out to the highest standard, provide exceptional levels of on-board facilities and comfort. Narrowboats were originally designed to work the artery of canal routes and to service the relentless demands of the Industrial Revolution. Narrowboats boasted their own distinct identity, giving rise to a wonderful cross-section of individual livery designs. Today, they remain the ideal way to idle along Britain's picturesque network of canals and rivers. BCBM Boat Share opportunities also include the offer of shares in a selection of sleek **Norfolk-Broad Cruisers**, comfort-equipped for lazy explorations along the placid waters of the Norfolk Broads and its rambling miles of inviting, ever-changing scenery. Looking abroad, across the English Channel to Bordeaux, you may prefer to acquire a share in one of BCBM's **immaculate French Cruisers** or a **Dutch Barge**, spending summer days gently meandering along the genteel, sun-dappled rivers and canals of rural France.

Finally, you might like to ponder the possibilities presented by shared ownership in a stunning **Mediterranean Yacht**, based at Alcudia, Mallorca, the ideal base from which to set sail into crystal blue waters stroked by the benevolent sea breezes of a blazing, glorious Mediterranean summer. Tempted yet?



## Boat shares, not time shares

In case you're wondering, boat-shares bear absolutely no resemblance to time-shares.

With a boat share you own something *valuable* which, in time, you and your partner may well profit from in the future.

With a time-share you buy a few weeks sunshine per year in a fixed location with nothing else to show for it. No return on your investment. Just the uncomfortable feeling you've been landed with a turkey with rather more costs and contractual agreements than you'd bargained for.

With a BCBM boat-share, you become a *part-owner* of the boat in question. It's not our boat. It's *your* boat—owned by you and your fellow shareholders in the syndicate. BCBM merely maintain the boat in pristine condition and manage it on your behalf. This relieves you of any administrative hassles you would otherwise have to endure. For 4 separate weeks every year, you can now exploit the total freedom of becoming a personal shareholder in the boat of your choice: go wherever you want, stop whenever you decide and absorb every idyllic moment along the way; every new dawn in every different location promising yet another treasured memory.





## How shareholders' weeks are decided

At the end of each season there is an Annual General Meeting. At this A.G.M, shareholders discuss all matters relating to their particular boat and syndicate. This marks the time when any grumbles can be aired, syndicate accounts closely scrutinised, newcomers warmly welcomed, the new season's charges and maintenance matters discussed.

How are weeks allocated? Depending on the boat, there are two methods:-

**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.

Many syndicates have 'Special' or 'School Holiday' shares, which help those limited to school holidays or other times of year to get the weeks they need. Details on request.





## Looking after your interests

So who are BCBM? The full title is BC Boat Management Limited, with its off-shoot, BCBM Boat Share Limited. All the principle directors, staff and associates are life-long boating enthusiasts who have combined their individual skills to bring you this exciting boat-share opportunity.

Our tight management structure continues to win BCBM respect all along the waterways, both here and on the Continent. This is important because it means that, as a BCBM Managed Syndicate member, you enjoy the good-wishes and trust of our many friends and suppliers *en route*.

It's the reason, for example, why we can often secure preferential moorings and docking facilities (and prices) on your behalf. Where to fuel up? Where to pump out? We guide you every step of the way.





## **Caring for your investment**

What about boat insurance and running costs? Imagine if you owned your boat outright. You'd be constantly anguishing over an incoming tide of invoices; demands for this, that, and something else you hadn't included in your calculations. The BCBM way, as you sensibly own just a percentage of the boat, you only pay the same percentage of the total costs. This makes perfect financial sense. In terms of watertight insurance cover, always remember that your investment is completely safe 365 days a year. So should you stop off at a riverside pub for a spot of lunch and your boat is torpedoed by a stray submarine, your investment is still perfectly safe. Just about every eventuality you can think of is covered by us.

A full shareholder's charter is available that clearly lists our total responsibilities (along with your obligations) to the complete satisfaction of all concerned.

## **A future-proof investment**

So what if you want to sell your boat-share in the future? This is where BCBM Boat Share Ltd comes into its own. Through our new trading website and Share Shop in Nantwich, we sell boat shares to an ever increasing audience who, like yourself, have closely studied all the advantages and want to invest in this brilliant opportunity to get afloat, now and for years to come.



## So how do BCBM benefit?

You'll see from part of a typical annual cost breakdown that, listed along with other expenses, there is an Annual Management Fee.

Petty Cash	200
Gas Bottles	850
TOTAL FOR BOAT PER ANNUM (Approx)	7900
PER 8% SHARE (Approx)	<b>632</b>
ANNUAL MANAGEMENT FEE (CURRENT)	
Per 8% Share per annum	<b>425</b>
ANNUAL WINTER MAINTENANCE COSTS (APPROX)	
WINTER MAINTENANCE COSTS ARE CALCULATED ON AN ANNUAL NEEDS BASIS AND SHAREHOLDERS	

This pays for all the time, travel and essential sales and marketing activities that help us to keep *your* annual costs to a minimum.

Even in the relatively tranquil world of boating, some sharks have been sighted, armed with false promises and bank-account suction cleaners. So always be wary if commitments aren't made plain and simple from the start.

BCBM is run by a small dedicated team of experts, passionate about offering personal service. If we don't, we know you'll drift elsewhere. Clarity and transparency at all times are our watchwords. You won't find any small print or lame excuses that don't wash. We can't afford to let you down.

## Become one of the family

Most of our existing shareholders feel they belong to a family – and in a sense, they do, which is why they stay with us, year after year. Many enthusiastically become involved in making everyone's times afloat an even more fantastic experience. You'll usually find personal recommendations in the boat's on-board log book, detailing stop-overs, scenic routes to wander, picturesque backwaters to explore, notes about places to visit and detailed impressions. It all builds up into a complete and beautiful picture. More practically, there are often useful comments about pubs, restaurants and bistros where you can expect a warm welcome and delicious, reasonably-priced meals served from a variety of menus. Conversely, and rather usefully, syndicate log books often advise you where *not* to go, naming and shaming any facility that other shareholders have visited and found guilty of either silly prices, shoddy service, or a steer-well-away combination of both.

All this on-board information adds to the excitement of your first memorable week's holiday afloat, always remembering that you've got three more weeks to look forward to throughout the year!





## BCBM's HQ In Nantwich. On quayside. Online.

Our quayside Boat Share Shop is located at the Nantwich Canal Centre, overlooking the soothing waters of the Shropshire Union Canal; a favourite docking haven where you can usually climb aboard examples of our Narrowboat fleet.



The Shop also deals with any shares for purchase or sale in the UK, France and the Mediterranean.

Of course, we don't expect everyone to traipse up to Cheshire (although there is a very nice canal side coffee shop next door). This is why we have also launched an ever-expanding *BCBM boat-share website*. It's here, online, that your boat becomes a nationwide (indeed, worldwide) star attraction. Superb descriptions and photographic displays draw in serious new investors. On completion of the sale a 5% commission, or minimum £250, per share will apply. This is in line with most boat-share and brokerage organizations. The important difference is: because we've got to know you personally over the seasons, we work much harder and more efficiently on your behalf.



# Sharing information



**BETTER WEATHER  
FOR 2013  
AND THAT'S  
OFFICIAL!**



Okay, so 2012 was a funny old year for weather. Having started the year with widespread drought following two of the driest winters on record, suddenly the heavens opened and we ended up with one of the wettest summers imaginable. It all led to one bizarre weekend when a shortage of water at Napton on the Oxford Canal coincided exactly with flooding on the River Cherwell section of the ... er ... Oxford Canal. It was the kind of weather that would have left Noah confused.

Still lots of our share owners reported having wonderful holidays, which just goes to show you can enjoy boating in all weathers - sometimes on the same day!

So ready for 2013 we decided to consult BCBM's very own weather expert who, unlike Michael Fish, can predict an occluded front with his eyes closed. Following close inspection of his collection of damp seaweed and keeping a weather eye on his malwedwed conkers (he's still using the cream, thanks for asking), Old Seth has given his verdict on the weather for 2013 from his shed in Atherstone. "Arrrr ... it's going to be great boating weather!", he declares. Who are we to disagree.

Speaking of people having a good time on the waterways ... in this newsletter you'll find the results of our recent BCBM customer satisfaction survey. We're delighted to be able to say that you seem to like us! In fact, quite a lot. So thanks to everyone who responded, it means a great deal to us.

Also in this edition, you'll be able to see details of BCBM's fourth brand new boat to be launched for shared ownership, Dawn Mist.

We do like a new Dawn on the waterways and this one is no exception. Here's the plan. Following the overwhelming success of Dawn Treader, which was launched to great acclaim in 2011, we thought we'd have more of the same. So apart from a few small improvements, Dawn Mist is pretty much an identical boat to Dawn Treader. Simple as that. Which means a luxurious 4 berth with 'reverse' layout (i.e. the main cabin at the fore end), with a rear galley and a semi trad. stern. And Dawn Mist will be packed full of the same innovative design features and impressive craftsmanship. Why change a winning formula?

With steelwork from Nick Thorpe it's again beautifully built by the Craftsmen of Navigation Boats and Custom Craft at Nantwich Canal Centre, winners of the coveted Lionel Munk Trophy two years running.

Dawn Mist is to be launched at the Crick Boat Show on the 26th and 27th of May. And while we don't want to tempt fate we can honestly say that we've been pretty lucky weather-wise at the shows we've run and attended in recent years. So together we can all look forward to some sunny skies ahead.

Along with regular essential communications sent to all shareholders, we now publish regular BCBM Newsletters which you will automatically receive, either by post or by e-mail. We encourage everyone in the BCBM family to contribute. Send us your stories, personal experiences, places and stopovers you recommend, along with photographs, humorous encounters, even sketches and cartoon ideas. The Newsletter also allows us to keep you informed about all current and forthcoming activities, including our annual diary of Boat Shows and Exhibitions.



# Your Questions Answered



## Why shouldn't I buy a boat for myself?

There are a number of reasons for resisting the urge to buy your own boat. To begin with, there is the initial capital outlay. Then on top of that comes the high cost of mooring, licensing, insurance and the maintenance. Moreover, as the sole owner of a boat, you would probably only use it 3 or 4 times a year and over the occasional weekend. All boats prefer to be in regular use. Resting idle makes them vulnerable to fast deterioration for the obvious reasons of close contact with water, so expect higher than average servicing costs. Also, never forget, dry-docking and mothballing over winter can be another very expensive outlay.

## What advantages are there in shared ownership?

Shared Ownership is the ideal solution for those who are unlikely to make use of a boat more than 4 weeks a year. This system also enables you to buy into a far higher quality of boat. More importantly, because you're sharing all the running costs, all you pay is only a percentage of the running costs, equivalent to your percentage shareholding. (NB: Charges may vary from one syndicate to another, especially on the Mediterranean yachts)

## How often can we use the boat as a syndicate member?

There are two ways in which weeks are allocated, (see Page 6) but basically 3 or 4 weeks a year are allocated, depending on the system used. In the 'list system, where 3 weeks are initially allocated, a further week can normally be added. If you are unable to use your allocated week you may either swap with another owner or you can offer the unused time for use by another member of your syndicate. As weeks become available you may be able to take up unused weeks from other owners, the only additional costs being the diesel and pump outs. (Med & French boats operate a summer & winter allocation only)

## Would we be guaranteed school holiday weeks?

Many of our boats now operate a school holiday system which guarantees first pick to those with special 'School Holiday' shares. These special shares are obviously very limited in number.



## How much is a share going to cost me?

Each syndicate member pays the share purchase price being asked by the current owner of the share and they then contribute to the annual operating costs such as mooring charges, insurance, license etc. and also to each year's winter maintenance costs. The contribution amounts to 8% for each four week shareholding.

## How much will my share be worth if I want to sell it?

This is obviously dependant on supply & demand but over recent years the value has remained fairly constant with shares holding their value. An owner selling their share determines the price at which they wish to sell.

## How long will the syndicate be in existence?

The syndicate will be in existence for the life of the boat. Being maintained to a such high standard means that the life span of the boat is virtually unlimited. Over 90% of the syndicate must be in agreement before the boat can be sold, so therefore this is unlikely to happen.

## Can the boat be hired out or offered for skippered hire?

No, definitely NOT. There must be a share holder on the boat at all times. Otherwise you will invalidate the Insurance and British Waterways Licence.





## Where is the boat based?

At your AGM each year, a vote is taken as to where the syndicate would prefer to be based. A selection of bases and marina's are always offered forward by BC Boat Management. If syndicates have their own favourites, that's also entirely permissible, (but please be realistic in terms of to & from travel and any additional mooring costs).

## What is expected of every syndicate member?

Each syndicate member is responsible for the boat whilst under their control and for any self-inflicted damage such as broken windows, damage to carpets, interior fittings or upholstery. At the end of each week's use the syndicate member is responsible for refuelling, gas-sing, pumping out and cleaning the boat so that it is completely ready for the next owner.

## What happens if the boat has a breakdown?

If you have a breakdown that you are unable to fix yourself you would contact the boatyard and a mechanic will be dispatched to rectify the problem. The cost of this service is invoiced and paid out of syndicate funds. As the boat enjoys regular maintenance, incidents of this nature will be few and far between. Payment for self-inflicted problems will be the responsibility of the syndicate member using the boat.



## Finally...

Thank you for reading and if you have any further questions, please don't hesitate to call Andrew Barton at The BCBM Sales Centre on **01270 628076** or **Mobile 07768 741 213**



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# BCBM News

Spring 2013

## BETTER WEATHER FOR 2013 AND THAT'S OFFICIAL!



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# 'A MESSAGE FROM OUR CHAIRMAN, MD AND USUALLY RELIABLE TEA & COFFEE MAKER'



Dear All,

Well following my various trips back and to the various operating theatres in both Leighton and Wythenshawe North West heart centre I'm really pleased to announce that Mr Sawbones my surgeon and his medical team have declared me fully fit for work again, so it's been nose to the grind stone pretty much since December 2012, which is where I like to be.

We had an amazing year again in 2012 in spite of the weather forecasters getting it totally wrong again as usual, forecasting droughts at the beginning of the year, and then proving to be one of the wettest years on record, that Michael Fish has much to answer for. We moved many of our

boats (at the syndicates request of course) from marinas in the Midlands and South West, back up to the North West only to find out as the season progressed that there was no real need for this in the first place, but BCBM always ready for the unexpected rose to the challenge as usual and completed the task all in a day's work so to speak.

Charles Briese and Peter Underwood, along with me, Ann, Carole and Lindsay were all kept busy with the careful, and strategic logistics of all these both unexpected and unscheduled moves around the canal network, but we managed to facilitate everyone in the end without too much inconvenience.

The whole team did in actual fact, a sterling job by keeping the boats on the move to end up where and when they should be in the end. A huge thank you goes out to all our current owners who were so marvellous as usual in helping out with the logistics every time. Team work always wins in the end.

We have continued to progress our IT projects with Lindsay Sullivan still beavering away from her, now remote, habitat having moved back to university to complete her final degree year. Lindsay continues to oversee the allocation and bookings charts, plus she co-ordinates the valets at Overwater, Nantwich, Aston and soon at Teddesley boat yard as well, as this is a new base for BCBM in 2013.

The new website is finally being launched in March 2013. Yes it has been a long time in the making but, we feel that with all the pitfalls and more important, the security surrounding data protection and internet identity fraud etc. nowadays, we wanted to take our time, and ensure that not only us at BCBM Ltd were 150% happy with the precautions we have taken and introduced, but you as the end user are also satisfied as well that you have total peace of mind when entering the new Owners Area on our new website.

There's also the 'Virtual Tour' which is an innovative piece of IT Technology we are in the process of introducing for all those syndicates who have voted to have this done for their boat as well. Why not take a look at [http://www.mi360.net/Boats/BCBM\\_Blackwatch\\_L/\\_auto/mi360\\_BCBM\\_Blackwatch\\_L.html](http://www.mi360.net/Boats/BCBM_Blackwatch_L/_auto/mi360_BCBM_Blackwatch_L.html)

So with our 2013 share sales shows coming up soon and the launching of our 4<sup>th</sup> new build boat Dawn Mist, at the Crick Boat Show, we've got a busy year ahead of us again which is great. We look forward to seeing many of you at the various shows, and please don't hesitate to contact us if we can be of any help what so ever in connection with the world of syndicate boating. We're here to help.



## ...AND TALKING OF CLAPPED OUT ENGINES RECEIVING A BRIGHT NEW START IN LIFE

Last Summer, “NB Swallow” limped into dock with sorry tales of woe concerning her engine’s desperately dull performance. A gasp there, a croak here, constant stuttering on start up, fumes and numerous bouts of engine fatigue struggling through the lock gates. Something needed to be done urgently..A look beneath the deck boards revealed the reasons why. “Swallow’s” sick ‘ole was suffering from such severe congestion of just-about-everything, she was last gasp wheezing for urgent assistance. Speaking with the syndicate Chairman, Richard Boyles, it was suggested that she take a few days off for a full *detox* and overhaul, performed by the Navigation Narrowboat Company under the supervision of Shaun Stoddard and Ian Farrington, (both have since become BCBM’s technical support engineers). The challenge became to winch out the engine from it’s dirty old engine ‘ole. A partial rebuild was the order of the day and most of all, a complete engine ‘ole refurbishment; it was completely stripped and scabbled (needle gunned) back to its bare metal. Below you can see the “Before” and “After” photos...



Effectively, you’re looking at a brand new engine, except it isn’t. Proof that, generally speaking, extended life expectancy and optimum horse power can usually be restored with a little loving care and attention. If you’d like to know more, contact us at our Nantwich office and we’ll introduce you to the Engine Doctors.



## KEEPING TIGHT CONTROL ON YOUR INVESTMENT

**Judging from results from our Owners' Survey, you're generally happy with the way BCBM continue to look after all the finances associated with you and your syndicate's investments. As always, if anything we do raises even the twitch of a questioning eyebrow, don't just mumble your grumble, get straight on the phone and it will all be sorted to your complete satisfaction...**

### **ALWAYS FULLY ACCOUNTABLE**

We stress once again, BCBM are **your** management company, answerable only to **you**. All hours, all day, every day of the year, (even including Christmas), you can microscopically examine your account and see precisely where every penny and decimal point of your agreed obligations have been spent and how we continue to **protect your investment**. With your blood pressure index in mind, you'll never, ever 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, text or e-mail **Carole Briese**. BCBM fastidiously promise complete financial transparency, always open to microscopic outside scrutiny. Yes, times generally are hard out there, but interestingly, not in this niche leisure sector. Quite the opposite. Your investment remains in a buoyant situation as more and more people discover the advantages of this unique way to get afloat and escape. On your behalf, BCBM's economic forecast remains superbly upbeat; something to benefit from this year, next year, and for many years 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 dish it out in chunks. In anticipation of interest rates eventually 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 dividends available. Contact **Carole** for precise Standing Order processing information. All we ask is that you confirm payment to be made on the 1<sup>st</sup> 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, award-winning **Navigation Narrowboats**. Carole and Charles are now stationed at the new Braunston regional office with their new boat moored just down the towpath. Given that we have invested in every digital and computer link know 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 syndicate chairperson*, so sees everything from both sides. This point is very relevant. Carole understands any concerns, because she's been one of you. So don't forget, especially all newcomers 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.

Initially, 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.

# PROTECTING YOUR INVESTMENT THROUGHOUT 2013

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 Syndicates*. 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* foundered in very similar 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 really all we’re interested in ... and based on results only, it’s you and your fellow shareholders who will, at your AGM, hopefully decide to retain BCBM as your management company, both in a capacity to look after your boat and, in the event of you ever wishing to sell your share, trust us to achieve the best possible market price.**



A typical Syndicate AGM meeting locally organised by BCBM



# MORE FREEDOM OF CHOICE

## 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. For this year, the first choice of weeks go 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 the bottom of the list.

## ANY SPECIAL ARRANGEMENTS TO FIT IN WITH SCHOOL HOLIDAYS?

Many boats have some special school holiday shares that allow those owners to choose their weeks first to fit the school holidays. 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.com](http://www.bcbm.com) for all the latest shares currently for sale.

## HOW MUCH DOES A SHARE COST

Currently shares are on offer from £2,500 up to £10,000 for a share in our brand new BCBM narrowboat, "Dawn Mist". 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 £1,500 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 all 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 the boat 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 on page 39.

## 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 will be allowed 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



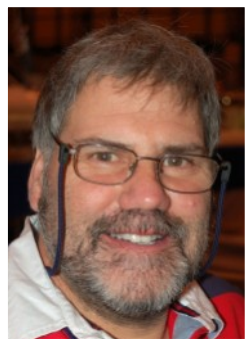
Sridhar is a chartered and cost & management accountant with 13 years of professional experience in the most exacting financial environments, both in India and Europe. He has personal expertise in many areas of business and accounting including funding for new projects and the set-up of new companies. 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.

## 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 the Midlands where they live on their own boat. As well taking care of the finances, Carole is in charge of the Braunston office. 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 Midlands & South



Charles Briese is a qualified carpenter/joiner by trade and for 33 years worked as 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. Indeed he finished the fit-out of his and Carole's fabulous new boat, himself. 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 and Braunston.





## Pete Underwood, Area Manager North West

Pete is a recent addition to the team, with a career that has included classic car restoration, logistics management and quality control in both digital printing and grocery distribution. His interest in ships/boats was initially inspired by serving in the merchant navy with P & O, as well as cruising the Med and the South Pacific he has also circumnavigated the world via the Panama Canal. Since moving to Newcastle-under-Lyme some ten years ago Pete and his wife Joan have been enthusiastic boaters and together with their rescue greyhound Sparky enjoy exploring the canal network if not by boat, then on foot. Pete's other interests include industrial heritage, natural history, motor sport, cricket and rugby.



## Alan Townsend, Area Manager Norfolk Broads

Alan Townsend is a London boy, born and bred and has spent his working life working as an engineer in the oil industry both in England and abroad. Alan and his wife Caron had spent many happy hours holidaying on the canals in France before trying a holiday on the Norfolk broads three years ago. They both fell in love with the area, its peace and quiet beauty and as keen bird watchers, the Norfolk Broads gave them plenty of opportunities to indulge their hobby. Therefore when the opportunity arose, they bought a share in the *Silver Cloud* syndicate. Alan is now semi retired and a year ago the couple moved from London to Palgrave, a pretty village on the Suffolk/Norfolk Borders just outside the market town of Diss.



## 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 27 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 has joined 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 works with Carole Briese on the finance and administration functions. She is also working on tasks related to our newest project, which is coming soon!



## Shaun Stoddard, Technical Support UK & France

Shaun Stoddard is the Engineering Manager at Nantwich Marina/Canal Centre, who along with Ian Farrington, became 'Technical Support Advisors' following John Cunliffe's departure last November. Shaun, a time served (Royal Signal Corps) Mechanical & Electrical Engineer, has specialised in both large scale engineering (Power Stations) and hi-tech mechanics (Mercedes Benz). A passionate canal enthusiast and boat owner, he was a director of Empress Narrowboat Holidays. Shaun is also a part-time D.J. & radio presenter, as well as a technical/sound advisor to the U.K.'s top pyrotechnic specialists! He is known by his team at NCC as '10-men' - such is his determination to get the 'job done'!



## 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. 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 yachts - largely shared ownership - and maintains them to the highest standard to ensure enjoyable, niggles-free holidays for their owners.



## Dee Barton, Sales & Exhibitions Assistant

Dee is 22 and the daughter of Andrew & Ann Barton. She has been an avid boater since her mum & dad first took to the canals in 1994. Dee has always enjoyed the waterways and loves to join Andrew & Ann on board, either for holidays or helping move new boats to various shows for BCBM. She now lives in Guildford and works for Holiday Inn as a Revenue Assistant. Dee can almost always be seen at BCBM events where she plays an invaluable role showing prospective share owners around the boats.



**BC Boat Management Ltd  
Team Contact Details**

<p><b>Andrew Barton</b> Sales &amp; Marketing General Enquires <a href="mailto:andrew.barton@bcbm.co.uk">andrew.barton@bcbm.co.uk</a> Based at the Nantwich Office Tel: 01270 613 880</p>	<p><b>Ann Barton</b> Reception &amp; Exhibitio <a href="mailto:ann.barton@bcbm.co.uk">ann.barton@bcbm.co.uk</a> Based at the Nantwich Office Tel: 01270 628 076</p>
<p><b>Carole Briese</b> Finance &amp; General Admin <a href="mailto:carole.briese@bcbm.co.uk">carole.briese@bcbm.co.uk</a> Based at the Braunston Office Tel: 01270 613 881</p>	<p><b>Lindsay Sullivan</b> Allocations &amp; Bookings <a href="mailto:bookings@bcbm.co.uk">bookings@bcbm.co.uk</a> Admin Support &amp; General Enquiries <a href="mailto:lindsay.sullivan@bcbm.co.uk">lindsay.sullivan@bcbm.co.uk</a> Tel: 01270 628 076</p>
<p><b>Charles Briese</b> Area Manager Midlands and the South <a href="mailto:charles.briese@bcbm.co.uk">charles.briese@bcbm.co.uk</a> Based at the Braunston Office Tel: 01270 613 888 Mob: 07792 424 728</p>	<p><b>Peter Underwood</b> Area Manager North West <a href="mailto:peter.underwood@bcbm.co.uk">peter.underwood@bcbm.co.uk</a> Based at the Nantwich Office Tel: 01270 628 076 Mob: 07909 897 874</p>
<p><b>Alan Townsend</b> Area Manager- Norfolk Broads Boats <a href="mailto:alan.townsend@bcbm.co.uk">alan.townsend@bcbm.co.uk</a> Works from Home but contactable via the Nantwich office &amp; Switchboard Tel: 01270 613 887 Mob: 07866 794 084</p>	<p><b>Shaun Stoddard</b> Technical Support <a href="mailto:technical.support@bcbm.co.uk">technical.support@bcbm.co.uk</a> Based at the Nantwich Office Tel: 07884 406 802</p>

**We would strongly advise that you print off a copy of this information sheet for your records. If calling BC Boat Management Ltd for help or advice on any particular subject, please refer to the above to ensure you get through to the correct person who is able to deal with your call quickly and efficiently.**

**Thank you**



# NOW ESTABLISHED 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 the Fens. The Oxford links you to the entire Midlands and Northern routes and an entire 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 is now home to ...

**BCBM's Regional office at Braunston.** This allows us to service the needs of owners with boats based in this highly popular area as well as introducing us to a new audience of share buyers. It's managed by Charles and Carole Briese who live not far away in their own narrowboat.



*From left to right: Andrew Barton, MD of BCBM, Tim Coghlan, MD of Braunston Marina, Ann Barton, PA to Andrew and Sales and Exhibitions Manager. And a bottle of champagne to celebrate the opening of our new Braunston office. Striped jerseys from the local rugby club.*





# MEANWHILE BACK HOME IN NANTWICH

Last year saw a few comings and goings at Head Office. One of our founder members decided to retire from BC Boat Management Ltd. Seamlessly stepping in with even greater banks of cerebral technical knowledge and experience, came Shaun Stoddard from the Nantwich Canal Centre.

As Carole and Charles are now manning Braunston, enter Andrew's delectable wife Ann who now looks after the day-to-day running of the office. As we've now reached our capacity of managed boats in the UK, we've efficiently handed over our 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 with all links firmly intact, so if you need help in making decisions about share options in various custom-designed cruisers, please feel free to contact us. The BCBM family with its network of contacts, remains firmly on your side. Whenever changes occur (as they inevitably do), you can totally depend upon us to offer advice and assistance to be completely relied upon.

**BCBM's now well 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.** Now installed is an ultra-fast broadband connection which means better service for any online enquiries. Importantly, it's where the managing, marketing and sales directors work tirelessly 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...

This year already looks like a great year for BCBM at the boat shows.

We love meeting both current owners and potential owners at the various events up and down the country and once people see what a great idea shared ownership with BCBM really is, we always end up selling quite a few in boats old and new.

This year sees the return of IWA Festival, following a year off for good behaviour so as not to clash with the Olympics. Exactly how many boaters are Olympic athletes was never discovered, but absence makes the heart grow fonder and this year's should be a great one.

Crick Boat Show too goes from strength to strength and this year it's where we'll be launching our new narrowboat Dawn Mist.

Then there are our own Boat Share Shows in Nantwich and Braunston - always lots of fun - and always support the Braunston Historic Narrowboat Rally and Canal festival.

Plus this year we're even making it to the Jersey Boat Show too.

Key dates for your diary are:-

BCBM Braunston Boat-Share Show - 23rd & 24th March

Jersey Boat Show - 4th to 6th May

Crick Boat Show - 25th to 27th May

IWA Festival Cassiobury Park - 19th to 21st July

BCBM Nantwich Boat-Share Show - 24th to 26th August





**FELLOWS, MORTON**  
1396  
**& CLAYTON LTD.**  
**Rally &**  
**Canal Festival**  
**Braunston Marina**  
**Weekend 29 – 30 June, 2013**



Events include:

**The last surviving steam narrowboat President**

Rally of surviving FMC narrowboats, with daily parades

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 Canal & River Trust

Braunston Marina, Braunston, Nr Daventry, Northants NN11 7JH Tel 01788 891373  
(on the A45 between Daventry and Rugby)

[www.braunstonmarina.co.uk](http://www.braunstonmarina.co.uk)

e-mail [sales@braunstonmarina.co.uk](mailto:sales@braunstonmarina.co.uk)



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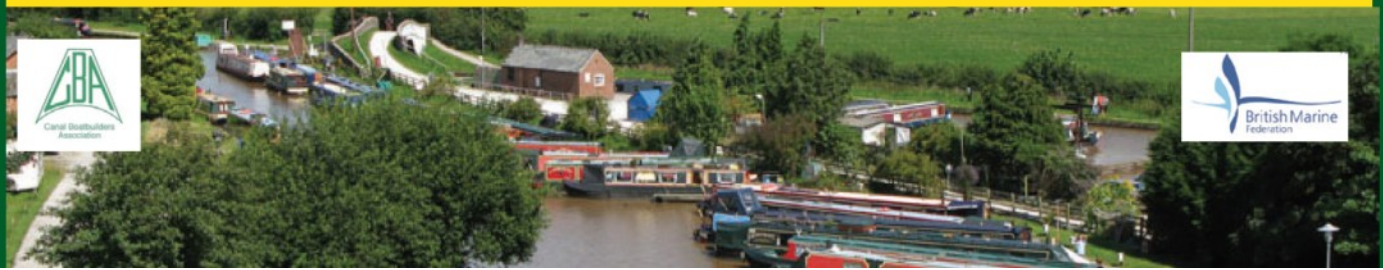
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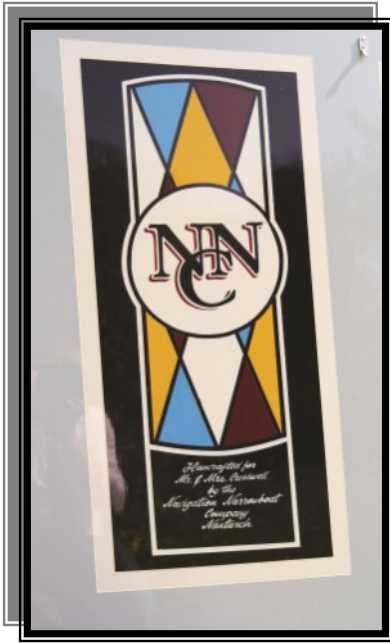




OUR **THIRD** BOAT  
IS NOW AFLOAT...



PRESENTING  
"DAWN CHORUS"  
WITH SUPPORTING CAST



It all started with “First Dawn” which sailed off with the coveted Lionel Munk Trophy in 2010. Then in 2011, “Dawn Treader” received similar acclaim. Now “Dawn Chorus” echoes the brilliant award-winning design of all three.

# THREE INTO ONE DOES CO. BEAUTIFULLY...



# "DAWN CHORUS" EVERYONE KEEPS SINGING HER PRAISES.







# LOOK! NO MDF

MDF's warp factor is beginning to challenge its long term suitability for use in new-build Narrowboats.

Like her two predecessors, "*Dawn Chorus*" uses more stable, time resistant combinations of plywood, block board and solid ash. The interior is finished in light, bright American white ash. The solid aft steps are crafted from mahogany.



# AND LOOK IN THE GALLEY

All the “Dawn” series of narrowboats are fitted with granite surfaces. Not just because they look fantastic but also because they’re heat resistant, hygienic and much easier to keep clean. For further protection, there’s a reef panelling surrounding to protect any areas prone to wet, including splash-backs. Tough, water-resistant Karndean flooring again makes for fast, easy cleaning. There’s a sensibly located high level microwave oven in addition to the 12 volt fridge and LPG oven/grill and hob.







# mi360 virtual tours

more effective than just a photograph

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to showcase your boat  
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We are specialists in producing interactive virtual tours  
to promote and showcase businesses and property.

These photographic tours are particularly effective in marketing boats,  
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- \* cost and sales effective in many ways
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- \* a better way to show off your subject
- \* a more interesting and involving view

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or call us for an informal no-obligation chat on  
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email [info@mi360.co.uk](mailto:info@mi360.co.uk)

# Boat Handling Instruction

# TONY WARD

Boatmaster

01788 899105



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*friendly & informal*

*canals & rivers*

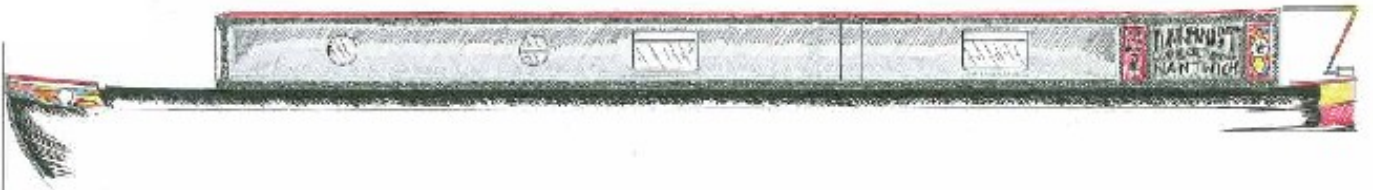
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Recommended by  
BCBM Ltd & Braunston Marina

<http://sites.google.com/site/boathandlingtuition>

*Introducing*

# DAWN MIST



OUR 4TH NEW NARROWBOAT IS HERE!

TAKE A LOOK AT THE DAWN MIST BROCHURE  
OVER THE NEXT FEW PAGES





*Introducing*

**DAWN MIST**  
DAWN MIST



The 4th brand new boat from BCBM for shared ownership,  
built by the Lionel Munk Trophy winning team at  
Navigation Boats and Custom Craft at Nantwich Canal Centre



*Total peace of mind  
- from a name you can trust*





# EXCEPTIONAL LUX



NB All pictures in this brochure are of Dawn Treader, sister ship to Dawn Mist with almost identical specification

# ... FOR SH



# URY BOATING ...



At BCBM we've now commissioned our fourth brand new boat for shared ownership. We'd like you to have a share in Dawn Mist too!

We manage a fleet of approaching 50 shared ownership boats throughout the waterways so we have a vast amount of experience of what's required from such a boat.

A sister ship to Dawn Treader, which proved enormously popular since her launch in 2011, Dawn Mist has the same exceptional quality steelwork from Nick Thorpe of Hixon Staffs. For the fit out, who else but our friends at Navigation Boats and Custom Craft at Nantwich Canal Centre - two times winners of the prestigious Lionel Munk Trophy.

It means only the best of British craftsmen working on Dawn Mist - no cheap imports for us!

And yes, we freely admit this isn't the cheapest narrowboat you could buy a share in, but we think it's the very best. A new generation Narrowboat you really must see.

# ARED OWNERSHIP.





# CRUISE THE ENGL



With classic lines and exquisite paintwork, Dawn Mist is a boat that will be admired wherever you take it.

Its an air of quality that continues inside too. The blend of innovative design and beautiful traditional joinery will delight the most discerning of boaters.

But a shared ownership boat needs to be more than just good looking, it has to be versatile, built to take plenty of use , supremely comfortable for two - or four - and give you plenty of storage space. You'll find that Dawn Mist ticks all the boxes!



... IN COM



# ISH CANALS



# FORT AND STYLE







# EVERY LAST DET



At BCBM, we've built our business on first-class syndicate management and total transparency for our customers. No-one does more to protect your investment than BCBM.

The best new boats, the best in boat management - it all adds up to the the best experience for you in shared ownership for years to come.



# ... TAKEN



# AIL



# CARE OF FOR YOU





A R PEACHMENT



## TOTAL MARINE SOLUTIONS



- UK & Ireland distributors for Nannidiesel engines & generators.
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*Celebrating 25 years as Nanni Diesel distributors*



Take a look at our new website

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# “A Dream Come True...”



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, docked 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 fly-bridge 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: A power-thrusting 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 strong John Deer 175hp engine capable of a cruising speed up to 17kph at 2,300 rpm.

## "Bon Viveur"

Is a self managed syndicate boat, 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. She boasts enormous individuality 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. "Silver Steel" and "Henrietta". 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 "Velshedá" 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.

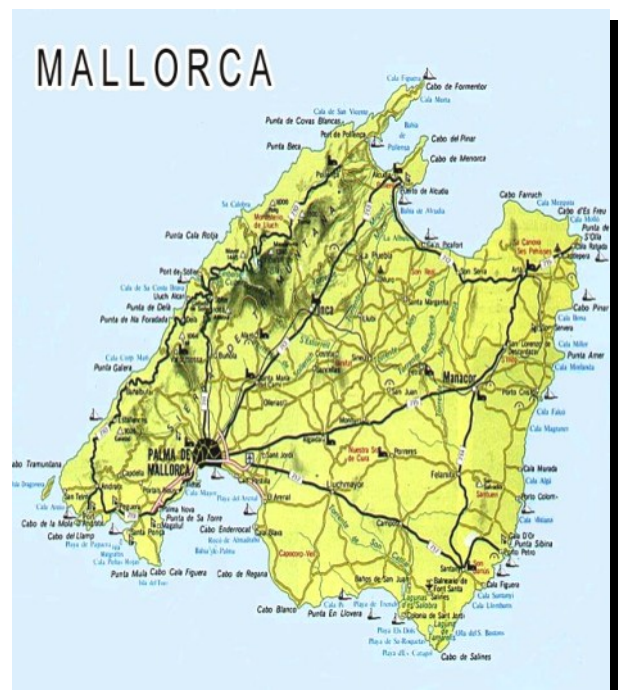


## Deep Blue Boat Share

by  
Deepblue Marine Services  
Mallorca SL

Shares available in:  
Broom 50  
2 Princess 56  
Fairline Squadron 58

For more Information visit  
[www.deepblueboatshare.com](http://www.deepblueboatshare.com)





# Dear BCBM...

In the past year we've received some terrific testimonials from owners and we'd like to share some with you here. First, here's one from Matt from Evening Shadow:-

I currently have a share in Evening Shadow (ES) based on the Norfolk Broads and managed by BCBM ...

From day 1 Andrew has only ever been helpful and nothing is too much trouble (I once e-mailed him at 22:30 on a Sunday night expecting a response later in the week, he had responded within 30 minutes). As I was buying my share after Challenger had demised I was obviously very wary of buying into a syndicate but Andrew was very good at explaining how the syndicates were run and putting my mind at rest. To be honest if it was not for the professional feel I had for not only Andrew but BCBM as a whole I doubt I would have bought my share.

**And now Andrew Day from Black Swan ...**

Following receipt of an email from Andrew Barton regarding your interest in the option of employing BCBM to manage your syndicate-owned boat, I can assure you that, should you decide to go down that route, you will not regret it.

BCBM has developed into a top-drawer company who look after our fairly expensive asset with knowledge and skill, such that we as a syndicate can continue to enjoy the benefits of shared ownership boating, confident in the knowledge that the boat is being properly looked after, which is what we bought into in the first place.

BCBM has developed into an organisation with the ability to negotiate very favourable rates with marina operators for the various services they (the marinas) provide. BCBM have no connection with marina operators and therefore avoid any conflict of interest between the 'value for money' aspect of the syndicate boats they manage and the profit levels of the marinas in which our boats are based.





# Dear BCBM..continued

## **BCBM Ltd – Unsolicited Testimonial**

I am the Chairman of the Syndicate of Owners of the narrowboat Bronington. Shares in Bronington were bought by the Owners from May 2007 from Ownerships, a Shared Owners Management Company which ceased trading in April 2010. Since July 2010 Bronington has been managed by BCBM Ltd.

During the interim period between being managed by Ownerships and contracting BCBM to manage the boat an Interim Arrangement was put in place where the ex-Ownerships local manager at Tattenhall Marina, Andrew Cooley, put together a simple management arrangement to assist Owners to pay bills to the Marina, Workshop, Insurance, etc and continue to look after the narrowboat on turn around days.

During the summer I took the lead in discussing with Owners the options for the future management of the boat; these were principally to continue with the Interim Arrangement with Andrew Cooley but with an owner taking more of the management responsibility, totally self-manage although this was not really considered practical as no owner lived near the marina, or go with another Shared Owner Management organisation (BCBM or ABC(Alvechurch). The decision was virtually made for us when Andrew Cooley, whom the owners have found extremely helpful, reliable and trustworthy and in whom the owners have every confidence, decided to join BCBM as one of their local managers.

BCBM were extremely helpful whilst we attempted to organise an Owners Meeting to discuss the way ahead, organising venue and offering to talk us through the BCBM Operation. Events overtook us when Andrew joined BCBM and we were unanimous in agreeing to contract BCBM to look after our boat from July 1<sup>st</sup> 2010. Since then we have nothing but praise for the way BCBM have provided a Management Service, renegotiating Marina contracts, responsive to our requirements, offering guidance and advice, but most importantly over the recent very bad weather when the boat was frozen in the marina for Andrew Cooley and Charles Briese ensuring that the boat was drained down, putting low level heating on board and managing to find a window to get the boat out of the water for her winter maintenance. We can only say that the service that we have received over the past few months has reinforced our view that we made the right decision in choosing BCBM to manage Bronington.

A major requirement, having lost a serious amount of cash with Ownerships and discovering the premium that was added to all bills, is transparency of our Running Fund and Winter Maintenance accounts. BCBM have a very open policy where I, as Chairman of the Syndicate, have viewing access of the BCBM Bronington Bank Account at HSBC and the monthly accounts sent by Carole Briese gives all owners full visibility of all spending and income. Added to this the ability to pay the running and management costs by monthly direct debit ensures that we are not having to pay significant sums up front to be lost in the company's accounts. The BCBM accounting system is truly transparent.

Additionally BCBM were prepared for us to migrate our own particular booking system across with us, as they say it is our boat and they will do whatever we ask of them to manage it.

To date we are extremely pleased with the support that we have received from everybody at BCBM, they are reactive to our requirements, open to our suggestions and a joy to work with. I have utmost confidence that whoever chooses to have their boat managed by BCBM will be very satisfied, and like us very pleased to have chosen BCBM. Their management charges may be a little more than others but their service is second to none, very professional and the turnaround service is first class.

Dr David Parkes, CEng, FIMech E - Chairman Bronington Owners Syndicate



## Dear BCBM..continued

I was talking with Andrew Barton at BCBM office yesterday and freely offered to be contacted for a testimonial of the service we receive from BCBM. Andrew said you have a meeting on Saturday with BCBM to see what they can offer your syndicate and sent me your e-mail address.

I am the chairman of our syndicate on NB Swallow which was managed by Ownerships since it's launch seventeen years ago until Ownerships demise last year. I am sure you have heard of the mess in which Ownerships left all their fleet and we were very pleased when Andrew Barton offered free advice and support when we called an emergency AGM to discuss our way forward. After Andrew had explained what BCBM could offer we unanimously agreed to employ them as our managers. On our behalf, Andrew has also managed communications with the official receiver of Ownerships which ultimately resulted in us getting the share back from the official receiver and back to the syndicate.

We have found all at BCBM to be extremely professional and helpful in managing Swallow. The accounts are totally transparent and all syndicate members receive a monthly bank statement and spreadsheet details all income and expenditure. As chairman of the syndicate I also have 24 hour online access to view Swallow's bank account held at HSBC.

The regular weekly/fortnightly turn around maintenance was overseen by Charles Brieze at our base at Great Haywood and he would ensure everything was done as required. (This week we have moved to Nantwich as our base). The end of holiday reports are also sent to BCBM where they can monitor the engineering and note any trends and take appropriate action to ensure we have uninterrupted cruising.

Before each AGM, BCBM do a complete survey of the boat and make recommendations for the winter maintenance and send this to the owners to digest before the AGM. These recommendations are also costed item by item. BCBM then chair the AGM and we go through all the recommendations where we decide what we do, or do not, want doing. BCBM then produce the minutes with a detailed job sheet fully costed. A very efficient process.

Also at the AGM, BCBM offer to leave the room so the syndicate can decide whether or not we wish them to manage us for another year. We said no need to leave the room, we are totally satisfied and will appoint you again for 2012.

BCBM of course manage our booking chart and handle any late changes and notify everyone as needed.

Everyone at BCBM is available via e-mail and phone and are always very helpful. BCBM have made us realise how little Ownerships actually did for us!

In conclusion I have no hesitation in recommending BCBM to manage your boat

Regards, Richard



# NICKTHORPE

## BOATBUILDING LTD

Shell builder of the favourite boat at Crick Boat Show 2012, voted by the public.

Tel: 01889 270 040



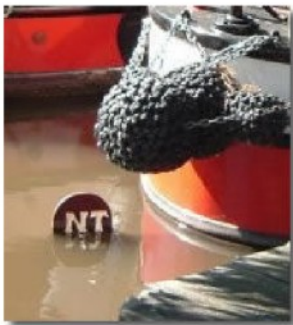
Based in Hixon, Staffordshire we are a family run business who specialise in building traditional day, weekend, extended cruising and live aboard narrowboats and widebeam up to 10ft wide.

We can offer traditional, semi traditional and cruiser style boats up to 70ft in length from steelwork only to full sailaway packages.

We are proud to be associated with BC Boat Management Ltd and delighted to be able to provide them with their high spec steelwork.

Everything is overseen by Nick and nothing is overlooked. Each boat is built to the client's specifications and to our own designs on traditional lines. We have a great team who strive for complete satisfaction for our clients and take pride in their work.

Please call us for a no obligation quote or to just have an informal chat about your project.



Unit 5, Hixon Industrial Estate, Church Lane, Hixon, Stafford. ST180PY

Tel: 01889 270 040

[www.nickthorpeboatbuilding.com](http://www.nickthorpeboatbuilding.com)

[enquiries@nickthorpeboatbuilding.com](mailto:enquiries@nickthorpeboatbuilding.com)

# SO WHAT DO YOU THINK?

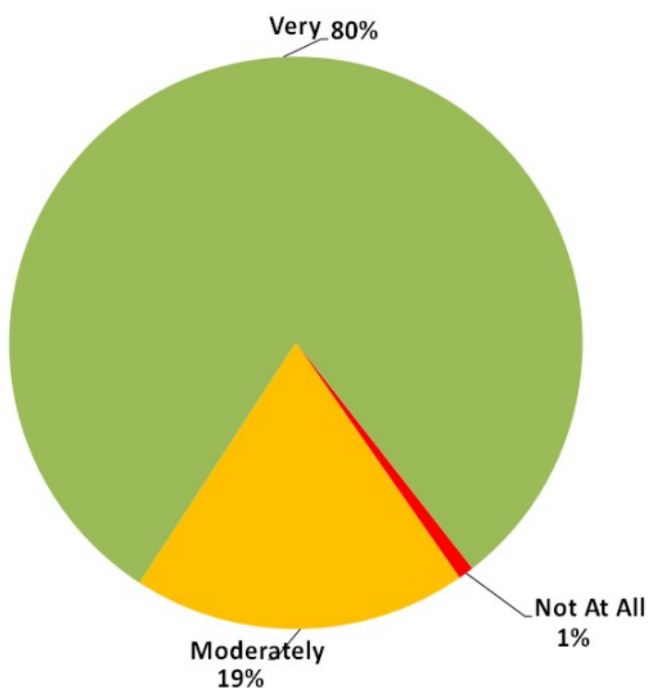
## THE BCBM OWNERS' SURVEY RESULTS

As you may recall, we recently decided to ensure that we're on track with our customers by carrying out an online survey in conjunction with customer service specialists Survey Monkey. This was sent to all our owners to try and discover what you really think about BCBM's management service.

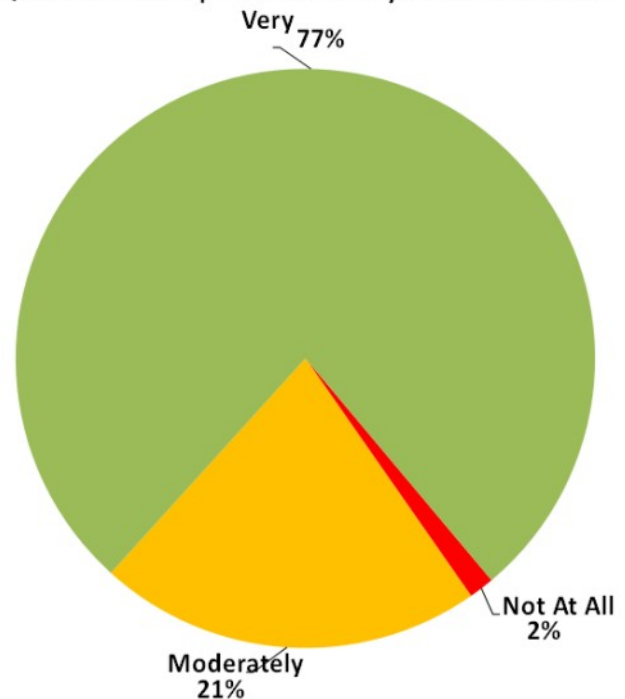
Well, the results are in!

There are, of course, results for each individual boat, but with well over 1200 different results, there are far too many to print here. So here are just the "Global" scores. Rest assured that any not-so-positive results from any single boat have been analysed and will be acted upon. We'd love to get 100% in everything, but as you'll see it looks like we're definitely on the right track!

Question 1. How responsive do you find BCBM Ltd?



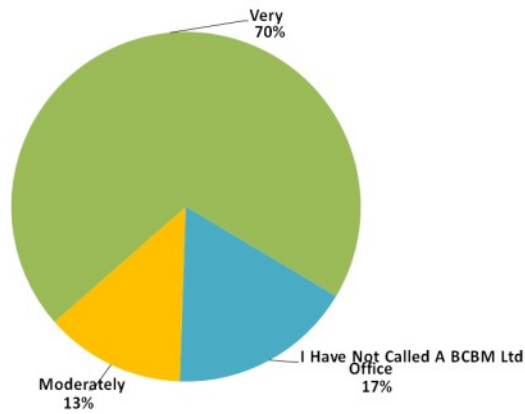
Question 2. How professional do you find BCBM Ltd?



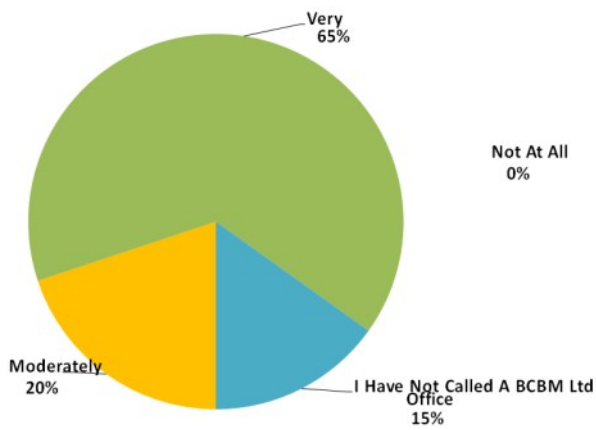


# THE 2012 OWNER'S SURVEY

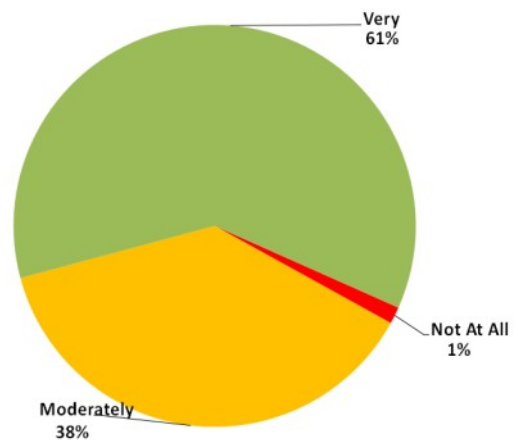
Question 3. When calling one of the BCBM Ltd offices, how satisfied are you with the way we handle your call?



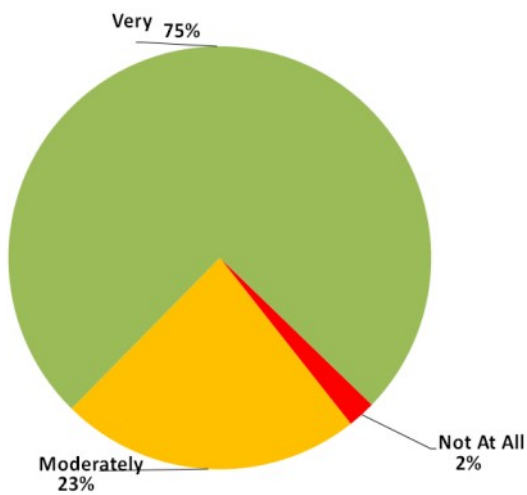
Question 4. When you have called BCBM Ltd in the past, how satisfied were you with the way we dealt with your question or query?



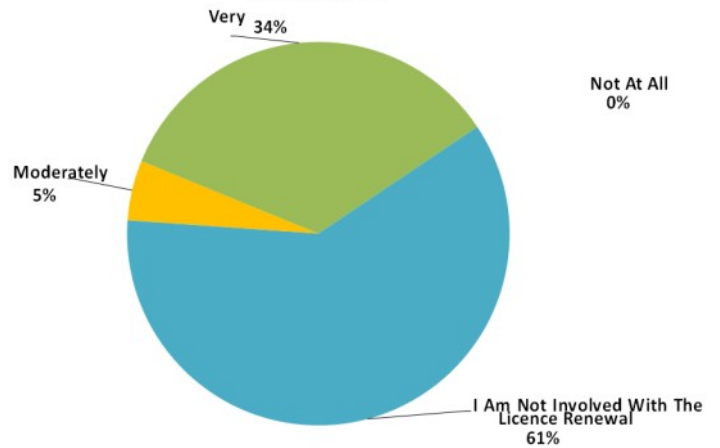
Question 5. How important do the staff at BCBM Ltd make you feel?



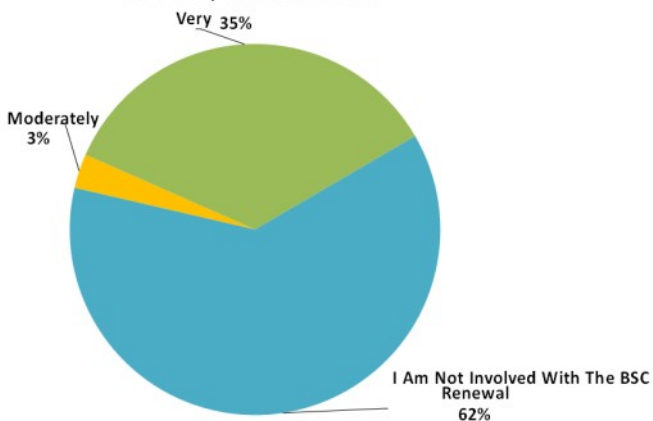
Question 6. How satisfied are you with the way BCBM Ltd administers your allocation/booking chart for using your boat?



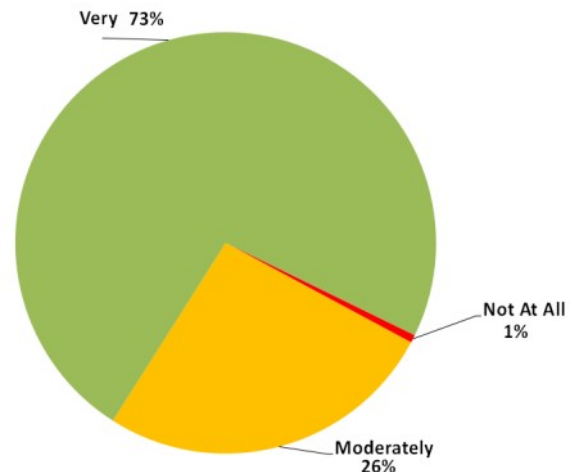
Question 7. How satisfied are you with the way BCBM Ltd handles your Boat Licence renewal?



Question 8. How satisfied are you with the way BCBM Ltd deal with your Boat Safety Certificate renewal?

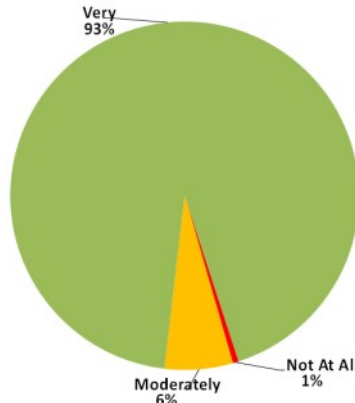


Question 9. How satisfied are you with the availability of the BCBM Ltd team?

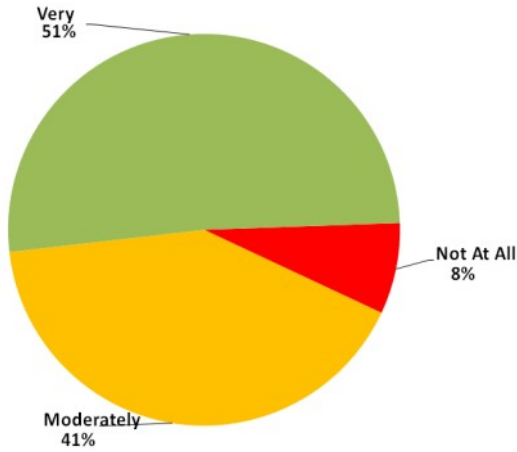


# THE 2012 OWNER'S SURVEY

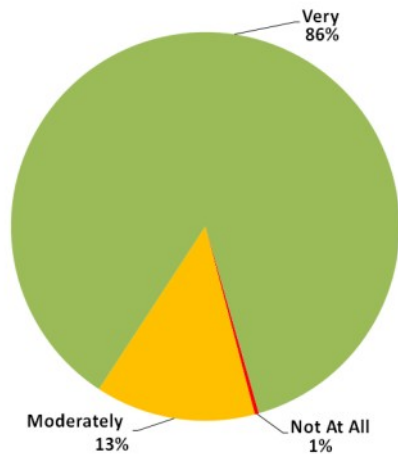
Question 10. Are you satisfied with receiving your Syndicate's income and expenditure details on a monthly basis?



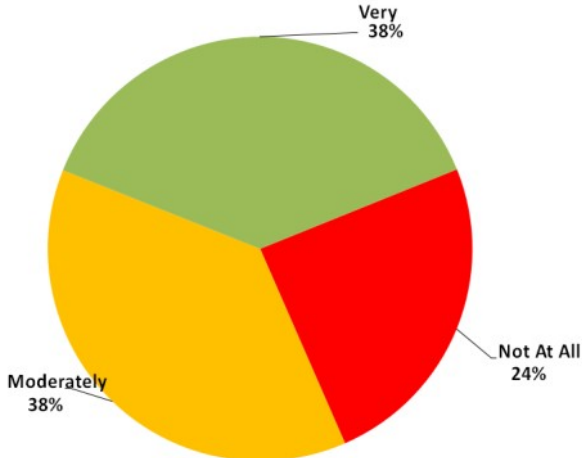
Question 11. Is it important that you receive a copy of the Syndicate's HSBC Bank statement each month?



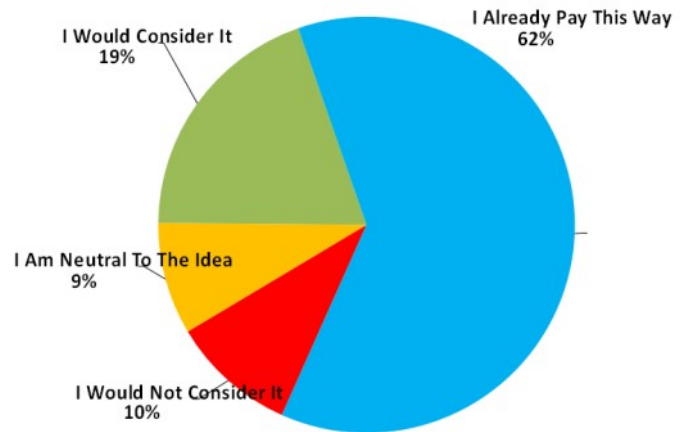
Question 12. How satisfied are you with the way BCBM Ltd manages your Syndicate's bank account?



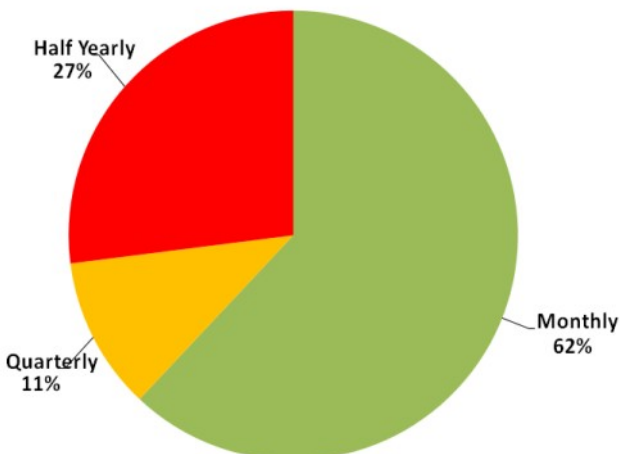
Question 13. How helpful would the 'Single Budget' approach be for you?



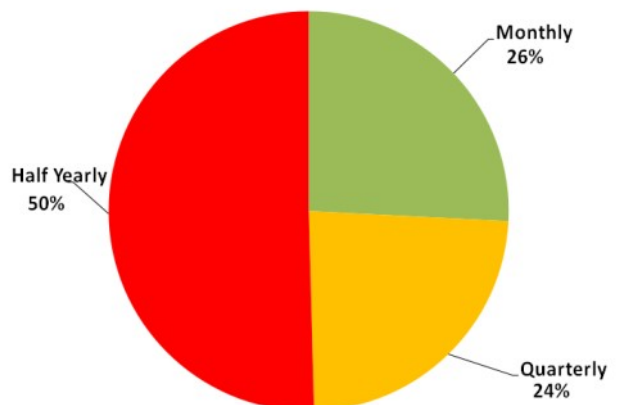
Question 14. Would you consider changing to monthly payments if you do not use this method already?



Question 15. Thinking about the frequency of our invoicing system, how often do you currently receive invoices from BCBM Ltd?



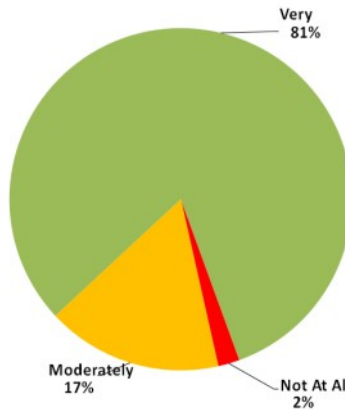
Question 16. Given the choice and comparative to your payment frequency, how often would you prefer to receive your invoices for running costs & management fees?



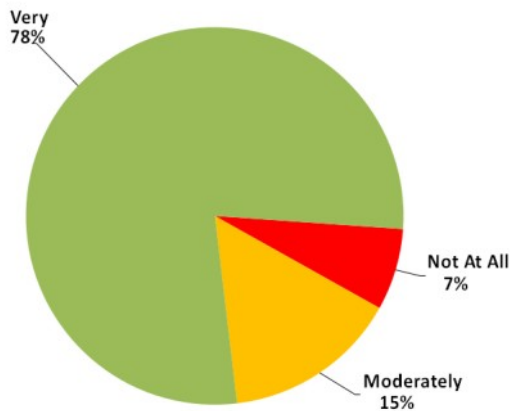


# THE 2012 OWNER'S SURVEY

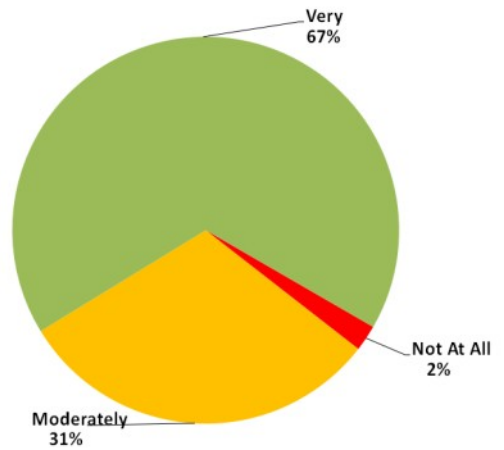
Question 17. How useful do you find the illustrated narrative description of the condition of your boat and our suggestions?



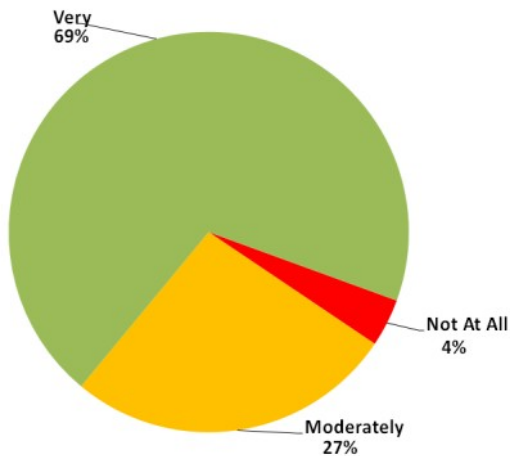
Question 18. How satisfied are you with the information you get about how the Winter Maintenance budget was spent and the basis for your Winter Maintenance invoices?



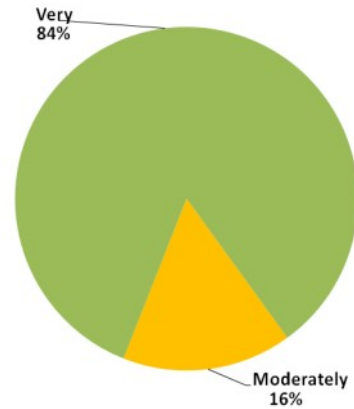
Question 19. How useful do you find the costings sheet providing the prices from the Workshop on our suggestions?



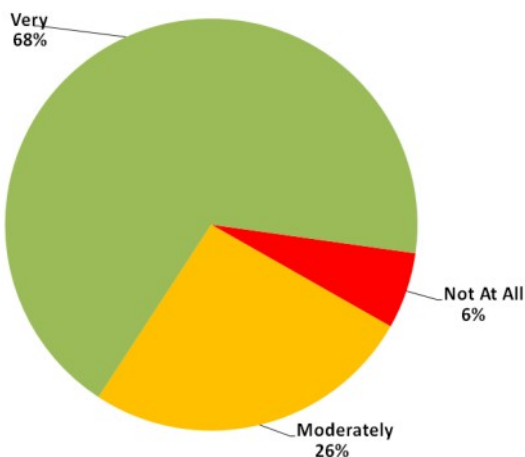
Question 20. How useful do you find the current operational boat report on how your boat has performed during the year?



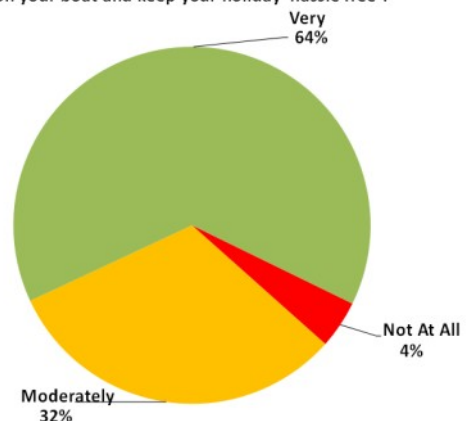
Question 21. We are changing the way we record and analyse the faults you report and the actions taken to deal with them. So how useful in making Winter Maintenance decisions do you think a detailed report of faults and remedial actions would be?



Question 22. How satisfied are you with your current Base/Marina?

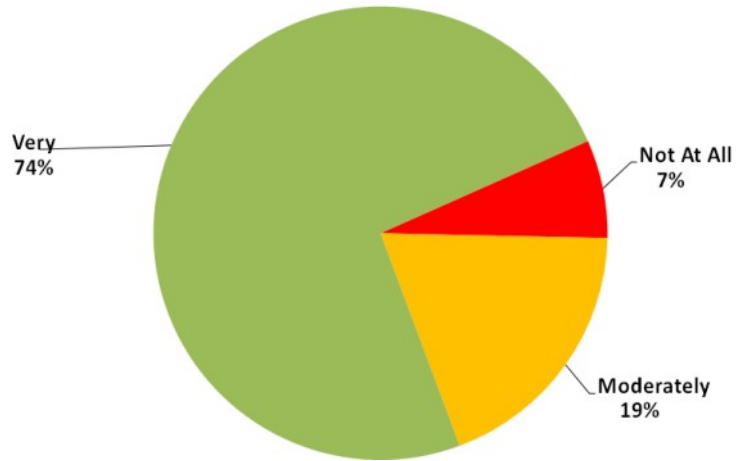


Question 23. How satisfied are you with the way in which your Area Manager and BCBM Ltd Liaise with the Marina/Workshop to monitor the work done on your boat and keep your holiday 'hassle free'?

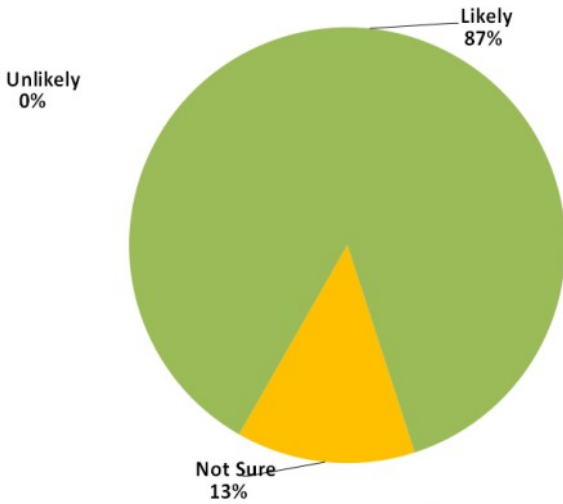


# THE 2012 OWNER'S SURVEY

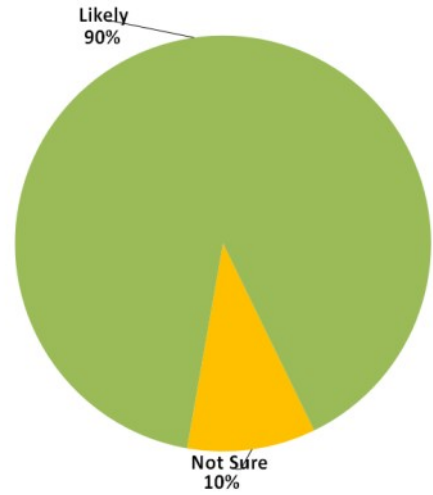
Question 24. How satisfied are you with the information provided about alternative bases for future years?



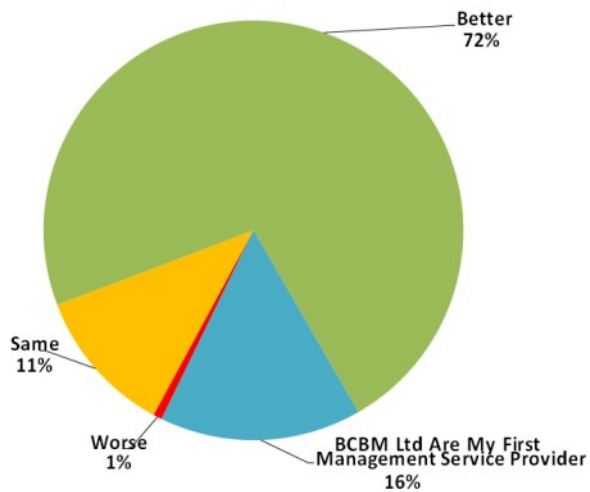
Question 25. If you wanted to sell your share, how likely would you be to use BCBM Boat Share Ltd to offer your share for sale?



Question 26. How likely would you be to recommend BCBM Ltd to a friend or another shared ownership boater?



Question 27. How does BCBM Ltd compare with any previous management service provider you have had experience of?



So there we have it!

Many thanks to everyone who took the time to complete the survey—we really do appreciate it and of course your resounding vote of confidence in what we do and how we do it.



# Broom

Aft Cabin Cruisers

GO DISCOVER  
THE WORLD.

Broom Boats provide a unique and most comprehensive service to boat owners. The facilities include used boat sales, refurbishment, maintenance, service, moorings, upholstery, cover making and stainless steel fabrication.



Servicing

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.



Upholstery

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

[www.broomboats.com](http://www.broomboats.com) +44 (0)1603 712334

NEW BOATS • BROKERAGE • REPAIR & SERVICE •  
MARINA • MOULDINGS & CHARTER BOAT SERVICES





## Mooring Tariff 2011

- Mooring fees quoted include VAT (20%), water, car parking for 1 vehicle, use of toilets & showers, ELSAN disposal & 2 access cards
- Moorings are charged on berth size not boat length
- Electricity is available to every berth, but not included in the mooring fees
- Electricity is operated by a pre-payment card system. A one-off £50 connection fee applies, which includes £10 credit
- Laundry, fuel, pump-out, launch & recovery and servicing facilities are offered at additional rates
- Payment is required strictly in advance of mooring
- 3 months mooring fee for reservation (non-refundable) which is deducted from total mooring fee
- Mooring periods begin from the date of boat arrival

### New discounted rates for 2011!

BERTH	MAX BOAT LENGTH	QUARTER	6 MONTH	ANNUAL
12m	40FT	£480	£876	£1443
15m	50FT	£601	£1095	£1803
18m	60FT	£722	£1312	£2164
21m	70FT	£841	£1531	£2524

## Planning your visit



Enquiries: **01785 819702**

email: [moorings@astonmarina.co.uk](mailto:moorings@astonmarina.co.uk)  
Web: [www.astonmarina.co.uk](http://www.astonmarina.co.uk)

### Find us

#### By Road

Aston Marina is located directly off the A51, approximately 1/2 a mile from its junction with the A34 in the direction of Rugeley, and 5 miles from the M6 at Junction 14.

First Group provides local bus service, the No.101 between Stafford, Newcastle-under-Lyme and Stoke-on-Trent.

#### By Rail

Stone railway station is approximately a mile from the Marina, and served by the West Coast Mainline. London Midland operate an hourly timetable serviced by trains travelling between Liverpool Lime Street and London Euston.

#### By Canal

Aston Marina is located exactly mid way between Preston Brook and Shardlow on the Trent & Mersey Canal. To our south is Bridge 89; immediately to our north is Aston Lock [No. 26] and bridge 90.

Aston Marina Ltd, Lichfield Road, Stone, Staffordshire, ST15 8QU

01785 819702  
[www.astonmarina.co.uk](http://www.astonmarina.co.uk)



The best value luxury marina!



## Mooring Information

Aston Marina boasts 200 long and short term moorings, across two basins and all surrounded by stunning rural scenery. Navigation is made stress-free because of our unique feature of an entrance and exit, negating a need to wind in the marina.

Narrow beam craft up to 70 feet can be accommodated on our rigid timber decked jetties, which range in size from 12m - 21m or 40ft - 70ft. Generously wide decked walkways connect the jetties to the shore, where decorative fencing and gates provide security, controlled using proximity card readers and automatic closure.

Electricity is offered to every berth via individually metered 16amp supplies, and a ring main around the basins ensures fresh water is provided to every power pedestal.

Moorings are offered from 1 night to 10 years, with preferential rates available to longer term customers; with a holding deposit, berths can be reserved for up to 6 months to simplify the logistics of joining Aston Marina from another mooring location.



01785 819702  
[www.astonmarina.co.uk](http://www.astonmarina.co.uk)

## Marina Facilities



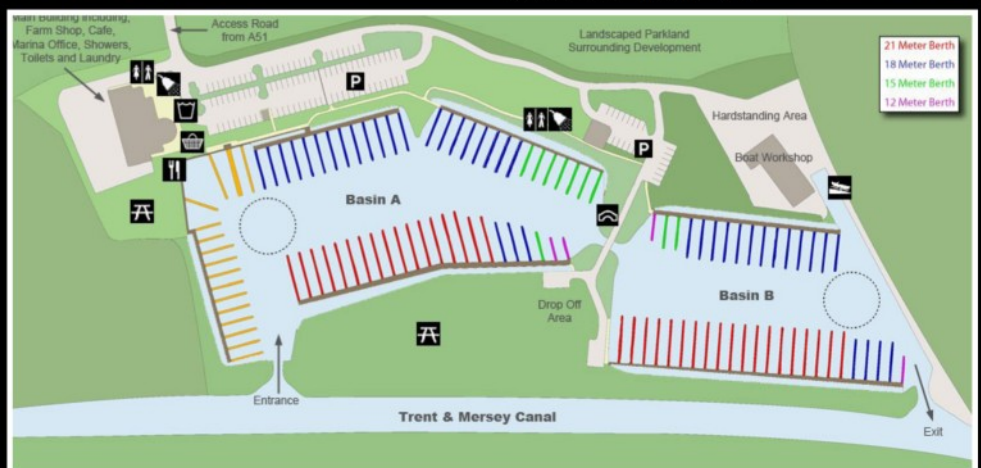
- Farm Shop
- Butchery
- Licenced Bar
- Bistro
- Berths up to 72Ft
- Electricity (16amp)
- Water
- Card Access Security
- WiFi
- Gated Jetties
- Secure Parking
- Laundry
- Elsan Disposal
- Showers
- Toilets
- Diesel
- Pump-Out
- Slipway
- Boat Lift Trailer
- Twin Bay Workshop
- Hardstanding Area

## Farm Shop & Bistro

Aston Marina's own onsite farm shop and butchery offers a broad range of the best tasting and finest quality home grown and locally produced food and drink, as well as delightful delicacies from further afield.

In the Bistro our chefs work alongside our own traditional butchers and growers to continually develop our seasonal menus, serving superb contemporary British cuisine for breakfast, lunch and dinner.

In 2010 we were very proud to be awarded accreditation with the Taste of Staffordshire for the quality and freshness of our locally sourced produce.....and of course our moorers enjoy a special discount every time they visit.





**BCBM**  
**No 1 FOR SHARED OWNERSHIP**

**THE BCBM BRAUNSTON**  
**BOAT-SHARE SHOW**

See shares in new boats ...



... and re-sale shares in a superb choice of other boats too



Come and discover all there is to know about shared ownership. You'll see how owning a share in a luxury narrowboat or cruiser is such a great way to get afloat. Chat with owners and view lots of boats, with shares available from just a few thousand pounds.



**BRAUNSTON MARINA**  
**24TH & 25TH MARCH**

Also see us at...  
**THE CRICK BOAT SHOW**  
**25TH TO 27TH MAY**

Great days out for the family! Entry at Braunston is free.

**YOUR AFFORDABLE ROUTE TO LUXURY BOATING**



**BCBM BOAT SHARE LTD**

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BCBM BOAT SHARE LTD



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