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London International

# Boat Show

**Your world  
on water**

In association with



[londonboatshow.com](http://londonboatshow.com)





Pamela Jane, a 32ft river cruiser, is on sale at Bray Marine for £64,950



Jeanneau Rush in full racing rig. She is on sale for £15,500 at the Boat Show

# How to pick your ideal boat

Buying second-hand makes sense if you follow the rules, advises **Tom Rowland**

If you manage the process smoothly, there's nothing so satisfying as buying a used boat. The line-up of craft for sale may look less than pristine, but that will be reflected in the price, and once you've made your choice you can renovate and update to your heart's desire without spending a fortune. It's not surprising that,

increasingly, first-time buyers are opting to buy second-hand. "About 65% of those buying second-hand used to be first-timers, now it is 85%," says Dominic Smulders, of the Thames broker Bray Marine, who is chairman of the Boat Retailers and Brokers Association (BRBA). Typically, he says, these buyers spend an average of £20,000 to £25,000, which will secure

them a 30ft river boat in good condition, built 10 years ago from glass reinforced plastic or a 15-20 year-old sailing boat of similar size that has been well looked after.

The superyacht business seems to power on regardless of recession, but at that end of the market there are huge savings to be made by buying second-hand. Tillymint, a four-year-old Oyster 82, is currently for sale at a price more than £1m below that of a comparable boat bought new. "The owner is a businessman from the north who wishes to sell as he has a larger boat on order," says Liz Whitman of Oyster.

How do you ensure you get the right

boat at the right price? When you find something you like, it's worth considering commissioning a survey from a boat surveyor. "Ask around locally to make sure you get an experienced specialist," advises Paul Stevens, the author of *Surveying Yachts and Small Craft*. But even for a relatively modest purchase, a surveyor's fee might be £500. If you know what to look for, you should be able to spot many faults yourself. Stevens has the following tips.

## Sailing boats

Always check:

- Keel and hull have not been abused.

"Modern boats can't stand on their keels — they break under the strain — so the evidence of damage will be obvious," says Stevens.

- The age of the standing rigging. Insurance companies will want it replaced after 10-15 years.

- For distortion of the decks, especially around the points where the rigging attaches.

- For evidence of water penetration through the gelcoat finish on the hull, which will cause blistering.

## Powerboats

- It's all down to the engines.

"Replacing the engines is likely to cost

as much as the entire boat," says Stevens. "Insist on a sea trial."

- Check for stress to the hull where the craft has pounded through the waves. Propeller damage may indicate problems with the stern gear.

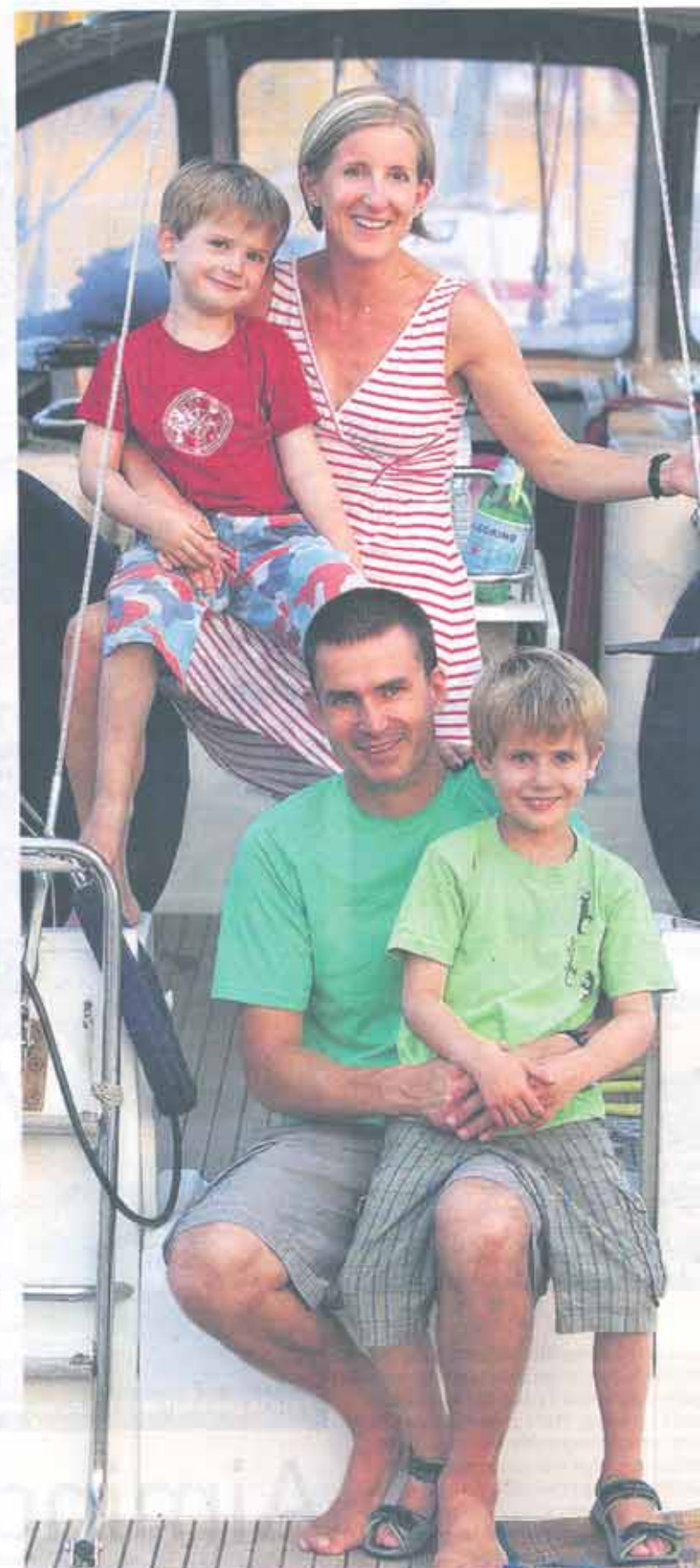
With boats of all types, get on board and inspect everything carefully. Make an inventory. Know what's included in the sale and what is not. Most importantly, try it out on the water.

Before you agree to any terms, check the broker/dealer is a member of a trade association such as the Association of Brokers and Yacht Agents (ABYA) or the BRBA, and operates according to its code of practice. Before placing a deposit, ask for title documentation (there should be a certificate saying when the boat was completed).

Work out how to navigate the alphabet soup of regulations surrounding boats. Does the Recreational Craft Directive (RCD) affect you? Is there evidence of RCD compliance at build/entry to the EU? In a nutshell, recreational boats under 24m built after June 1998 should have a CE plate and a 14-digit Hull Identification Number (HIN) or Craft Identification Number (CIN). Boats built before June 1998 are exempt, as are some others, so check your vessel.

Know exactly when the boat will become yours and when you are responsible for insuring it and paying mooring fees. If you are buying abroad, get proper evidence of VAT status (hmrc.org.uk has more information). And don't forget that things break. If there is a downside to buying second-hand, is that maintenance charges are likely to be higher, if you want to keep your boat safe and looking good.

■ For the first time, this year's Boat Show features a Used Boat Marina in association with YachtWorld.com. The Yacht Brokers' Village (South Hall) has details of more than 4,000 boats for sale. Paul Stevens hosts presentations on buying second-hand boats in The Knowledge Box, Mon-Wed, 11am.



## Dream come true

Most sailors harbour a dream where they jack in their job, sell the house, buy a boat and head for the horizon. What's impressive about IT consultant Pete Burch, 39, is not that he did exactly this, but that he persuaded his wife Mel, 38, to come along with their two sons, aged 5 and 8.

So they swiftly sold the family home in Nice — where they had moved to from Cambridge several years ago — and set about choosing a vessel in which to circumnavigate safely with their tribe for three years. A budget of £135,000 steered them to the classifieds of sailing magazines and the couple viewed about 40 second-hand boats. These ranged in length from 40 to 55 feet and were "of all shapes, materials, and configurations".

They finally settled on Samba, a Sun Odyssey 43 built in France in 2001, which embodied a good compromise between cost, safety, comfort and performance. The deal-clincher was that she had a staysail (for heavy weather) and a device capable of creating 60-litres of fresh water per hour from the sea. "This offered a level of comfort — for which, read personal hygiene — acceptable to certain members of the crew," says Pete. Samba devoured £102,000 plus a further £34,000 for equipment and repairs.

The family cast off from Port Gallice, France, in July 2010. Their plan of a three-year trade-wind circumnavigation has been altered because they have delayed their crossing of the Pacific by a year to spend more time in the Caribbean and South America. These are the travails of the global sailor. You can follow their progress at [burchfamilyontour.wordpress.com](http://burchfamilyontour.wordpress.com).

## Glitzy Princess provides show's crowning glory

The rarefied world of superyachts is a lot more relevant to regular boat-owners than you might imagine, writes Alex Pell. These awe-inspiring vessels may be the preserve of the super-rich, but they are packed with cutting edge features that will soon trickle down to the rest of the market. So, an opportunity to see one in a dry dock should not be passed up lightly. Visitors to the Boat Show will have that chance because renowned yacht-maker Princess will unveil its new flagship, the 32M, there. This cruising vessel, which as the name suggests is 32 metres in length, will be the largest yacht ever showcased inside the ExCel exhibition halls. Indeed, at over 13 metres high, it's quite a squeeze to get the craft inside the building.

The Princess will leave little change from 65m and boasts one of the largest hulls ever produced by means of resin infusion, which makes it extremely lightweight and efficient for long-range cruising. While the price may seem outrageous, in superyacht terms it represents solid value because you could pay far more for a yacht of this size and calibre.

Most important among their slew of innovations, superyachts have the ability to roam ever-greater distances — which stimulates the design of more fuel-efficient technologies. In broader terms, owners want vessels that are conducive to spending big chunks of time aboard them. This means creating a more liveable environment. Today's superyachts cleverly blur the line between indoors and out, with neat design ideas such as huge sliding glass-panels, flip-down balconies or even fold-out platforms.

Despite their lavish means, superyacht buyers are increasingly demanding boats that float more lightly upon the sea, so to speak. Some supposedly green ideas are gimmicks. Others, such as diesel-electric hybrid engines or even jet-propulsion, can make a real difference to fuel economy. One innovation to have gained

serious currency among owners of premium vessels is forward-facing propulsion, such as the Volvo Penta IPS system (which you can see on stand B27 at the show). This employs a diesel-electric engine but its design — where the propellers face forwards — emits far less noise or vibration. A major side-benefit of this system is that the yacht can be manoeuvred using a "joystick" controller by a relative novice. Even though most superyachts — which, by definition, are longer than 30 metres — must have a professional crew, it's easy to see the appeal of such systems for the ordinary boat enthusiast.

Another area where huge strides have been made is the unglamorous yet essential ability to recycle water while remaining aboard your boat.

When it comes to enjoying yourself aboard a luxury yacht, stability is everything. The vessel's ability to resist being pitched about by even mild waves is the difference between savouring that daiquiri or tipping sticky ice onto your chest. Most superyachts employ extendable fins to provide this stability and while these measures can work well, the big news is the recent advent of new gyroscope-based stabilisation. These systems are, unfortunately, likely to remain too heavy (and expensive) for smaller boats for the foreseeable future.

Even professional crews struggle to keep on top of the array of dials and panels on a large yacht. The Princess 32M attempts to simplify things with a control-system known as a glass bridge, which is a unified panel of a few screens. These screens can show any aspect of the boat's systems, from how fuel-consumption is being affected by engine performance to monitoring the ship's security-camera feeds. It also looks mighty impressive to any guests who happen to visit the helm. And who wouldn't want that?

■ The Princess 32M will be on display in the South Hall. Other superyachts, including the Sunseeker Predator 115 will be in the Boat Show's marina.



Lavish superyacht the Princess 32M will wow Boat Show visitors

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