

# SCOTLAND'S Boat Show

At Scotland's Premier Marina  
15th, 16th & 17th October 2010, 10am – 6pm.

  
**MICHAEL SCHMIDT & PARTNER**  
INTERNATIONAL YACHTBROKERS



## Brokerage Application Form

### Visit Scotland's Boat Show every October.

- Over 7,000 visitors each year.
- Over 90% of accurately priced, well presented boats sold.
- Preferential storage rates.
- Huge trade marquee offering advice on finance, insurance and equipment etc.
- Chandlery sale.

### SPECIAL SHOW ENTRY FEES

From 1st October 2010 to  
31st October 2010 inclusive.

#### **Boats up to 25ft**

£140 inc. VAT and storage to **31.10.10.**

#### **Boats up to 40ft**

£180 inc. VAT and storage to **31.10.10.**

#### **Boats over 40ft**

£220 inc. VAT and storage to **31.10.10.**

**PACKAGE PRICES** - for entry, general marketing and promotion, additional show costs and storage to 31.10.10.

**COMMISSION RATES** - we believe we must give value and service. Despite the large costs involved in the show and staffing we still only charge a fee of 6% plus VAT, flat rate, plus entry fee. Minimum Commission fee £500 plus VAT, Boats under £5,000 – Entry fee £30.

**PROMOTION** - Your entry includes a free lineage listing for your boat in the boat show catalogue or stop press listing.

Why not take a display advert in the show catalogue to best promote your boat and make her stand out against the crowd?

A: Half Page - £95 incl VAT

B: Full page - £135 incl VAT

(Prices include production, black & white photo)

### How to complete your ENTRY FORM

1. Please complete the entire form carefully in BLOCK CAPITALS. Please put N/A where items are not available.
2. It is important that you let us have any particular details that could help your boat sell. If it has a defect please declare this to us on a separate sheet so we can allow for it either in pricing or later negotiation.
3. Please supply any photos or copies of original brochures (E-mail photos accepted).
4. We reserve the right to refuse entry of your boat into the show if it is in any way misrepresented or priced unrealistically.
5. Please plan and act as early as possible. Many boats can be sold even before the show starts if we have all the information.
6. We advise all customers to present their boats as well as practically possible so as to assure a quick sale.
7. We do accept boats lying away but would prefer them to be at Kip for the show.

### BOAT SHOW ENTRY CLOSING DATES AND DEADLINES

1. If you want your boat to appear in the catalogue your booking form, copy and any photos must reach us by 12:00hrs 1st October 2010. Details arriving later will only appear in a 'Stop Press' listing.
2. Last entry no later than 12th October 2010.

# Information Brokerage Sheet (& vendors application to sell)

PLEASE ENSURE THAT YOU FILL IN ALL THE RELEVANT BOXES.

## BOAT DETAILS (please include boat's name)

Boat Name \_\_\_\_\_

Type of Boat  Power  Sail  M/Sail

Commercial  Yes  No

Length of Current Ownership (months) \_\_\_\_\_

Number of Previous Owners \_\_\_\_\_

Reason for Selling \_\_\_\_\_

Owner's Comments \_\_\_\_\_

Tax Payable?  Yes  No

Manufacturer (e.g. Moody/Elan) \_\_\_\_\_

Model \_\_\_\_\_

Designer \_\_\_\_\_

Builder \_\_\_\_\_

Where Built \_\_\_\_\_

Construction: hull \_\_\_\_\_

deck \_\_\_\_\_

superstructure \_\_\_\_\_

Year Built \_\_\_\_\_

Year Launched \_\_\_\_\_

Fly bridge  Yes  No

Keel/or Hull form \_\_\_\_\_

Helm position(s) \_\_\_\_\_

Steering type \_\_\_\_\_

## DIMENSIONS

LOA	m/ft	LWL	m/ft
Beam	m/ft	Ballast	kgs/lbs
Displacement	kgs/lbs	Draft	m/ft

## ENGINE(S)

Manufacturer/Model \_\_\_\_\_

No of engines \_\_\_\_\_ HP (each) \_\_\_\_\_

Engine hours (each) \_\_\_\_\_ Fuel type \_\_\_\_\_

Drive type (Shaft, etc) \_\_\_\_\_

Cruising speed \_\_\_\_\_ Maximum speed \_\_\_\_\_

No of fuel tanks \_\_\_\_\_ Capacity (each tank) \_\_\_\_\_ l/g

Fuel consumption \_\_\_\_\_ No of Cylinders \_\_\_\_\_

Control Type \_\_\_\_\_

Propeller Type/No of Blades \_\_\_\_\_

Cooling system \_\_\_\_\_ Gearbox \_\_\_\_\_

Bow thrusters \_\_\_\_\_ Trim tabs \_\_\_\_\_

Other information \_\_\_\_\_

## ELECTRICAL

No of batteries \_\_\_\_\_ Electrics 12v/24v \_\_\_\_\_

Charging system \_\_\_\_\_ Battery charger \_\_\_\_\_

Solar panels \_\_\_\_\_ Generator \_\_\_\_\_

Inverter \_\_\_\_\_ Shore power \_\_\_\_\_

Alternator \_\_\_\_\_ amps

Other information \_\_\_\_\_

## SPARS/RIGGING/SAILS

Type of rig \_\_\_\_\_ Spars make/material \_\_\_\_\_

Standing rigging age \_\_\_\_\_ Running rigging \_\_\_\_\_

Mainsail reefing type \_\_\_\_\_ Headsail furling \_\_\_\_\_

Spinnaker pole \_\_\_\_\_ Mast steps \_\_\_\_\_

Sail Type	Sail Make	Sail Age
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

**NAVIGATION** (please provide details of make & model where possible)

Radar	GPS
Chart plotter	Navtex
Autopilot	Echosounder
Log/speed	Fish finder
Windspeed/direction	
VHF radio	SSB radio
Compass	Clock/barometer
Nav lights	Helm indicator
Other information	

**DECK**

Anchor locker	Anchors
Anchor windlass	Winches
Extra cleats	Pushpit/pulpit
Stanchions/guardwires	Davits
Boarding ladder	Hatches
Opening ports	Cockpit table
Cockpit/deck shower	Boathook
Warps/fenders	Windscreen wipers
Windscreen washers	Cockpit lockers
TV aerial	
Other information	

**SAFETY** (please specify dates where applicable)

Liferaft	Lifebuoys
Floating lights	Danbuoy
Lifejackets	Harnesses
Flares	Search light
Foghorn	Gas detector
Radar reflector	Jackstays
Intruder alarm	Bilge pumps
Fire extinguishers	Fire blanket
Safety certificate	Date of expiry
First aid kit	
Other information	

**INTERIOR/DOMESTIC** (details of make & model where possible)

No of Berths	No of Cabins
Headroom in saloon	Cockpit Type or Style
Upholstery	Curtains
Stereo	Chart table
Saloon table	Hanging lockers
Wet locker	Heating
Air conditioning	Holding tank & capacity
Cooker	Grill/oven
Microwave	Galley sink
Coolbox	Refrigerator
Freezer	Crockery/cutlery
No of heads	No of Showers
Toilets type	Wash basin
Water system	Hot water
Water capacity	l/g No of water tanks
Other information	

**CANVAS**

Sprayhood	Cockpit cover
Tonneau cover	Sailcover
Dodgers	Cockpit cushions
Bimini	Wheel Cover

**KNOWN DEFECTS** - please continue on separate sheet if necessary


**MISCELLANEOUS**

Dinghy	Outboard
Trailer	Cradle
Hull treatment – please specify type and date	

## PERSONAL DETAILS

Title	First Name
Middle Initial	Surname
Address	
Postcode	
Daytime Tel No	
Evening Tel No	
Mobile Tel No	
Fax No	
E-mail Address	
Where did you acquire this form?	
Occupation: (for Bill of Sale)	

## PRICE/VIEWING DETAILS

Price to be advertised - £		
Registered number of vessel	SSR	
	Full Part 1	
Finance Details, if any		
Location of vessel		
Kip Berth holder?	<input type="checkbox"/> Yes <input type="checkbox"/> No	Berth number?
Viewing arrangements		
Keys in charge of		



## BOAT DETAILS

Please include on a separate sheet any information which you may think would be of interest to prospective purchasers. For example – last survey, re-fits, cruising ground, notable cruises, history.

**Please return this form with COPIES of the following. \*These are essential to allow us to sell your boat. Tick if enclosed:**

- Bills of sale showing 5 years clear title\*
  - Proof of VAT payment or exemption if built after 01.01.85\*
  - Registration Certificate
  - Builders Certificate
  - Receipts for work done
  - Good external photo and layout diagram - A good photo of your boat will help to sell it. Please e-mail a picture or send a suitable print clearly marked with the boat's name.
- |   |   |
|---|---|
| <input type="checkbox"/> I enclose a cheque for storage/participation fee             | £ |
| <input type="checkbox"/> I enclose a cheque for half page/full page or lineage advert | £ |

TOTAL £

I hereby appoint Michael Schmidt & Partner Ltd as sole selling agent of the above vessel for the period from the date of our signing of this appointment until the date 4 weeks after the date on which I give Michael Schmidt & Partner Ltd written notice of my intention to terminate this appointment. The following conditions shall apply:

- (i) The above description of the vessel is a true representation of the vessel and all known defects have been noted in the owner's remarks.
- (ii) 6% plus VAT brokerage commission, minimum fee £500 plus VAT, will be chargeable by Michael Schmidt & Partner Ltd on the contract (sale) price which commission will be deducted from the proceeds of sale.
- (iii) On completion, the broker may deduct commission and VAT thereon from the proceeds of the sale, together with any monies due to other companies within the marina complex or any outstanding mortgage balance which will be paid to the creditors concerned, to ensure transfer of clear title.
- (iv) Michael Schmidt & Partner Ltd shall hold any deposit or purchase funds in the "Client Account" and shall distribute the net proceeds of sale in accordance with the registered ownership of the vessel or as directed by all parties to ownership, within maximum of 10 days of clearance of the final payment, or provision by the owner of the Certificate of Registry, and a properly executed Bill of Sale in favour of the purchaser or his nominee, showing the vessel to be free of encumbrances and where applicable, on transfer of clear title, whichever is the later.
- (v) I am liable for storage/berthing charges for so long as my craft is kept in Kip Marina.
- (vi) Should I sell the vessel privately (meaning to a customer who has not been in contact with Michael Schmidt & Partner Ltd or a Kip based broker regarding the purchase) during the period of this appointment, I will pay Michael Schmidt & Partner Ltd 1% plus VAT yard commission.
- (vii) At no time will the vessel be offered for sale elsewhere at a lower price than that stated on this form.
- (viii) Finance is/is not outstanding on this vessel. It is offered free of all encumbrances (delete as applicable).
- (ix) These terms are in addition to those of the normal Marina terms, conditions and brokerage terms which also apply and which I have had the opportunity to inspect.

Signed \_\_\_\_\_

Print Name \_\_\_\_\_

Date \_\_\_\_\_

OFFICE USE ONLY - Accepted/not accepted for Kip \_\_\_\_\_

Senior Broker \_\_\_\_\_

Marina Manager \_\_\_\_\_