



## BRITISH & ENGLAND FENCING EQUIPMENT HIRE TO BUY SCHEME

### Overview

The scheme is designed to help expand the fencing infrastructure by using the NGBs buying power and financial strength to help clubs increase the amount of kit they have available to sustain and extend their activities.

It allows fencing kit to be financed like any other business asset, spreading the cost over the life of the asset. The kit can be acquired by paying a relatively small deposit, and then affordable monthly payments for 36 months. At the end of the period, the kit can be returned with no more payments to make, or alternatively a final balloon payment can be made which transfers ownership permanently.

### How does it work?

The club identifies the list of materials that they would like to acquire from the NGB's preferred supplier, and sends the list (priced at manufacturers list) with an application form, to British & England Fencing.

The application is evaluated, and if successful, British and England Fencing will pay for the items which will be delivered to the applicant on payment of a deposit of 20% of the list price.

The applicant should set up a direct debit for 1% of the list value of the equipment for 36 months.

At the end of the scheme, the applicant will have paid 56% of the manufacturer's list price. At that point, they may either:

- a) Hand back the equipment in safe and working condition with no more to pay\* or
- b) Make a final payment of 20% of the original list price and take ownership of the kit

\*Charges will be levied to replace or repair missing or damaged items.

### **Example: Purchase of £3000 worth of equipment at list.**

Deposit:	£600
Monthly payment:	£30 per month for 36 months
Total paid over 36m	£600 + (£30 x 36) = £1680
Final balloon payment:	£600 (Optional)

## **Who can apply?**

Applications will be considered from any properly constituted English club which is affiliated to British Fencing. If there are more applicants than funds available, clubs who have been awarded Clubmark or Swordmark status, or clubs enjoying “enhanced support” status will be considered first.

British and England Fencing reserve the right to refuse any application. Whilst we would normally explain our reasons, acceptance for the scheme is at our absolute discretion, and there is no right of appeal.

## **What type of equipment is included in the hire to buy scheme?**

At the start of the scheme, only basic (steam) club level kit, or plastic GO-FENCE kit will be available.

Over time, we hope to be able to expand that to include:

Any fencing equipment normally used for club-level fencing for adults or children, including:

- Weapons (steam or electric)
- Safety clothing, masks, gloves etc
- Lames, and body/mask wires
- Entry level scoring equipment
- Carpet style conductive pistes
- Long lasting training equipment (ie lunge pads)
- Large bags intended for carrying bulk club kit

The following equipment will not qualify for the scheme.

- FIE level personal equipment of a specification not normally required for domestic fencing
- High specification scoring equipment
- Sectional metallic conductive pistes
- Any item specifically intended for an individual (ie fencing shoes, coaching plastron)
- Consumables like spare parts
- National stripes
- Tracksuits, clothing or any other product with club branding
- Individual fencing bags

British and England Fencing reserve the right to disallow any individual item(s) that it does not consider to be within the scope of the scheme.

## **What will happen to kit at the end of the programme?**

The hiring club has the option to make a final balloon payment, and acquire permanent ownership of the equipment.

Alternatively, they can return the equipment, which will be checked by a qualified armourer. Any missing items will be charged to the hirer, as will any repair work which is required to bring equipment back to a safe and working condition. Normal wear is permitted so long as it does not

compromise the safe and effective use of the item. Returned equipment will then be offered for sale at a heavily discounted price to clubs and coaches.

**Are there any other conditions?**

The equipment remains the property of British Fencing Ltd until the final payment is made, but the hirer is entirely responsible for the safe use of the equipment, and will be liable for any loss or damage. We strongly recommend that the hirer insures the equipment.

Clubs must maintain their affiliation for the duration of the agreement, and undertake that the equipment is only used in a way compatible with British Fencing safety guidelines.

Monthly instalments must be paid by direct debit. In the event that payments are not made, or that other conditions are not complied with by the hirer, British & England Fencing reserves the right to re-possess the equipment and to take legal action to recover all the remaining instalments.

If hirers get into genuine financial difficulty, we would ask them to contact British & England Fencing to discuss possible solutions. In extreme cases, if no other solution can be found, at the discretion of British and England Fencing, the agreement may be terminated if the hirer clears any arrears, returns all the items in safe and working condition, and pays a penalty equal to 3 months normal payments.