

## **START BOATING**

Located: East end of North Hall

Dimensions: 31.5m x 15.5m

To create a hospitable, salesman-free arena for anyone seeking impartial advice on how to take up boating at its many different levels and contrasting lifestyles. The non-commercial organisations that will be invited to participate should not only aim to enthuse and educate enquiring visitors about a particular aspect of boating, but also grasp the opportunity to attract as many of their own members as possible to this unique, mid-winter meeting place provided by the NBS team.

The very nature of this feature means that it should provide impartial sources of initial advice for those who want to become involved in boating, or move up a level within it.

For those thinking about buying their first boat, there will be owner associations (similar to the Westerly Owners Association in 07) who will concentrate on craft at the more affordable pre-owned end of the market in addition, there will be lower priced new product to encourage entry level boating.

Those manning the stands will be carefully briefed on their role to ensure that there's no overlap with other organisations appearing on this feature – or with those exhibiting commercially elsewhere at the Show. The main objective of this feature, however, is to include as much variety as possible so that it truly is a 'one stop' shop.

## **THE FIRST STEP – NATIONAL ORGANISATIONS**

For those who might have no immediate wish to buy a boat, at least initially, but who would like independent advice from a relevant vocational specialist about what's involved and how/where they could participate, receive tuition, and/or progress to chartering/hiring the craft of their choice both here and abroad.

- Canoeing
- PWC, RIB & powered water sports
- Dinghy sailing
- Charter, sailing & motor-cruising schools
- Tall ship sail training
- Disabled sailing
- Inland waterways

## **STARTER BOATS – OWNERS ASSOCIATIONS**

To expand on last year's popular Westerly Owners Association's contribution to the Jargon Free Boating section by increasing the number and variety of affordable 'starter' boats – using the same format as before, i.e. boat open to visitor inspection, desk area and two or three enthusiastic members permanently in attendance.

### **Under £5,000**

Canoe  
Windsurfer  
Sailing Dinghy  
PWC

### **Under £15,000**

Open sailing dayboat  
Closed sailing dayboat  
Speedboat / water-skiing  
Small canal boat

### **Under £25,000**

Small/medium size sailing cruiser  
Small/medium size motor cruiser

## **Boat Sharing / Management Schemes**

No boats on display. Only clients with experience of participating in schemes that enable sharing – or offer initial management with eventual ownership – of bigger / more expensive new boats.

## **GENERAL ADVICE**

### **Affordable moorings register**

Boat surveys & pros/cons of buying new/used  
Buying privately or through a broker

### **Financing a boat purchase**

Safety – e.g. RNLi Boat Safety Scheme  
Insurance  
Legal  
VAT formalities – import / export