

**RCR Yachts**

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**From:** "RCR Yachts" <sail@rcryachts.com>  
**Sent:** Monday, January 18, 2010 12:56 PM  
**Subject:** Fw: RCR Yachts Powerboat News

**RCR Yachts Powerboat News, January 18, 2010**

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*2010 is RCR's 38th Anniversary!*

*Let RCR Find Your Next Boat, or Sell Your Existing One!*

**RCR**  
YACHTS

**What's New? by CEO Don Finkle:** My first experience with boating was when my dad bought the family a 14 foot wooden lapstrake runabout when I was 8 years old. That was 54 years ago, and little did I know at the time that boating would turn out to be not only my favorite pastime but also my livelihood. 2010 marks the 38th anniversary of RCR Yachts and my 39th year in the business. Time sure flies, and that brings me to one of my strongest beliefs, and that is "don't put things off to tomorrow, because one never knows what the future will bring". Get out that calendar and start planning your summer!

Last week I was sitting in the office of our Buffalo Yard Manager Darren Wright, going over our workload, equipment maintenance issues, dock repairs, and a variety of other subjects. I remarked to Darren that while others complain of the long winter, for us it actually goes by rather quickly. In another 10 weeks or so we'll begin to splash boats again, and there is a lot to do in the interim. While there I was pleased to note the progress being made with the bathroom renovations. The Ladies' Room is coming along very nicely and should be ready by the end of next week.

Rick Lenard asked me why the article he wrote in December on his trip to Paris had not yet appeared in this newsletter. Seems I misplaced it, but he resent and it is in this issue below. Sorry Rick!

Once the Holidays are over and we flip the calendar to the New Year you can see an almost immediate change in attitude. Instead of thinking about the haul-out, we now begin to think of launching. Our customers think of buying again too, and we are pleased to say that we have sold a couple of new boats and three used boats in the last week. Please check out the list of used boat updates below, there are some very attractive deals here....while they last.

Check out the Dates & Announcements, New Boats, Used Boats and Stories sections below for lots of new stuff.

A friend recently wrote that it was fine to see the names and e-mail addresses of the RCR staff in the newsletter, "but what if someone actually wanted to talk to these folks?" So here are our cell phones, dial away as needed!

Don Finkle 716-695-4328  
 Rick Lenard 716-472-4702  
 Corbo Corbishley 585-752-2530  
 Tracy Buczak 716-680-4554  
 Bruce Lort 716-998-7545  
 Darren Wright 716-572-2312  
 Brian Buczak 716-799-4860

**Everyone can use a chuckle:** Not sure how they get our address, but we do receive some interesting e-mails from the industry and here are a couple you might enjoy:

**Superyacht Brokerage sales top Euro 2 billion in 2009:** Last month we reported a disappointing total of only nine yachts over 24 Meters sold in November 2009 but pointed out that, with 10 yachts already sold in the first two weeks of December, including the 51.7 Meters sailing yacht Kokomo from Alloy Yachts, things might be looking up. And look up they did as brokers reported 30 yachts sold in December at asking prices totalling Euro 290.92 million. This brought the sales figure for the year to Euro 1.83 billion but, with the December sale of a new build 140 Meter from Fincantieri for an undivulged sum by Camper & Nicholsons, the figure comfortably exceeds Euro 2 billion. from [www.boatinternational.com](http://www.boatinternational.com)

**And this one:** "We provide first-class yachting privileges on some of the finest club-owned vessels worldwide via private membership. Our fleet is completely maintained, captain and crewed and fully provisioned to ensure the very best yachting experiences for our members. **Membership is sold at levels starting at \$79,000 and up** and we also work with resorts, developers and the like on much larger blocks of membership weeks. Please have a look at our site, [www.viamari.com](http://www.viamari.com) and let me know if you'd like more information."

**USCG Terminates Loran-C:** The Coast Guard will commence the phased decommissioning of the Loran-C infrastructure on or about February 8. Loran-C (LONg RANge Navigation) is a terrestrial radio navigation system using low frequency radio transmitters. All Loran-C stations are expected to cease transmitting the Loran-C signal by October 1.

**Marine groups write to EPA about E15:** If you have a gasoline engine you should be concerned about the Government's proposed mandate to change marine gas to 15% Ethanol content. This will be bad news for your engine. The science does not support this change, it is politically motivated, and it is being fought now by the NMMA and others. Keep your fingers crossed.

**Cleveland Show is on now and runs through Jan 24:** Remember that there is no boat show special that RCR does not have access to, we can meet or beat anyone else's price and service.

**Product of the Week: TCNano® Gelcoat Sealer:** This new product from Denmark uses chemical nanotechnology to clean, seal and protect gelcoat above the waterline all season long. The safe, easy-to-apply coating creates an invisible, durable dirt, oil, water-repelling and UV-resistant shield on the treated surface. A special compound also polishes damaged gelcoat and removes powdery oxidized deposits with no impact on the substrate. Just one 250 ml (8.5 oz.) can treats a 30-foot boat.  
[www.tcnano.com](http://www.tcnano.com) Watch the YouTube application video.

**Help Needed for some of our Readers:**

"Don, I have an unloaded power boat trailer that needs to be brought up from St. Petersburg, FL to the Buffalo area in the spring. I'm seeking a "snow bird" returning to WNY that would be interested in helping out. Please contact Jeff at 585-880-8012."

"Hi Don, I am a regular boater who is taking a summer vacation to Wilson, NY from the 23rd of June to the 3rd of July. I would like to rent a boat for our vacation to cruise the lake, fish with my son, and make a run over to Toronto for a day/evening. Could you post me request in your news letter as Rick suggests below? I am happy to give more info about my boating experience, as well as provide any other info needed. My cell number below or email address [jeff.albee@gmail.com](mailto:jeff.albee@gmail.com) is probably the best way to reach me."

**Better deals!** In preparation for our busiest selling season of the year (Spring), we have approached a number of our brokered boat owners about re-pricing their boats to make sure they are optimally positioned to sell. So check out the reduced prices and new listings below, clean fresh water boats are your best option when looking used.

**RCR will help you find the right boat for you!** Our brokers will serve as "Buyers Agents" if you find a boat out of our market listed with someone else. We will protect your interests and represent YOU! It costs YOU nothing to use us...the seller pays our fee. We split the commission with the listing brokerage...just like in real estate. We do business in your community...our community...trust us to do the job for you. We've been doing it since 1972.

**Buffalo Maritime Center:** If you have ever thought of building your own small wooden boat, these folks can help you. They hold classes to teach the necessary skills as well as helping you build your own boat in their shop with their tools. For more information contact Richard Butz at: 716-878-6017 or [butzra@buffalostate.edu](mailto:butzra@buffalostate.edu)

**Please encourage your friends** to sign up for our free newsletter here:  
<http://www.rcryachts.com/custompage.asp?pg=weeklynews>

**Flea Market:** Have something you want to sell? Send us the details and we'll list it for you. Notices here are FREE, just send us an e-mail. It works, here is a letter we got last week: "Hi Don, Just a quick note to say thank you for your flea market section. I sold our 1997 Opti to a guy in Youngstown, delivered last week on a car pick up. All worked out great. Thanks again, Bill Metz"

**Recent Used Boat Updates & Additions:** (Full list at end of newsletter)

**Featured Used Boat: 29' Back Cove Hardtop Express 2005 "Kilbride"**, a gorgeous dark blue hull Down East style diesel-powered beauty that is solid as a rock. Crafted in the Maine tradition, where boats have to work for a living, this yacht is well-engineered and handles a seaway at speed when others have to slow down. I recall doing a sea trail aboard a Back Cove a few years back when there was a sizable chop running on Lake Ontario. There was a similar-sized vessel one of those more popular brands bouncing up and down while we just blasted past them with the Back Cove's modified deep-V hull and powerful diesel. When you pull into a harbor on a Back Cove everyone turns and watches, this is what pride of ownership is all about. "Kilbride" is a one-owner professionally-maintained yacht that has been kept here in Youngstown since new, low hours and in great shape. Owner's health dictates the need for a sale. Quality, style and performance at a huge savings over new. Inside our heated showroom in Youngstown, \$129,900.

**42' Beneteau Swift Trawler 42 2007 "North Light" **NEW LISTING**** This is no "crawler", it looks and performs much better than most other boats that call themselves trawlers. It has twin diesels for power and fuel economy, plus a bow thruster for close quarters handling ease. Custom Canvas package including Bimini, Custom interior Upholstery, Full Electronics Package including Radar, Autohelm and dual E Series displays,

Genset, and much more, Better Than New! \$375,000 In Transit.

**43' Wellcraft Portafino REDUCED** to \$59,900

**36' Sabreline Fast Trawler 1989 SOLD**

**31' Chris Craft Commander 1972 REDUCED** to \$13,900

**31' Trojan Flybridge Express 1972 REDUCED** to \$15,900

**30' Searay 300DA 1989 REDUCED** to \$30,900

**30' Carver Santego 1989 REDUCED** to \$31,900

**Looking to sell your present boat?** RCR sells an average of 150 boats each year, and we advertise all over, giving our sellers maximum exposure for their boats. For example, we advertise in three Canadian magazines to reach out to that market. We utilize five sales locations, numerous websites and print media, e-mail newsletters, boat shows, open houses. Our sales staff members are full-time trained professionals, easy to work with and anxious to sell your boat.

## New Boat News:

### **BENETEAU SWIFT TRAWLER 34 WINS MOTOR BOAT OF THE YEAR**

The news was announced at a special awards ceremony on January 11th during the London Boat show. The Beneteau Swift Trawler 34 was elected BOAT OF THE YEAR 2010 in the category of Trawlers & Aft cabins. Key elements of this category include impressive accommodations and generous stowage, but the judges also look for the solid rough-weather sea-keeping ability and the sound engineering necessary to undertake long distance cruising with minimum worry. All of which have been realized through the combined design efforts of the Beneteau R&D team working in concert with architects Bernard/Nivlet.

The award was organized by Motor Boat and Yachting and Motor Boat Monthly.

This makes it a "Grand Slam" for the Beneteau Trawler Range, after the wins in 2004 by the Swift Trawler 42 and again last year for the Swift Trawler 52.

For more information about the Swift Trawler 34 please visit [Beneteauusa.com](http://Beneteauusa.com). The first of Swift Trawler 34's to hit the American market will arrive in the US in this coming summer.

***Let RCR Find Your Next Boat, or Sell Your Existing One!***

## Dates, News & Announcements:

**Jan 15-24, Mid-America Boat & Fishing Show, I-X Center - Cleveland, OH**

**Jan 26, BUFFALO CANAL SIDE PROJECT** - Public Hearing 6:00 p.m. at Albright-Knox Art Gallery 1285 Elmwood Avenue, Buffalo, NY 14222

Erie Canal Harbor Development Corporation (ECHDC), will be holding a public presentation and hearing to receive comments on the GPP. Questions? Contact ECHDC at: [eriecanalharbor@empire.state.ny.us](mailto:eriecanalharbor@empire.state.ny.us) (716) 846-8200

**January 27, Dr. David Frew's Evening presentation at Erie YC** regarding his latest writing: Pigs at Sea. Dr. David Frew, Great Lakes Maritime history author and expert will make a presentation explaining his latest edition. Pigs at Sea is the story of two remarkable Great Lakes captains who could not have been more different and yet each are extremely compelling characters. Hear this story of technology, economic boom, bust, heroics and tragedy.

**Jan 27, Buffalo Maritime Center 2010 WINTER BASH.** Rescheduled from the December holiday party that was cancelled due to weather:

WHO : Everyone interested...Bring a guest(s) to share in the excitement of the Maritime Center. We welcome more believers, supporters and contributors to our efforts.

WHAT: Great fun to be had sharing the new year spirit at the boat shop!

WHEN: WEDNESDAY, JANUARY 27, from 5:00 to 9:00 PM

WHERE: Maritime Center, 901 Fuhrmann Blvd., Buffalo  
716-878-6532

\$10/person includes beer, wine & soft drink.

Please bring an hors d'oeuvres, dessert, or snack.

**Feb 10-14, Central NY Boat Show**, NYS Fairgrounds, Syracuse

**Feb 10-14, 2010 Buffalo Auto Show:** Our theme this year is to "Reignite the Passion" in the Automobile and our industry. We will have some of the newest, high performance, fuel efficient, eye-catching, vehicles on display. There will be appearances by Gilbert Perreault, Buffalo Bandit John Tavares and Patrick Kaleta. Dora the Explorer will be there to meet & greet kids on the weekend. Guess what the "Clunker Cube" is and see what a super tailgate party looks like. Discount tickets soon to be available at Tops markets. Check for updates at [www.buffaloautoshow.com](http://www.buffaloautoshow.com).

**Feb 11-15, Miami International Boat Show**, Miami Beach Convention Center & Sea Isle Marina

**Feb 13-14, Mich-Ohio Sportfishing Expo**, MBT Expo Center - Monroe, MI

**Feb 18-21, Detroit Boat Show**, Cobo Center - Detroit, MI

**Feb 26-28, London Boat, Fishing and Leisure Show**, Western Fair Grounds - London, Ontario

## Comments & Stories:

**Our Trip to Paris & Salon Nautique, by RCR's Rick Lenard:** "Bon Jour! The last few weeks have been such a whirlwind that I simply cannot fit it all into 1 or 2 articles! I've decided to break down my report into three parts: Paris, the boat show in Paris, and the Beneteau factories.

I'll start off by explaining how and why I went. Beneteau, one of the largest boat manufacturing companies in the world, holds an annual sales contest referred to as Top Gun for the North American dealers. There are various categories and in total there were 12 winners, with 38 people including spouses and others who wanted to go along for the trip (non-winners could pay their own way). Because of the teamwork and great opportunities that RCR presented to its buyers in 2009, I was fortunate to sell 9 boats in the 31-36' size category and winning it. I also came in 3rd overall in total units sold with 10 boats. Other winners were from Quebec, Marina Del-Rey, San Diego, Toronto, Annapolis, Vancouver, San Francisco, Charleston, and New York City. Even though it was a difficult year for most dealers, RCR provided me with the models and pricing so we were able to compete with the big boat markets.

My wife, Terry, and I left Buffalo where we connected with our flight to Paris Dec. 2. Our flight left at 6:30PM and arrived in Paris at 7:30am CET, losing 6 hours in the process. We took a cab to our hotel where we met up with some of the other Top Gun winners. After checking in we took a short nap, remember it's now 2am our time with little sleep on the plane. The jet lag will plague us for the next 10 days. The Hotel Jardin DeCluney is located not far from Notre Dame Cathedral so we decided to check out our surroundings and take a walk. The Euro is the standard currency used. We exchanged money at our local AAA before we left as they had the best rate. The exchange is 1.69 or \$100 = 69 Euro. The US Dollar is weak and this makes

Europe expensive for American travelers. Most restaurants accept credit cards and individual banks give the best exchange rates. We found that eating from street vendors selling crepes, baguettes, pizza, croissants, and soft drinks was our way of snacking. All the streets have shops, markets, cafes and restaurants, with seating inside or out. The outside seating usually faces towards the street so you're not missing any of the action! We also found that sitting in a café, having a glass of wine or espresso, croissant, and watching the world go by is derigour!

Notre Dame is breathtaking! When you see it in person and realize how old and how much history is associated with it, it's hard to fathom. There were tourists from all over the world. We heard and saw just about every language spoken while walking through it. What caught my eye while entering was a sign in several different languages, "beware of pickpockets", nice warning in a cathedral! The carvings and stained glass windows were awesome; I wish we had more time. Most of Paris is very old; it goes back to pre BC and the middle ages 451-1453 saw the rise of church with control of the throne. Then the Renaissance, 1453-1598, then the Grande' Siecle, 1598-1715 followed by The Revolution, 1715-1804, the Napoleonic Era, 1804-1870. The 19th and 20th centuries had more wars leading to the modern France, rich in culture and history. The architecture, sculptures, artwork and streetscapes are like nothing we see here.

All the cars and trucks are small. We figured out that gas is about \$7.00 a gallon, hence the scooters, motorcycles and small vehicles. The motor bikes and scooters zoom in and out of traffic so pedestrians must keep an eye out as they fly around corners without a care for anyone walking. There's lots of traffic and the drivers in their small cars also zip in and out as well but, pedestrians in the crosswalks with the light do have right of way. I was surprised we didn't see more accidents although I'm sure there are plenty! The cars are small, fuel efficient, diesel or gas, manual transmission and mostly French. Peugeot, Citroen, Fiat, VW, BMW, Mercedes, Ford and Volvo were the norm. I saw no Kia, Daewo, Mazda, GMC, pick-up trucks or Hummers also no handicapped placards! There were some Lexus but, those had diplomat plates. Citroen and Peugeot, French made cars seemed to be the choice and many were diesels. There also were lots of Mercedes Smart Cars! There were no muscle cars, SUV's or Harleys, at \$7.00 a gallon and parking at a premium, most used the subways (Metro) or the train.

That night we had our first experience on the Metro. The Paris subway system once you figure it out is fairly easy. It's numbered, color coded and like most European rail systems, runs like a Swiss watch. The group of Top Gun winners along with spouses and other Beneteau management who were with us, walked a short block from the hotel, down a flight of steps, purchased our "billet" (tickets) and within 3 minutes were aboard the subway. The tunnels were lined with graffiti; I'm not sure what it said, but it was in every tunnel. Maybe they consider it "art" or they can't get rid of it but, it was everywhere! We had to change trains and then board another to get to the restaurant for the Top Gun Awards dinner. The CEO of Groupe' Beneteau and the President of Beneteau USA handed out the plaques to all the winners; mine is now proudly hung in my office. The food was French gourmet with plenty of wine to go around!

The following day we took the Metro to the Salon de Nautique International, the Paris Boat Show. The boat show fills 4 large buildings, one of which houses the sailboats, many fully rigged with masts up! In the interest of space, I'll do a full report on the boat show in my next article. What I'll say here is that Beneteau had the largest presence at the show and the new Beneteau 58 is just fantastic! The new First 35, 40, 45 and 50 were all there too. Le creme de la creme!

The next day Terry and I got directions to take the bus to see the Eiffel Tower, Arch De Triomphe Etoile and other Paris sites. The bus stopped short of where we wished to go because of a "strike" the drivers sometime take part in. We ended up walking which is the best way to see everything anyway. We must have walked 6 miles that day! Again, there were tourists from all over the world. We saw the Eiffel Tower, crossed the River Seine and walked through a street market that had everything from clothes, spices, fresh fruit, vegetables, fish (lots of fish), meats, (rabbits, pigs, birds all hanging, freshly killed) that went on for at least half a mile. We continued up a hill and then the Arch De Triumph appeared with the associated tourist

crowds. It is very large and although we could have gone to the top, we continued on with the trek down the Champs D' Elysees back towards our hotel. Being Christmas time, the street was lined with small huts selling candy, pastries, ornaments, scarves, hats and all kinds of gifts and souvenirs. We stopped, bought croissants and coffee while continuing the walk to the Place De La Concorde, a central area between the Arch de Triomphe and the Louvre. (We went to the Louvre later in the week but, the lines were way too long!) There is so much to see and do that we just continued to walk back to our hotel where the group was in the basement hospitality "den" having wine (vin), cheese (fromage) and bread (pain) the staple snack diet! Meeting other brokers from all over the US and Canada and hearing what works in the different areas was a great learning experience! We went out for dinner at a small café and retired early as we had an early start the next day.

Every morning we enjoyed a continental breakfast in the sub-basement of the hotel. We saw the other folks from our group and caught up with what they had done the previous day. Afterward, we packed up a small bag for the 2 of us for a 2 day stay out of Paris. We went by way of the TVG (bullet train) for our trip to Les Sables d'Olonne. The TVG travels on a welded steel track at over 180MPH! The 300 miles took a little over 2 hours with 2 stops. We brought our own wine, bread and cheese for the trip, so did everyone else, it was a party!

The train passed out of the city and quickly out into the countryside. What we saw, other than vineyards, were wind generators! There were hundreds of wind turbines, solar panels and more turbines at every turn. It seems that France is way ahead of the US in terms of energy from the wind! We saw magnificent chateaus, farms, villages and towns all along the way. Some looked like they haven't changed in centuries and others were as modern as any town.

We arrived in Nantes, and there were Avis rental cars waiting for us. The group was split up so there were 4 per car. We followed the leader through the French countryside taking in the beautiful vistas at every turn. It was another 2 hour car ride to Les Sable. Les Sable is where the Vendee Round the World race starts. This seaside town is primarily a seasonal resort area; this was the off season of course. Most of the hotels and apartments had their hard shades pulled down and the town was almost vacant. It's located on the Bay of Biscayne and offers a long rock and sand beach that goes on for miles. There's a port and marina in the center, that's where the race boats prepare for the Vendee Globe Race. After checking in, 13 of us went to a go kart track for an afternoon of "big kid" fun. These were very fast carts and with the afternoon rain the track was a bit slick. We all got wet and muddy; we had a blast! That evening a group of us went into town for dinner, wine and more great conversation. I had a fish dinner that was magnifique!

The next day the group went to the Beneteau factories which will be the subject of another article unto itself! We also went to the Beneteau Corporate headquarters for a French gourmet lunch overlooking the ocean. Beneteau has been building boats for over 120 years. Original hand drawn designs from Benjamin Beneteau, the founder of Beneteau, of the fishing boats he designed in 1884 are carefully framed in a museum like setting along with hand crafted models of many of the company's most successful designs. To date, over 42,000 boats have been built by Beneteau, that's a lot of sea miles! Needless to say, Beneteau is the leading builder in the world for a reason, innovation!

That night we had another fantastic French gourmet dinner with the entire group, by now all familiar with each other and the camaraderie and joke telling (wine will do that) was prevalent.

We left Les Sable the next morning for the drive back to Nantes and a drive by 3 more Beneteau plants. In France if you say Beneteau to anyone, they know exactly what you're talking about, boat builders of the highest regard! The TVG again ran exactly on time and we then spent the remaining afternoon walking Paris taking in more sites.

Our last day we spent again walking from our hotel to the Galleries Lafayette, a gigantic department store

behind the Paris Opera House. The windows were all decorated for the holidays and the stores were packed with shoppers. Paris is a fashion capital! Everyone is dressed fashionably in black, heels, boots, designer bags, coats and the ever-present scarves. Ladies, every name designer has a boutique there, Louis Vuitton, Gucci, Fendi, Prada, and it goes on and on! It was great to see all the trendy shops; we didn't buy anything but had fun looking! It was a long walk back to the hotel again, along the way we saw more sites, trendy shops, and one of my favorites, the jewelry district, where all the world's most famous designers showed their most recent creations just in time for Christmas!

That night we packed up for an early flight home. The flight back was uneventful but the flight from Newark to Buffalo was a bit rough as our area was hit by 50 mph winds and snow! It was good to be home.

We had heard all the rumors that the French were rude, disliked Americans, and that it was unsafe. We found the complete opposite. The French were extremely helpful, friendly, and anxious to speak English with you. The French we met went out of their way to make our visit memorable by giving easy directions, help with the Metro, money exchange, understanding the menus, correcting my poor French accent and making the trip of a lifetime, absolutely exceptional! Thank you Beneteau and RCR Yachts.

Next report, Salon D' Nautique International de Paris-The Paris Boat Show"

**NEW YEAR, NEW BOAT?** (taken from the BHSC Newsletter): "It's 2010 and the question is....are you thinking of buying a boat? New or used, like most boaters, you probably look at the ads in the magazines, and shop the Internet. But what do you do when you think you may have found your dream boat? How does the process work?"

Sure, you can try and navigate the minefield of buying and selling a boat, but, much like real estate, the used sailboat market is best left to professional yacht brokers. If you're a buyer, it costs you NOTHING to go through a broker; the commissions are paid by the seller.

What happens when you find that perfect XYZ 37 in Florida and the price and equipment are just what you've been looking for. If you call the listing broker and make an offer on the boat then you are now responsible for: 1) making an offer 2) negotiating the deal 3) getting financing 4) arranging for registration and documentation 5) finding a qualified surveyor and understanding what the survey says 6) getting insurance 7) packing and loading all the gear, boat and cradle 8) finding a trucking company 9) logistics of transport 10) off-loading your new boat 11) arranging for storage and finally 12) yard re-commissioning once your new baby arrives.

If you find your dream boat and want more information on it; that's probably the time to use a local yacht broker. A local broker has your best interests in mind, they're working for you and they live here, where you keep your boat! How do you find one? The best way is by using a brokerage firm that's a member of YBAA, Yacht Brokers Association of America. YBAA has a strict code of ethics when working with buyers and sellers.

Once you make contact with your local broker they will call and get the true story on the boat of interest. If it sounds good, they (should) accompany you for a showing. If the showing is all that you want, then a qualified offer is the next step. When making an offer a deposit is required. This lets the seller know that he has a serious buyer who has put up a deposit in good faith. A proper sales agreement is written up and presented to the listing broker who then goes over it with the seller.

The price isn't the only negotiable part of an offer. What about the engine, storage, amount of escrow, terms and other conditions? These are all parts of a negotiation that a professional broker knows how to handle. Now no one wants to be a 2 boat owner if they can help it, right? What to do with you present boat? The same is true here as well. If you're ready to make the change then the sooner you list your boat for sale, the sooner it's sold.

Four things make your boat sell: price, equipment, condition and location. Price gets an interested buyer to look. If you have kept your boat in good condition, you will be ahead of the game. Is the bottom clean with no blisters? How old are the sails? How many hours on the engine? Do the electronics work and how old are they? We're lucky here on the Great Lakes, fresh water is like giving a bath to your baby. Salt water is like putting your boat in acid, a 3 year old salt water boat looks like a 10 year old fresh water boat, there's corrosion on every piece of metal!

Once you've made the decision to sell, again find a brokerage that will market your boat. By marketing we mean not just on one website but, massive coverage of all possible media. Exposure is the best way to sell your boat. Price is what gets a buyer interested, just like the one you found.

How do you know what your boat is worth? Ask a professional broker, they have the resources to see what the current market for your boat is. NADA & BUC work fine for cars and powerboats but, sailboat sales is provided by brokers reporting to central site that compiles the data for all the brokerages to see. It's detailed by geographic area so you can see the different ranges depending on the location. Sailboats sell for 10-15% more in the PNW and Maritimes. California prices are higher too. A broker will do a search too see just what your boat should list and sell for. The market dictates what a boat will sell for. You may feel your particular boat is worth more to you but, the market says what it's really worth. Again it's about price, condition, equipment and location. If your boat is in Bristol condition then you'll get top dollar.

A broker will take proper photos, make a gear list and market your boat. They will answer all inquires, show the boat (even in winter), take offers, and deal with other brokers to sell your boat. If you're not getting any action then it's usually the price. What makes your boat better than the others out there? Getting top dollar takes time and effort. Like the buying scenario above, the listing broker can also be the selling broker. They can get offers, negotiate and help with surveys, insurance, financing and logistics. Most brokers are full time professionals that have gone through years of training to provide buyers and sellers the service they want and deserve.

So before you try and navigate this minefield alone, think about the safety and security of dealing with a trained pro who knows what they are doing! There are several locally, so do your homework and enjoy your new ride!!

## **Products & Services:**

**Interesting Control products:** <http://marinecontrol.net/default.aspx>

**Sunshade**, a company that creates sun shades for boats. Thanks to our friends at Sabre Yachts for sending us this contact: <http://sureshade.com/>

**Great Sources for Vinyl Boat Names:**

[www.signdogs.com](http://www.signdogs.com) 585-748-7006

[justyn@niagaragraphic.com](mailto:justyn@niagaragraphic.com)

<http://www.huntgraphic.com/BOAT%20GRAPHICS.htm>

**Decorations for your boat:** Pillows and tote bags that are customized with the outline of your boat, boat name, and logo in the appropriate style and color. These make a very nice gift for any boat owner. You can reach Pam at 745-7291 or [info@memoriesonestitchatitime.com](mailto:info@memoriesonestitchatitime.com) or [www.photo-tapestries.com](http://www.photo-tapestries.com)

**Interesting Maritime Site:** <http://www.maritimetoday.com/News.aspx>

**Mad Mariner, a New Daily Boating E-Magazine:** <http://madmariner.com/>

**Furrion Shore Power Products:** Selection Guide & Video at [www.furrion.com](http://www.furrion.com)

**Great books about a Great Lake** <http://chimneybluff.com>

**THE LATEST IN BOAT EQUIPMENT:** <http://www.MyBoatsGear.com>

**USCG Captain's License Training:** 877-883-9366 or [seatraining@aol.com](mailto:seatraining@aol.com)

**BOATING DVD STORE:** The list is endless! Go to [www.bennetmarine.com](http://www.bennetmarine.com)

**Viking Boat Trailers & Cradles:** [www.sailboats.vikingtrailer.com](http://www.sailboats.vikingtrailer.com)

**Ship Model Site:** <http://www.maritimemodelworks.com/>

**Delivery Captain:** Dave Block, 200 Tons Sail & Power, Mobile: 716.481.7245

**Interesting Embroidered Gifts:** [www.boatpillows.com](http://www.boatpillows.com) or 716-745-7291.

**New Product Information:** [www.sailingscuttlebutt.com/forum/products](http://www.sailingscuttlebutt.com/forum/products)

**Naval Institute Publications:**

[http://www.usni.org/store/index.asp?DEPARTMENT\\_ID=115](http://www.usni.org/store/index.asp?DEPARTMENT_ID=115)

<http://www.silverwaters.com/ed/entry.php?id=log&cnum=c1&topicno=10>

**Boat Upholstery & Canvas Work:** [rblakley@rochester.rr.com](mailto:rblakley@rochester.rr.com).

## Flea Market & Small Boat Place:

**For Sale:**

Used Pathfinder 18" 2KW Radome \$400

[brian@rcryachts.com](mailto:brian@rcryachts.com)

716-799-4860

**For Sale or partial trade:** 2004 6hp Nissan long shaft...very low hours / stored indoors. Want short shaft 2hp for dinghy. [jkrcrew@yahoo.com](mailto:jkrcrew@yahoo.com)

***Let RCR Find Your Next Boat, or Sell Your Existing One!***

## Used Powerboats:

Selected listings, go to [www.rcryachts.com](http://www.rcryachts.com) for a full list w/details:

**Current Used Boat Selection at RCR:**

43 BAYLINER 4387 Junk Yard Dogs '91 Dbl Cabin Flybridge Cruiser, Twin 340HP Merc, AC/Heat Erie (TB) 105,900

43 WELLCRAFT 43 Portafino Big Broad '88 AC/Heat, Genset, Low Hours, Fresh Water Boat, Radar Erie (TB) 59,900

42 BENETEAU Swift Trawler 2007 Radar, Autohelm, Genset, Full Electronics, Custom Canvas Rochester (CC) 375,000 New Listing

40 MAINSHIP 40 Sedan Bridge 1994 Family Cruiser, Twin 7.4L 340HP V Drive, 487 Hrs, GPS Erie (TB) 99,900

40 REGAL Commodore 402 1999 Twin Mercruiser 7.4L, Low Hours, Radar, AC, Chartplotter Erie (TB) 149,900

40 SEA RAY 400 Sundancer 1998 Twin Mercruiser 7.4L Horizon V drives 500hrs Erie (TB) 149,900

39 MAINSHIP 350/390 1999 Caterpillar 300HP Diesel, Bow Thruster, Heat/AC, Radar SOLD

39 RINKER 390 EC w/Hardtop 2007 496 Merc Mags 375hp, Bravo 3 Drives, Bot Thruster, A/C Rochester (CC) 199,900

39 SEA RAY 390 Sundancer 2004 Twin Mercruiser 8.1L, Hardtop, Express Cruiser Rochester (CC) 269,900

38 DONZI 38ZX Daytona Mistifier 2003 Twin Mercruiser Bravo 1XR, 575HP (New Warranty) Erie (TB) 225,900

38 SEA RAY 38 Sundancer Karma 2001 Twin Merc 7.4 MDI, 380HP, 240Hrs, AP, GPS/Chart, Radar Rochester (CC) 179,000

36 SABRELINE 36 Fast Trawler SS Meca '89 Twin Detroit Diesels, Aft Cabin, Plotter, Radar, AC/Heat SOLD

36 SPORTCRAFT 360 Fishmaster 1995 Twin Merc 502 8.2L , Lots of refits, Autopilot, Fishfinder Erie (TB) 65,900

34 FORMULA 34 PC Cruiser 1991 Nicely Maintained, Heat/AC, Full Galley, New Canvas Erie (TB) 49,900

34 SEA RAY 34 Express Cruiser 1988 Twin 340 Mercruisers, GPS/Chartplotter/Radar, AC/Heat Rochester (CC) 22,000

34 SILVERTON 34 Convertible Suzie Q '79 Complete Restoration, New AC, Twin 270HP Crusaders Erie (TB) 33,900

34 WELLCRAFT 34 Gran Sport 1986 New Awlgrip, Onan Generator, New Canvas, Heat & A/C Rochester (CC) 24,900

33 SEA RAY 330 Express Cruiser 1999 Very Clean Wide Beam, AC/Heat, Canvas, 632 Hrs Erie (TB) 86,900

32 BAYLINER 3218 Endorphin 1988 Twin Diesels, Economical Cruiser, Rochester (CC) 46,900

32 WELLCRAFT 32 St Tropez Express 1986 AC/Heat, Freshwater, New Garmin, Reupholstered Erie (TB) 18,900

31 CHRIS CRAFT 31 Commander Sedan 1972, Twin Inboard 235HP, Classic Flybridge Sedan Erie (TB) 13,900

31 SILVERTON 31 Flybridge 1992 Radar, AC, Fishfinder, Chartplotter, Twin 270HP 700 Hrs Erie (TB) 35,900

31 TROJAN F31 Flybridge Margo 1973 Twin Chrysler 225HP, Classic Lines, Charger, Fish Finder Erie (TB) 15,900

30 CARVER 30 Santego 1989 Flybridge, AC/Heat, Fishfinder, GPS, TV/DVD, Twin Volvo IO Erie (TB) 31,900

30 SEA RAY 300DA Sundancer 1989 New Upholstery, Awlgrip Hull, New Carpet, Tri-Axle Trailer Erie (TB) 30,900

30 SEA RAY 300 Sundancer 2002 Twin Mercruiser 5.0L Bravo III Drives Erie (TB) 74,900

30 TROJAN F30 1975 Rigged for fishing, Twin 5.7 Merc, GPS, Fishfinder Sodus Point (CC) 11,000

29 BACK COVE 29 Kilbride 2005 One Owner, Fresh Water, Dark Blue, Chartplotter/GPS Youngstown (RL) 129,900

28 MARINETTE Express Skywalker 1971 Twin Chrysler 225HP, New Upholstery, Carpet, Curtains SOLD

28 SILVERTON 28 Sedan Sails Away 1977 Twin 225HP Inboards (900 Hrs), Fishfinder, Refrigerator Erie (TB) 9,900

27 SEA RAY Seadancer 270 1984 New Canvas & Cushions, GPS, Plotter, Fishfinder, Trailer Erie (TB) 17,900

26 SEA RAY 260 Sundancer 2006 Mercruiser 300hp I/O, 140Hrs, AC/Heat, Windlass, Canvas Erie (TB) 59,995

25 ROSBOROUGH 246 Sedan Cruiser 2001 GPS, Depth, TV, Dual Axle Trailer, Mercruiser 4.3 EFI Buffalo (RL) 67,000

21 MAXUM 2100SC Cuddy 2001 Trailer, Mercruiser 5.0L I/O, Canvas, Stereo, Clean! Erie (T) 19,900  
17 CHRIS CRAFT Runabout 1957 Very Nice Classic, New Upholstery, New Hull Liner, Trailer, Sodus Point  
16,500

**We have financing rates that will beat the other guys, exclusive to RCR!**

**Contact RCR Sales:**

**RCR Yachts Buffalo** 284 Fuhrmann Blvd., Buffalo, NY 14203, (716) 856-6314 Mon. - Fri.: 9 to 5; Sat.: 10 to 4

**RCR Yachts Erie** 960 West Bayfront, Erie, PA 16507, (814) 455-6800 Mon.- Sat. 9 to 5

**RCR Yachts Rochester** 40 Marina Drive, Rochester, NY 14617, (585) 339-9730 Mon. - Sat. 10 to 5

**RCR Yachts Sodus Point** 7446 Route 14, Sodus Point, NY 14555, (315) 483-2526 Closed for the winter, see you next spring!

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**Contact RCR Sales:**

Buffalo 716-856-6314  
Erie 814-455-6800  
Rochester 585-339-9730  
Youngstown 716-745-3862

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