

# Barclays Marine Finance & Campbell McFall

*“They're just very very good – really professional. I'm always recommending them to people I've come to know who want to buy boats and, without them, I wouldn't have had all the immense enjoyment that boating has given me”.*

## Campbell McFall

Campbell McFall has been in love with boats and boating since he bought his first vessel, a Bayliner, in 1988. Since then his passion for all things marine has grown and grown, and when he and his family moved from the shores of Loch Lomond to the west coast of Scotland, it enhanced his enthusiasm further still.

Campbell has been working with Barclays Marine Finance from the day he bought that first boat, and it's thanks to them that he has been able to secure the money to fund his enjoyment. He has nothing but positive things to say about his experience with Barclays – in fact he would go as far as claiming that they alone have facilitated his enjoyment of boats, and without them none of it would have been possible or, at least, it would have been a lot more difficult.

After the purchase of his Bayliner, Campbell has gone on to sign deals with Barclays for a further seven boats. As a successful and self-made businessman, the length of the relationship and the amount of business that he has done is testament to the professional approach of Barclays, not to mention the value they deliver and the way they treat their customers.

The excellent relationship he has with the team at Barclays Marine has gone from strength to strength and now, as one of their most-valued clients, Campbell is regularly given complimentary hospitality passes to the biggest boat shows in Scotland and the UK, as well as the odd ticket the Scottish open golf – his other passion – as a thank you for his continued business.

Those extra little touches are a highly appealing side of things to Campbell, but for him nothing beats the thrill of boating, especially the pure tranquillity of the surroundings that only the west coast of Scotland can offer. He runs his own business, Scott & McFall – who supply body shop repairs to huge corporate clients and large hire drive companies – with the kind of commitment and dedication you might expect from a successful businessmen, and he finds the release of boating a priceless way to escape that world.

His latest vessel, a Fairline Phantom 40, is the latest word in yachting luxury. It's a six berth, 41-foot motor yacht powered by a 315hp Volvo D6 engine. It boasts a flybridge, leather-upholstered saloon, two toilets, one of which is ensuite, and the very latest GPS navigation systems. And it's only thanks to Campbell's relationship with Barclays Marine Finance that he can enjoy the freedom, exhilaration and cache of such a magnificent boat.

Looking ahead, he's sure that his relationship with Barclays will continue. His obsession with the pleasures of boating mean that it's only a matter of time before he's looking for the finance for his next boat and, if the past 20 years has been anything to go by, Barclays Marine Finance will be his first port of call.

