



“Major success at Clarke & Carter and Gillingham Marina’s first ever Medway Boat & Chandlery Fair”.

The sun shone on the Clarke & Carter Interyacht Ltd and Gillingham Marina’s first ever Medway Boat & Chandlery Fair, over the weekend of 17th and 18th April 2010 at Gillingham Marina in Kent, kindly supported by British Marine Federation’s Kent and Sussex. Opened by Rob Smith, BBC South East Today Presenter and keen local sailor, the Fair’s success was shown by more than 700 visitors attending the two day event.

Peter Norris, Director of Clarke & Carter said, “We are extremely pleased with the success of our first Medway Boat & Chandlery Fair. During the two days of the show some 22% of the boats exhibited have come under offer. We have also received a large number of new enquiries for pre-owned and new sail and motorboats. There were also a number of boat owners asking us to place their boats on the market.”

Gillingham Marina staff were delighted with the outcome. Marina Managers, Clinton Lyon and Chris Aldous said “Clarke & Carter Levington Office run an annual yacht fair in October showing new and used boats, by working in partnership with Clarke & Carter we wanted to take it a step further. Our aims were to attract new people on to the water and showcase the surrounding local marine industry as well as our top class Marina and Chandlery. All our aims for the first Chandler and Boat Fair were met. Medway Water Sports Centre, a newly created charity formally known as Medway Outdoor Education Centre based on Gillingham Strand, kindly supported by GJW Direct Insurance, managed to get over 70 people, of varying ages, out on to the water for the first time. Suzuki, Raymarine, GJW Direct Insurance and Dolphin Sails manned stands, demonstrated equipment and answered questions, while smaller day craft were exhibited by JEP Marine and Whitton Marine.

The Fair has seen our chandlery sales increase five fold over the weekend with representatives from Avon, Plastimo, International Paints, English Braids, Barton Marine and Ocean Safety and RLNI Sea Safety at hand to advise and guide buyers. In addition to the good weather the visitors were treated to music by the local Sea Scouts. The Marina Bar saw a significant increase in visitors and takings, while Kent Police guided groups around their Tamar launch, the Princess Alexander III and their high speed RIB. A number of children had photos taken wearing Police Helmets and experienced having their finger prints taken."

Peter Norris said, "We hope to now build on the success of this event with an even bigger and better show next year with a wider range of boats, chandlery suppliers and activities for everyone to participate in."

For further details relating to the Boat & Chandlery Fair and photos please contact Peter Norris on 01634 571605 or peter@clarkeandcarter.co.uk

