



ABC BOAT MANAGEMENT

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Here's how you can enjoy all the pleasures of boating without any hassle.
Read on to learn more about how we can help...

Some Frequently Asked Questions

Why do we need a Management Company?

- Most people bought a managed boat share so they could enjoy boating, share the costs, and not have the day to day hassle of operating the syndicate or boat. Why should this change when there are management companies offering a cost effective service.
- The management company will ensure the boat is safe, reliable, ready to cruise, legal and you have someone to call on when something goes wrong so you can just enjoy boating.

Why don't we manage the boat ourselves?

- This is great if you have people in the syndicate prepared to put in the time and effort to allow the rest to just enjoy the boat.
- There are some boat yards that are reluctant to accept un-managed boats so locations might be limited.
- Individual boats are unlikely to be able to negotiate the best prices.

Narrow Boats.....Broad Horizons

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ABC LEISURE GROUP

Isn't paying a management company a waste of money?

- ABC Boat management believe they can save Syndicates money in a number of ways. By using it's buying power, providing free banking, in discounts on ABC Leisure Group's services and products, and by using its expertise to ensure boats are maintained correctly, and charges are reasonable. This can often almost offset the management fees.

What financial arrangements & protection do I get?

- ABC will arrange for the syndicate to have its own specific named bank account with RBS. It requires two signatories for any withdrawals. You will be provided with monthly bank statements for peace of mind.

ABC can provide written confirmation from the bank that these funds are not considered an asset of the company, or part of the company's banking arrangement.

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Do you mark up invoices or charge anything extra?

- Everything is transparent. We only charge invoices to the syndicate at face value which includes any discounts negotiated.
- In fact every invoice for items supplied from ABC Leisure Group will show at least a 10% discount on their published price list. This includes moorings, gas diesel, repairs and anything else purchased individually by members of the syndicate.
- We only charge you our Management fees which are published in advance and included in the Syndicates annual budget.

What are the management fees if there are vacant shares?

- Where there are shares not owned by anyone, or disputed ,we will only charge the remaining members of the syndicate the normal 1/12 th fee.
- We would try to help the syndicate resolve this situation and once ownership of the vacant or disputed shares is clarified, we can provide a share selling service.

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What are the costs of an AGM?

- Our typical AGM's cost the syndicate between £55 and £250 for a room dependant on location and room size required. Plus between £9 - £15 per head for lunch, teas, and coffee depending on the venue.

ABC has it's own air conditioned meeting room on Alvechurch Marina which can be used for our syndicate AGM's for half or full days including teas and coffees. There is also a pub next door who can provide drinks, individual meals, or group buffets at very competitive prices. For more information http://www.abcboatmanagement.com/meeting_room.html

Where would AGM's be held?

These are normally held at Alvechurch Marina which is conveniently located in the Midlands just off Junction 2 of the M42.

However, if the syndicates wants a different location we will organise it for you anywhere in the country and attend.

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ABC LEISURE GROUP

Will we get lost in a big organisation?

- ABC Boat Management has its own dedicated Management and Team that do nothing but syndicate boat management.
- You and they have the benefit of being backed up by ABC Leisure Group resources who are the UK's largest specialist canal boat operator.
- Although ABC are well known for hire boats it only accounts for 50% of the business and Boat Management is an important element of the other 50%.
- Do you provide 24 hour cover?**
- Each of our Marinas has an out of hours on call engineer 365 days a year.
- ABC Boat Management is based in our Customer Services Office which is open office hours 7 days a week 363 days a year.
- Syndicates under our management are also provided with the Mobile Telephone number of the Management Team.

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Can we keep our current Syndicate arrangements?

- We will manage the Syndicate in the way that you want.
- You can keep the same week allocation, booking arrangement and any special shares arrangement you might have.
- We are there to help you implement what ever your Syndicate agreement says, or to help you develop an agreement if you don't already have one.

How long do we have to commit to with ABCBM?

- We can work to whatever contractual arrangement the syndicate would like. We would normally expect our performance and reappointment for another year to be discussed and voted on at the Syndicate AGM.
- However, if we don't come up to scratch you have the opportunity to appoint a new management company at anytime by calling an EGM. You can therefore give us a try without any long term obligation or risk.

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ABC LEISURE GROUP

Do you sell shares?

- We can help you with share sales in two ways:
- We will list your shares free of charge alongside ABC Leisure Group's existing boat and share sale brokerage service. The advert will give prospective purchasers your contact details so you can arrange viewings and negotiate the sale.
- Or we can do everything on your behalf for 5% plus VAT commission and your only involvement will be to accept or reject any offers we receive.
- For the protection of all parties involved, buyer, seller and other share holders, we would expect in all cases to act as the broker transacting the money and the share transfer administration.

What happens if there is a dispute between owners or Shareholder?

- One of the benefits of a management company is that they can mediate, or have the difficult conversations without any personal involvement.

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Will there be room to move our boat to an ABC marina?

- Our marinas are popular but there are often vacant moorings as boats come and go. If there were not a mooring at a marina you specifically wanted to go to we would accommodate you on a non specific mooring at reduced charges until a vacancy occurred. You can sometimes continue the non specific mooring option with us permanently to save mooring costs.

Can we be managed by ABCBM if we do not want to be on an ABC Marina?

- We are happy to manage boats that are not based on our marinas and have existing working relationships with many non ABC owned marinas already.

How do we move marinas when we want a change?

- We ideally prefer you to decide at an AGM so we have time to save you a mooring on our marina, or arrange for one at another marina . We will even help you to organise moving the boat. However, if a move is wanted quickly we can also normally accommodate this.

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ABC LEISURE GROUP

How quickly can ABC take over the management?

- We can do it almost instantly as we already have the expertise and infrastructure in place.
- We have experience of doing this for a number of ex Challenger and Ownerships boats and can make it very easy for the Syndicate.
- We can help you develop syndicate and management agreements if you don't already have them.
- We have everything in place to take you under our management and would be prepared to deal with the initial requirements to keep the boat and syndicate operating, while the detail is finalised.
- We are happy to provide free advice or attend a syndicate meeting to help you make the right decision for your syndicate.

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**If you would like to discuss our services further
please don't hesitate to contact us:**

Tel: 0330 3330592 (Local rate call)

Email admin@abcboatmanagement.com

www.abcboatmanagement.com