



BOAT SALES  
LAKELAND LEISURE ESTATES

# BUYERS AND SELLERS GUIDE



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## WHY BUY FROM US?

When buying a boat, we understand that there's a lot to consider.

Whether you're looking for a leisure boat for holidays or wanting an exciting new life on the water, our experienced staff are on hand to help guide you through the process of finding the right boat.

We offer help and advice on what it means to own a boat, from the ongoing running costs to keeping it maintained.

**All boats are unique, so we ensure that any boat bought through us includes a comprehensive handover to help you get the best from your new purchase.**

Looking to upgrade? We'll consider a part exchange to make the move to your new boat as simple as possible.

Come and visit our friendly and helpful sales team to chat about what you're looking for and to view our wide selection of boats.

## WHY SELL THROUGH US?

Our experienced sales team provide a comprehensive valuation.

We offer three months free mooring whilst your boat is on brokerage, provided we remain satisfied that the asking price is realistic (terms and conditions apply).

We arrange a full internal clean to present your boat ready for sale.

Comprehensive details, including internal and external photographs, are published on our website, Apollo Duck and social media to get maximum online coverage so we find you a buyer quickly.



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We also publish in the boating newspaper Towpath Trader.

Regular updates to keep you informed every step of the way through to completion of the sale.

Colour printed detailed sales sheets handed out on viewings.

Competitive commission rates (speak to our sales team for details).

All viewings are accompanied by a member of staff to ensure your boat is secure while on brokerage.

The buyer of your boat is offered a guaranteed mooring with us. A strong selling point, especially with the limited mooring availability for Widebeams.

**You can upgrade to our successful premium package which includes a professional 360-degree virtual tour of your boat online and Trade Plates for the whole period your boat remains on brokerage, saving you the cost of licensing it.**

## WHAT'S INCLUDED IN THE LAKELAND LEISURE MOORING FEES?

Water points for each boat

Parking (for up to 2 vehicles)

Domestic waste disposal

Wi-Fi (where available)

Shower and toilet facilities

Elsan points for cassette toilet waste



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## FREQUENTLY ASKED QUESTIONS

### WHAT ARE THE RUNNING COSTS OF OWNING A BOAT?

Insurance – either 3rd party or fully comprehensive.

Licence – Canals and Rivers Trust. Price varies on boat length.

Please note that some waterways have different fees.

Boat Safety Certificate – every 4 years.

River Canal Rescue (optional) – The canal boat equivalent to the RAC – price varies on level of cover.

Boat blacking – Painted protection for the hull. Boat needs to be taken out of the water, either using a slip or in a dry dock. Most boats are blacked with Bitumen or longer lasting Epoxy 2 Pack. Other products used include Keelblack and Comastic.

Diesel – propulsion only or propulsion and heating

Marina mooring fees (if required).

Coal and/or gas.

Engine Service – usually every 250 hours or once per year.

Pump out fees - if boat has a pump out toilet. Usually between £15-£20 per cycle. Elsan points for cassette toilets are usually free.

**One thing to bear in mind; the longer the boat, the more expensive many of the running costs will be.**

### BOOKING A BOAT SURVEY...

It is always advisable to get a survey done when buying your boat to determine its condition. There are three types of survey:

Full Survey – this is a comprehensive check of the structure of the boat and the internal condition and working status of all the appliances on board.

Hull Survey – this is an external survey only to check the condition of the hull.



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Internal Survey – having an internal survey only determines the internal condition and working status of the appliances on board.

### **WHAT'S THE DIFFERENCE BETWEEN A CRUISER STERN, SEMI-TRAD AND TRADITIONAL NARROWBOAT?**

Traditional Stern is a narrowboat with the smallest external area at the back of the boat used only for steering. Allows more internal space on the boat, very useful for liveaboards.

Cruiser Stern narrowboats offer the most external space. Ideal for holiday boats or those who would like an outside social area for cruising or sitting out on the back of the boat with a nice cup of tea when you've found a nice spot to moor!

Semi-Trad narrowboats lie somewhere in between the two. They look more like a traditional style boat but usually have some fixed external seating with storage under.

### **CAN I MOOR MY BOAT ANYWHERE ALONG THE CANALS AND HOW LONG CAN I STAY?**

Canals and rivers have visitor mooring spots along the network. In most areas you can moor for up to 14 days. Note: some areas have permanent moorings which are reserved for those who pay a fee to stay there for extended periods.

There will be notices advising if an area is permanent mooring only.

### **PUMP OUT OR CASSETTE? WHICH IS BEST?**

Most boats have either a pump out or cassette toilet.

A pump out toilet has a waste holding tank within the boat so that when the toilet is flushed, the waste goes into the tank. Tanks are usually large, so the time between having to empty them is much longer than a cassette toilet. There are pump out stations along the network and in most marinas. A fee is charged, usually between £15-£20. Advantages: Not having to clean the tank yourself.

Toilets are usually ceramic and feel more like a house toilet. Disadvantages: Boat has to be moved to empty the tank and emptying the tank costs a fee.



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A cassette toilet is the same principle as a toilet in a camper van, although some modern types have a direct water feed and electric flush. The bottom cartridge is removed when full which you then take to an Elsan point to empty and clean. Advantages: Elsan points are usually free. No need to move the boat to empty the tank. Disadvantage: The cartridge is much smaller than a waste holding tank so it requires emptying more frequently.

There's also a new arrival on the scene that's becoming increasingly popular – the eco-friendly composting toilet. It's quite an expensive alternative but kinder to the environment.

Opinion is divided amongst boaters over which is the best option. Choose the one that suits you best!

## **HOW DO I GET HOT WATER ON A BOAT?**

There are various ways to have hot water on a boat. Some have gas boilers such as Alde, Morco and Rinnai. Some have diesel heating systems such as Webasto, Eberspacher or Mikuni.

Some also have a back boiler from a multi fuel stove which feeds radiators and heats the hot water tank or calorifier. Most boats have a calorifier which heats up the water when the engine is run. Some boats also have an immersion heater which is useful when in a marina as the shoreline electric power heats the water. It's always ideal to find a boat with at least two methods for heating water.

## **WHAT ABOUT HEATING ON A BOAT?**

There are several ways to heat a boat. Many boats have a multi fuel stove which uses coal and/or wood. Some stoves have a back boiler which is a closed water system. The hot water passes through the piping to radiators which heat the full length of the boat. Other options include gas central heating, e.g. Alde gas boiler, diesel central heating e.g. Eberspacher or Webasto and some boats have a diesel drip fed stove which looks similar to a multifuel stove but uses diesel from the main tank (or sometimes a separate tank).



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## HOW MUCH DIESEL DO I NEED TO RUN MY BOAT?

Boats generally use approx. 1 litre of diesel per hour when cruising. Some boats also have diesel central heating systems. Consumption varies depending on usage. When buying diesel, you will need to declare what percentage is for domestic (heating) and what percentage is used for propulsion (cruising). Domestic use diesel is cheaper than propulsion.

## HELPFUL TERMINOLOGY

**ANODE** (sacrificial anode) Large pieces of metal (usually magnesium) that are welded to the hull. As they are weaker than steel they “take the hit” leaving the hull protected. These wear over time and need to be replaced periodically.

**BEAM** Width of a boat. Usually 6’10” for narrowboats and anywhere from 7’ to 13’ for Widebeams.

**BERTH** (1) The number of bunks/beds in a boat that can be used for sleeping, but not the number of bedrooms. For example, a boat with a fixed double bed and a dinette which can convert to a double sleeping area is described as a 4 berth.  
(2) The space a boat occupies when moored in a marina.

**BLACKING** A protective coating painted on the underside (hull) of the boat. Needs to be done periodically to keep the hull protected. Length of time between recommended blacking depends on the type of coating.

**BOATMAN’S CABIN** The area at the back of some narrowboats, historically where a family would live. These are recreated in modern boats, usually with a traditional stern and are



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typically decorated with 'roses and castles' artwork.

**BOW** The fore-end, or front of a boat.

**BOW THRUSTER** This is a steering aid to assist in manoeuvring the boat. Often found on longer narrowboats boats or Widebeams.

**BOAT SAFETY SCHEME CERTIFICATE** A certificate issued every 4 years by an examiner to confirm the boat meets regulatory requirements such as adequate ventilation, safe gas supply and sufficient fire extinguishers.

**BULKHEADS** Upright panels or walls that divide the inside of the boat into rooms or compartments .

**CASSETTE TOILET** A simple toilet with a detachable cartridge which is removed and emptied. Some enhanced models have swivel bowls, direct water supply and an electric flush.

**CRATCH COVER** A cover at the front of the boat to protect the well-deck from the rain.

**DINETTE** A table with a bench seat either side which can usually be converted into a bed

**DRAUGHT/DRAFT** The maximum underwater depth of a boat's hull.

**GALVANIC ISOLATOR** A fitting to a boat's electrical system, intended to help prevent galvanic corrosion to the hull.

**GALLEY** The kitchen.





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**GRAB RAIL** A rail along the edges of the boat's roof which is used to provide stability when walking along the gunnel.

**GUNNEL** The ledge where the hull meets the upper part of the boat.

**HEADS** The toilet.

**HULL** The main body of the boat which includes the bottom and sides.

**INVERTER** An electrical device which converts the 12v power from the leisure (domestic) batteries to a 240v current for mains appliances such as TV's and hoovers.

**PRAM HOOD** A foldable cover at the back of the boat, usually canvas or PVC to protect the external open area from the rain.

**PUMP OUT TOILET** A toilet where the waste is flushed into a holding tank situated somewhere within the boat. This is emptied with a vacuum pump at pump out stations along the canal and in many marinas.

**REVERSE LAYOUT** Popular on cruiser stern narrowboats. The galley (kitchen area) is at the back and the bedroom area is at the front of the boat. Seen as a more social layout because when cruising you don't have to walk through the bedroom to get to the kitchen and lounge area.

**RUDDER** An underwater blade at the stern which, when guided by the tiller against the water moves the boat in the chosen direction

**SALOON** The lounge area.



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**STERN** The aft, or rear end of a boat.

**SWAN NECK** The curved steel bar which connects the top of the rudder to the tiller.

**TILLER (BAR)** Lever against which is pushed to direct the rudder to steer the boat

**TILLER PIN** A pin (usually decorative) which is used to hold the tiller bar in place when connected to the swan neck.

**WELL DECK** The floor of the well at the bow of the boat.

**WINDLASS** An L shaped handle which is used for opening and closing locks.