

PRESS RELEASE



19/10/2020

Great deals at the “Occasions du Multicoque” second-hand multihull boat show

A breath of fresh air for the multihull sector

In windy conditions but with plenty of sunshine, and in the context of a particularly tricky public health situation, the fifth edition of the Occasions du Multicoque second-hand multihull boat show was able to go ahead and was deservedly a resounding success.

When the show closed on Sunday, those in the trade were clearly delighted, as the general public had turned out in force over the four days and most of the catamarans / trimarans on show had found buyers. Purchasers from France and abroad with some coming from a long way away (Sweden, Germany, the Czech Republic, the United States, Vanuatu...) were determined to take the leap and become owners of second-hand boats.

Visitors were able to discover around thirty catamarans and trimarans from 39 to 78 feet in the harbour in Canet-en-Roussillon (Pyrénées Orientales), specially laid out for the event.

Set up in 2015 under the auspices of NAUTIPOLE and the M2Organisation, and with the unfailing support of the town of Canet-en-Roussillon, the Perpignan Mediterranean Metropolitan Area, the Pyrénées Orientales Department and the Occitanie Region, this unique concept dedicated entirely to second-hand multihulls fulfilled the expectations of those in the multihull sector. With more than forty businesses heavily involved in the area of catamarans and trimarans with sails or with engines, Canet-en-Roussillon has over the years established a strong position in the maintenance, repair, winter storage, deck hardware and production of multihulls and its skills are now well known both inside and outside of France. This is now **‘Multihull-Valley’!**

This show, which is a real showcase for second-hand multihulls is also a bonanza for builders. The fact that several of them were alongside brokerage firms is proof of that. *“We were presenting two boats during what was our first visit and we sold both of them,”* declared Christophe de Kerdrel, Head of Sales for LAGOON, the market leader.

Catherine RELANDEAU / CathYacht International company also expressed her satisfaction. *“I have sold boats each time I have come here and that was once again the case this year...It’s is no longer a question of luck or a random result. This show meets all our expectations.... I could have put three more boats on display, but unfortunately I did not convince my owners, who were rather sceptical about exhibiting, given the public health situation. I’m going to have to tell them they got it wrong!”* This opinion was widely shared by all of the brokers attending, such as Marc Pajot (Pajot Yachts Selection), Emmanuel Pertuisot (Windward Islands), Nicolas Rivas (Canet Boat Plaisance) and Jean-Pierre Frery (Catam’s by Cap Océan).

On the quayside, close to all the boats on show in the water, the exhibitors’ village contributed a lot to the success of this year’s event. Not only did it meet the expectations of visitors in areas as varied as deck hardware, rigging, engines, maintenance, insurance, equipment, etc.. but also many of the leading figures in the industry attended the event and the serious discussions that went on between all those involved in the sector is a good omen for the future.

We look forward to seeing you next year for the sixth edition, which you simply cannot afford to miss.

Contact: presse@lesoccasionsdumulticoque.com