

RCR Yachts

From: "RCR Yachts" <sail@rcryachts.com>
Sent: Friday, January 15, 2010 12:47 PM
Subject: Fw: RCR Yachts Sailor's News

RCR Yachts Sailor's News, January 15, 2010

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1972-2010 Serving Local Sailors for 38 Years!

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

**RCR
YACHTS**

What's New? by Don Finkle: Yesterday 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 Beneteaus 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 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 290.92 million. This brought the sales figure for the year to 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 2 billion. from 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 and let me know if you'd like more information."

Saturday Work Parties tomorrow January 16 at both Tuscarora YC and Youngstown YC, members of each club come on down and help!

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.

Toronto Boat Show runs through this Sunday, Jan 17, and Cleveland Show 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.

Latts & Atts on line: <http://viewer.zmags.com/publication/4d000327>

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 Watch the YouTube application video.

Help Needed: "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."

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.

Sign up for J/boats e-news: <http://www.jboats.com/lists/?p=subscribe>

Check out the creation of Rochester sailor Sam Weiner: <http://myyc.org/>

WE NEED MORE BOATS TO SELL! Let us list your boat, or come see us about a trade-in. Call any of our sales staff for an idea of what your boat is worth.

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Used Boat Updates: The following is only a partial list of used sailboats we are offering, those shown below are simply updates. For a full list of sail and powerboats currently available please go to www.rcryachts.com

33' Hunter 33-2 *NEW LISTING* Like New, Loaded Erie, \$119,900

27' C&C 27 "Armada" *NEW LISTING* New Furler, New Electronics, New VHF, New Compass, Inboard Engine Updated, Very Clean, Youngstown \$7,900

Sail Updates:

47' Beneteau Oceanis 473 2004 "Emanuella" *NEW LISTING* Rochester, \$TBD

43' Slocum 43 1983 "Puff Pastry" New Diesel *NEW LISTING* Buffalo \$164,000

43' Hunter Legend 430 1995 "Reggae Dancer" *REDUCED* to \$99,900

42' Beneteau 423 2005 Quintessa *REDUCED* to \$219,900

42' Beneteau Swift Trawler 42 2007 "North Light" *NEW LISTING* \$375,000

41' J/41 "Bada Bing" *REDUCED* to \$59,800 Buffalo

38' Hunter 38 2007 "Mac Daddy" *NEW LISTING* Rochester \$175,000

38' Hunter 386 2003 "Livin' Beyond Zero" *REDUCED* to \$129,900

37' Beneteau 373 2004 "Bella Sera" *NEW LISTING* \$139,900 Olcott

37' Seidelman 37 1981 *REDUCED* to \$19,900

36' Catalina 36 "Windspinner" *UNDER CONTRACT*

34' Beneteau 343 2007 "Gatsby" *REDUCED* to \$114,900 Rochester

34' Sabre 34 1981 "Carnival" *REDUCED* to \$39,900

34' Irwin Citation 34 1977 "My Colleen" *REDUCED* to \$26,900

34' 1980 Sabre 34 K/CB 1980 "Suzy Q3" *REDUCED* to \$36,500

34' J/34 1984 "Soundwave" *NEW LISTING* Olcott \$24,900

33' Hunter 33-2 *NEW LISTING* Like New, Loaded Erie, \$119,900

33' C&C 33 MKII 1985 "Chariot" *NEW LISTING* \$39,900 Youngstown

33' J/100 2006 "Flyer" Buffalo *UNDER CONTRACT*

32' Beneteau 323 2004 "Jersey Girl" *NEW LISTING* Rochester, Price \$TBD

32' Beneteau 323 2007 "Estancia" *NEW LISTING* Erie \$95,900

31' Beneteau 31 2009 Like New *REDUCED* to \$93,500

29' C&C 29 MKII 1983 with Trailer *NEW LISTING* \$29,900 Youngstown

29' Bayfield 1988 "Tangled Up In Blue" \$33,900 Rochester
29' J/29 1984 Fractional Diesel "Thunder" **REDUCED** to \$8,900
28' Precision 28 1999 Diesel, Trailer **NEW LISTING** \$45,000 Rochester
27' Catalina 1985 "Tom Foolery" **REDUCED** to \$11,900
27' Catalina 27 IB 1979 "Windsinger" **NEW LISTING** Buffalo \$7,400
27' C&C 27 "Armada" **NEW LISTING** Youngstown \$7,900
26' S2 Grand Slam 7.9 1981 Inboard w/Trailer **REDUCED** to \$10,900, Erie
25' Hunter 25 1982 **UNDER CONTRACT**
25' O'DAY 25 1978 "SUE-G-Q" **NEW PRICE** \$4,900 Buffalo
24' O'Day 240 1988 **NEW TRADE** Rochester, \$6,900

Power Updates:

42' Beneteau Swift Trawler 42 2007 "North Light" 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 36 Fast Trawler **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

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.

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

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.

"America's Favorite Sailing Books" Huge selection on every sailing topic, www.sheridanhouse.com or 1-888-743-7425

Flea Market: We don't have enough to advertise, you must have something you wish to sell or get rid of? Notices here are FREE, just send us an e-mail.

Product of the Week: Swobbit® Collapsible Bucket: a unique collapsible bucket that stores compactly in its own zippered bag when not in use. The 10-inch diameter, five US gallon capacity wide-rim bucket is large enough to rinse a Swobbit® or other brand deck cleaning brush and features a stainless steel handle. Made from acrylic coated and sealed fabric, it will quickly return to its functional shape when unpacked from the storage bag. MSRP is \$14.95.

More info: www.swobbit.com

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

Dates, News & Announcements:

Jan 15-24, Cleveland Indoor Boat & Fishing Show, I-X Center

Jan 20, BHSC General Meeting at The Pearl Street Grill - Don't Miss It!!

Keynote presentation will be on big boat solo sailing and solo racing. Our three guests, Brad Enterline, Dave Amatangelo, and Greg Gorny are all members of the Great Lakes Singlehanded Society (GLSS) and are from Erie, PA. They will share their experiences and adventures as participants in the Lake Erie Solo Challenge, a 312 mile race that starts in Monroe, Michigan, rounds the Seneca Shoal buoy and finishes at Presque Isle Harbor. The BHSC General Meeting starts at 7 PM on Wednesday, January 20 at the Pearl Street Grill and Brewery in downtown Buffalo. The GLSS website is www.solosailor.org/ The Pearl Street Grill 76 Pearl Street Buffalo, NY 14202-4106 (716) 856-2337

Jan 21-25, SailFest at Baltimore Boat Show, Baltimore Convention Center

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 (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.

Jan 28-31, Strictly Sail Chicago, Navy Pier

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.

Feb 10-14, Central NY show in Syracuse

Feb 11-15, Miami International Boat Show & Strictly Sail (new Beneteau 50)

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

Feb 13-21, Detroit Boat Show, Cobo Center

April 15-17, Buffalo Boomdays www.boomdays.com

July 9-11, Sabre & Back Cove 40th Anniversary Rendezvous, Boothbay, Maine

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

Buffalo Winter Sailing Seminar Schedule 2009-2010

Sponsored by:

Obersheimer's Sailor's Supply 716-877-8221

and Ullman Sails Buffalo 716-447-9766

7:15 TO 9:30 PM, 1884 Niagara St. Buffalo New York 14207

Feb 4 Genoa Design and Trim, How to drive the boat up wind

Mar 4 Spinnaker Design and Trim, How to Sail Fast Down Wind

Mar 24 Basic Sail Trim, Basic crew work, China light

Apr 7 Using the Rules to Sail Smart, Optimizing the Boat Top to Bottom

Apr 8 Basic Boat Handling, Docking, Starting, Mark Rounding, China Light

Apr 21 China Light Organizing Meeting

Comments & Articles of Interest:

Our Trip to Paris & Salon Nautique, by 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, the largest boat manufacturing company 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 Vuiton, 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 Buffalo Harbor SC Newsletter): "It's 2010 and the question is...are you thinking of buying a boat? New or used, like most sailors, you probably look at the ads in the sailing 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, mast, boom, sails, 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 sail! 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!!

New Boat News:

Beneteau Announces their Fifth Generation: An increasing demand for larger, series built yachts which offer elegance at an exceptional value has lead to the development of Beneteau's most recent additions, the Oceanis 50 and 58. These grand sailing craft introduce the fifth generation of the modern cruising range from the world's top builder, and they launch a striking style which mates new design elements with sophisticated yet functional ideas.

Both the Oceanis 50 and 58, created by the teamwork of Nauta Design and the naval architects at Berret Racoupeau, feature a sleek profile with lean lines, a low coachroof highlighted by a long "eyebrow" window and a mounted mainsail arch. The injected GRP arch is ergonomically integrated into the design to blend into the overall taunt lines, and as there is no need for a traveler track on the deck, it allows for the companionway to be larger plus it provides ease of movement throughout the cockpit and into the cabin.

"It delivers a new interpretation of comfort and luxury under sail!" Said Bruno Belmont, Sailing Development Manager at Beneteau, upon testing the boats in their initial sea trials, where the performance was confirmed as continuing the trends to deliver ever faster sailing speeds with greater stability than predecessors of similar size.

The sumptuous interiors are entered by gently-inclined companionways which open into enormous saloons with galleys that are more like full-size kitchens. Forward, splendid owner's staterooms with ensuite heads

provide magnificent space and numerous unique storage compartments. Both the Oceanis 50 and 58 offer a choice of layout versions for sailing couples or cruising with a bigger family. They also encompass detailing that is luxurious and contemporary with woodwork in lustrous, mahogany stained Alpi, LED lighting, and stainless steel with leather accents. Each living space has innovative features which are firsts, such as vast areas of deck translucency on the 58 which brings the outside into the warmth of her interior, or the energy stingy, bi-speed refrigeration system on the 50.

The Oceanis 50, crafted at Beneteau's Marion, SC factory, will make its North American debut at the Miami Boat Show taking place February 11th-15th. And while there, or soon after the show, there will be limited sea trial availability in the sunny climes of Florida. Don't miss the opportunity to see this latest generation of Beneteau and perhaps sail her in beautiful blue seas! The Oceanis 58, produced in France, just made her debut at European shows.

Beneteau USA, the American division of the world's largest sailboat manufacturer, builds hundreds of 31-50 foot production sailboats in Marion, SC and imports power and sailing yachts up to 58 feet in length from its parent company in France.

BENETEAU FIRST 40 WINS BOAT OF THE YEAR AWARD: The new First 40 was awarded Boat of the Year by Sailing World Magazine for Best Crossover. For the complete story visit www.sailingworld.com
For more info about the First 40 please visit www.Beneteauusa.com

RCR is a Beneteau Platinum Dealership! Beneteau has created a program that ranks all of their dealerships on a variety of factors, one of the main components being customer satisfaction and service. RCR has attained the highest ranking, the Platinum level. This comes on top of winning the President's Service Award from Beneteau in October. Congratulations to our staff for a job well done, and thanks to our loyal customers for your support.

J/95 won the Cruising World Domestic Boat of the Year award AND was also named Best Weekender. "The judges were impressed with the J/95's sailing performance, functional accommodations, and shoal-draft keel/centerboard," said Cruising World senior editor Bill Springer. "At a time when many families are cruising waters closer to home, it's the ideal weekender for nearby bays, and it'll be up to longer coastal cruises when time permits."

The Sabre 456 is coming: The Sabre 456 (ex-452) will make a come back in the summer of 2010. This fabulous Jim Taylor design is timeless. Jim Taylor will be working on a new keel design to really optimize her performance with the latest research. Look for the 456 launch in mid-summer 2010!
www.sabreyachtsblog.com/2009/11/the-sabre-456-is-coming.html

Hunter 39: <http://www.huntermarine.com/Models/39/39Index.html>

Hunter 50CC: <http://www.huntermarine.com/Models/50CC/50CCIndex.html>

New Beneteau 50 info, to be unveiled at Miami show in February:
www.boat-mail.net/e-beneteau/New_oceanis50/New_Oceanis50.html

New Boats Available for Viewing at RCR:

Beneteau 31, 34, 37, 40, 43, 46

Beneteau First 10R, First 36.7

Hunter 27, 31, 33, 36, 38, 41DS, 45CC

J/100

Sabre Spirit 36, 386, 426

Back Cove 26, 29 Hardtop Express

Don't forget that RCR handles both sail and power.

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

RCR Yachts of Erie News by Tracy Buczak: *(nothing this week)*

Tips, Products & Services:

Viking Trailers is offering a 10% discount on all Trailer parts and service work. Just say "RCR Newsletter" and receive your discount. Viking also offers Sailboat Hull, Boot stripe and Topside painting, in house only.
Viking 724-789-9194

Interesting site: <http://www.canadianyachting.com/>

Nautical Trivia "The Sailing Board Game" www.usasummit.com 1-516-628-8486

Boat Canvas Work:

rblakley@rochester.rr.com Julie Blakely
Custom Covers & Canvas: 716-298-5946, Rich or John
Wilson Upholstery & Canvas: 814-474-3618 The lovely Phyllis

Great Sources for Vinyl Boat Names:

www.signdogs.com 585-748-7006
justyn@niagaragraphic.com
<http://www.huntgraphic.com/BOAT%20GRAPHICS.htm>

Beneteau Facebook Page: <http://www.facebook.com/pages/Beneteau-USA/93010103950>

Interesting Website: Ken Palmer sent this: www.lakeontariosailing.com

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

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

BOATING DVD STORE: The list is endless! Go to www.bennetmarine.com

Viking Boat Trailers & Cradles: 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 or 716-745-7291.

New Product Information: www.sailingscuttlebutt.com/forum/products

Flea Market & Small Boat Place:

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

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.

For Sale:

1) Chutescoop, used very little, 30' long, 9" diameter - excellent condition, \$125
(For your info the following info is from the Chutescoop site : Chutescoops are sized according to sail luff measurements (use the "I" dimension of the boat if the sail luff is not known). Chutescoop sleeves are supposed to be shorter than the sail luff. On cruising spinnakers, use a Chutescoop that stops just short of the leech clew (unless the measurement between luff length and leech length is excessively long). On poled spinnakers allow 3 to 4 feet of sail below the sleeve to permit the pole to be trimmed.)

2) Propeller, 3 blade bronze, 17 x 14, \$200 OBO

3)2 Lewmar hatch trim and screen kits for #60 hatch (20" x 20") - \$50 for each or best offer, photo available upon request

4) 2 offshore orange PDF's, adult size, \$25 each or BO, photo on request
contact rwaller@twcny.rr.com or call Bob at (607)387-5207

Cleaning out the Basement:

28" diameter stainless wheel
34" diameter varnished teak wheel
40" diameter stainless wheel
Force 10 grill
33# Danforth anchor
Tbooth@k-100.com

For Sale:

Used Pathfinder 18" 2KW Radome \$400
brian@rcryachts.com
716-799-4860

Contact RCR Sales:

Buffalo 716-856-6314
Erie 814-455-6800
Rochester 585-339-9730
Sodus Point 315-483-2526
Youngstown 716-745-3862

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