

SOUTHWEST FLORIDA YACHTS

INC.



FLORIDA SAILING & CRUISING SCHOOL

Experience the Boating Life![™]



E-YARDARM – Fall, 2008

Don't forget our 25th Anniversary Specials!

CHARTER SPECIAL

25 Years of Yachting Excellence

It's Our 25th Anniversary, and We have a Present for You!

Announcing Our 3-Year Anniversary Celebration!

January 1, 2008-December 31, 2010*

Our Gift to You:

Winter (12/15-4/30): 1 Free Day with a 3-Day or longer Charter!

Summer (5/1-12/14): 2 Free Days with a 3-Day or longer Charter!

*Charter must begin on or after 1/1/2008 and end on or before 12/31/2010.



SCHOOL SPECIAL

January 1, 2008-December 31, 2010

Our Gift to You:

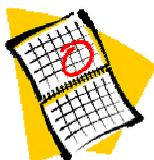
Sail and Power Students Who Graduate From Our School

Between January 1, 2008 and December 31, 2010

Will Receive a Free Nautical Gift by Weems & Plath.*

* Some restrictions apply.

Class must begin on or after 1/1/2008 and end on or before 12/31/2010.



The weather is beautiful! Wish you were here! Fall is a great time to cruise in Southwest Florida. Come on down for a long weekend or a week-long sail or power charter or class. And don't forget to reserve your winter or spring cruising dates soon! Call 800-262-7939 or Email us at info@swfyachts.com.



BERTH ANNOUNCEMENTS!

New to Our Fleet –“HEATHER MICHELLE” American Tug 34

“Heather Michelle” is named in memory of the owners’ beloved daughter and a reminder to take time to enjoy life. They couldn’t be more pleased than to have you take this beautiful vessel on an enjoyable cruise. This popular pilothouse styling is perfect for a couple or family group to cruise in any kind of weather. Rain or shine you will live life to the fullest aboard “Heather Michelle” as you cruise through the beautiful barrier islands of Southwest Florida!

Berth Date: August 28, 2008

Type of Vessel: American Tug Pilothouse Trawler

Weight at Berth: 20,000 lbs.

Length at Berth: 34 feet



Equipment includes:

Single Cummins 6 cyl. Diesel, bow thruster, generator, inverter, Electric stove with oven, refrigerator/ freezer, color flat panel TV, DVD player, stereo with CD player, GPS with color chart plotter, radar, autopilot, inflatable with outboard and a whole lot more!

Charter Rates Per Week: Winter \$2989 Summer \$2393



New to Our Fleet –“SEA SHELL II” Albin 28 Tournament Express

Berth Date: September 10, 2008

Type of Vessel: Albin Tournament Express Cruiser

Weight at Berth: 7,500 lbs.

Length at Berth: 28 feet

Equipment includes:

Single Yanmar diesel, trim tabs, Norcold refrigerator, microwave oven, air conditioning, enclosed head with shower, GPS, radar, stereo, rod holder, live bait well and more!



This “Downeast” style vessel is perfect for a day on the water, a fishing trip or a long weekend cruise!

Charter Rate: First Day: Winter \$395 Each additional day: \$300
Summer \$315 \$250



Coming to Our Fleet this Winter . . .



. . . a 2008 Mainship 40 Expedition and a 2006 Silverton 43 Motor Yacht!
Watch for details!



From a Dream to Reality

by Reid and Diane Lyon

Little did I know when my wife, Diane, and I signed up with Southwest Florida Yachts in Fort Myers, Florida in 2007 to learn how to become fairly proficient (meaning we have an awful lot to learn) in handling a trawler, that we would own a beautiful Tug/Trawler a year later.

I grew up on the water in the Northern Neck of Virginia which is right between the Potomac River to the north and the Rappahannock River to the south and spent my early days on crab boats and later on sailboats. But even as a kid, I had a love for tugboats and trawlers but it wasn't until I got in touch with Vic and Barb Hansen at SWF Yachts that I realized a dream of having my own could come true.

When I initially contacted them, they talked to me about taking two of their trawler courses through their educational division, Florida Sailing & Cruising School. The courses would train us in basic powerboat handling and inland powerboat cruising before we ever thought about ownership. Thankfully we took those courses under the wise and experienced wing of Captain Chris Day who had the patience of a saint - particularly when it came to docking a Grand Banks 36. These courses also taught us that we were very comfortable with trawlers and spending a good deal of time on one that was ours.

We started looking in every cruising and boat related source that we could find that had any information about trawlers including ownership, plusses and minuses, prices (which definitely a minus in many cases), maintenance, etc. Frankly, the process began to overwhelm us given that everybody had the best boat for the bargain of a century and it was hard to trust the process. So, we decided to call Barb and Vic and ask them to help us out. From our first interactions with them during our trawler courses we knew we could trust their experience and judgment and asked if they would help us locate the boat we wanted. They said they would and a very non-stressful and highly educational process began. We learned the facts about the "deals of the century", the hidden costs in trawler ownership, which boats were very high maintenance, and all of the details that ensure that whatever you buy would meet your expectations.

Given the criteria that Barb and Vic recommended we located a boat with potential and Vic drove a couple of hours to inspect it. His report was clear, honest, and without any hype and, on the basis of the details he provided and the expert brokerage service they provided, we are now the owners of a beautiful 2004 American Tug Pilot-House Tug/Trawler - the *Heather Michelle*. In addition, Barb arranged for Captain Charles Ryan, a retired Navy Captain, to teach me all of the systems on *Heather Michelle* and how to handle her in situations where she and I would find ourselves. If you ever have a chance to be a student of Captain Charlie, don't hesitate at all.

But the story does not end here. Diane and I live in Texas and thus would not be able to use *Heather Michelle* as much as we wanted. We also wanted her to stay in Florida for a bit as we were interested in exploring Florida waters and beyond. So we talked with Barb and Vic about the benefits of having them charter our boat which would keep her active, maintained, and crewed only by those who were deemed proficient in boat handling, navigation, and so on by a SWFY Captain. In addition, our chartering arrangement has the potential of earning a bit of money that could go a long way toward the attention that *Heather Michelle* will need every year.

So there it is. By working with Barb and Vic and the great people at SWFY, we learned how pilot a trawler, we learned what you should look for in buying the boat of your dreams, we received outstanding and trustworthy representation in "closing the deal", and we learned how our *Heather Michelle* can be cared for as she does her work in Florida through the owner chartering program.

It's probably obvious - we are very happy with Southwest Florida Yachts.





YACHT SALES AND BROKERAGE

*Vic Hansen is a licensed Florida Yacht Broker and Barb Hansen is a licensed Florida Yacht Salesperson. Call us to make an appointment to see any of these lovely yachts or to discuss any other vessels you may have an interest in owning. <http://www.swfyachtsales.com/>
All of these yachts are available for private or charter yacht ownership. Ask for details!*

FOR SALE

1999 CARVER 356 - TWIN ENGINE

New to the market - \$134,900!

New bimini top and new outboard!

Twin Cummins 330 HP diesels, Westerbeke 7.5 KW generator, electric stove with oven, refrigerator/ freezer, air conditioning and heat, GPS, Autopilot, new canvas bimini top, inflatable dinghy with new outboard!



1995 ISLAND PACKET CAT, PACKET CAT 35

REDUCED! \$129,900

***Just added: New interior cushions;
new cockpit cushions and new bimini & dodger!***

Twin Yanmar 27 HP diesels, air conditioning, 12 VDC refrigeration, GPS, Autopilot, inverter, anchor windlass and more!



1993 ISLAND GYPSY 32

TWIN ENGINE TRAWLER- \$99,000-Unbelievable!

All new beautiful salon cushions & curtains!

Twin Volvo 130 HP diesels, Westerbeke 5 kw generator, Air conditioning/heat, refrigerator/ freezer, electric stove, stereo with CD player, Color TV with VCR, and Garmin GPS Map.



***1999 LINSSEN 320 DUTCH STURDY STEEL TRAWLER-
\$198,000 - A small ship that's big on quality and built with
fine Dutch craftsmanship!***

Single Volvo 88 hp diesel with bow thruster, dockside air conditioning and heat, GPS, Autopilot, Dinghy with motor and much more! Ready to cruise!

2003 MAINSHIP 390 TWIN ENGINE TRAWLER

New to the market! \$219,900

Twin Yanmar 240 HP diesels, Kohler 8 kw generator, air conditioning and heat, refrigerator, stereo with CD Player, color TV with VCR, autopilot, Radar & GPS!





Two SFY Yacht Owners Cruise the "Great Loop!"

Two of our charter yacht owners have "left the nest" for a cruise around the "Great Loop!" For one couple, Madison and Marlene Groves this voyage is a 7-8 month sabbatical; while for the other, Bob and Kathy Hunt it's a 2-year long sojourn. Last time we brought you the story of the Hunts aboard their Mainship 43, "Sootsus at Sea." This month we feature an article by Madison Groves as he and his wife, Marlene cruise aboard their Grand Banks 42, "Joy @ Sea."



Joy @ Sea

It was at a business lunch in downtown Minneapolis that one of my clients, Joe Weissenborn had just finished reading the book entitled *Honey, Let's Get a Boat*. Both of us are boaters so our conversation always moved to our favorite pastime topic after taking care of business. I ordered and read the book, not realizing that the dream and experience chronicled in that book authored by Ron and Eva Stob would someday become our own.

Looking back from today it is a dream also experienced by hundreds of other boaters. An association founded by them (America's Great Loop Cruisers Association) has about 6,000 members who are planning, going, or have gone on THE BIG ADVENTURE.

So what is this big adventure? It is a boat cruise up the Eastern US coast, through much of Eastern Canada and through the Great Lakes, down the river system starting from Chicago and ending up in Mobile, Alabama, closing the loop from where you started.

In our case, we bought a Grand Banks 42 foot trawler *Joy @ Sea*. Vic Hanson at Southwest Florida Yachts helped us in the negotiation for the boat and Barb Hansen and her team put the boat into bristol condition for their clients to charter and for us to use on our trip. We chose the Motoryacht version of the Grand Banks because of the very spacious aft cabin. SWFY chartered it to their clients for about 18 months before we took possession of it to begin our journey from Ft. Myers, Florida.



Marlene & Madison

Exploring America by boat is much different from, say doing it from a car or an RV. In a boat, you arrive into a city's waterfront which is usually the most beautiful part of the area. But if you're not into downtown waterfronts, there is the quiet anchorage which is usually framed in a beautiful sunset at the end of the days journey. Then there are the spectacular views like those along the small craft channel of Georgian Bay, Ontario, Canada. One of our favorite anchorages so far has been in a bay of the North Channel by Johns Island.

Marinas and anchorages are ample throughout the 6,000 miles of coastal, intra-coastal, and river routes. Our preference was marinas, accounting for about 80% of our overnight accommodations. A number of city's have free docks for boaters like us, including one in Jolliet, Illinois who also added electricity.

Every day brings its own fresh set of surprises, most of them good. The bad ones are made easier when you realize that you really do have that needed spare part for the generator when the belt breaks. Of course, there are marine technicians usually nearby if things get too complex.

As of right now, we are about 2/3rds through our adventure and can say without a doubt that it has exceeded our expectations in almost every way. If you are thinking about doing the Loop, the best time to start planning is now.





TAKE TIME; MAKE TIME

By Barb Hansen

Time and tide wait for no man. Nor this woman. I'm not worried about the tides but, ladies and gentlemen I could sure use more time.

I know time can't give us more of itself. It flows regularly and inescapably forward. There is no turning back the clock or the calendar. I wag my finger and preach to people to make time to go cruising. But, I confess here, brothers and sisters I fail to live by the gospel of relaxation myself.

My Internet connection was out for several days recently. I felt awful. I couldn't receive emails. Worse yet, I couldn't answer the emails I couldn't receive. Would my customers consider me rude or think that I viewed their messages as unimportant? I called on the cyber gods, and my IT guy to set me free.

I could have seen this unexpected lost connection as a welcome opportunity to rearrange my schedule so Vic and I could go on a short cruise. Or maybe we could take the day off just to go fishing. No, Barb, no, said the voice in my head. You must check things off of your to-do list and neither fishing nor cruising is on your to-do list today.

I'm not particularly fond of my to-do list; however, I manage to beg, borrow and steal time away from other things in order to accomplish those inexhaustible tasks. I have to get the car serviced, go to the dentist, send a card to so and so, register a boat, buy some office supplies, take the cat to the vet, take the dog to the groomer, pick up this, drop off that, and then get to the office. Hurry, Barb.

I live in a world of multi-tasking mania. Even a walk to the mailbox requires a stop to fill up the cat food, bag up the trash, and pull a weed or two. When we lived on our boat we didn't even have a mailbox – or a cat or a yard for that matter. Ahhh, life was simple. Don't get me wrong. Though. Both our home and our business are near and dear to my heart. More than twenty years in our home and 25 years in business – where does the time go?

My Dad turned 90 in September. "Time marches on," he says. "Take time to smell the roses," he preaches. He knows about time. I should listen.

Yet, there is much to do. My to-do list grows as quickly as my grass with the summer rains.

For now, though it can wait. Slow down, Barb. There is time to cruise, fish, read and garden. I just have to make the time.

Happy  Halloween



Coming in December . . .

. . . Rosborough RF-246 Sedan Cruiser with Single 175 hp Suzuki Outboard!

Perfect for a day cruise or a week-long getaway, this small ship many of the amenities of her big sisters including: bow thruster, dockside air conditioning, Raymarine electronics, auto pilot, fully-equipped galley, opening ports & hatches and more!

**Charter Rate: First Day: Winter \$395 Each additional day: \$300
Summer \$315 \$250**



Announcing...

ASA Winter 2009 Sailing Flotilla in Southwest Florida!

Cruise through the barrier islands of beautiful Southwest Florida with other ASA members! This bareboat flotilla is designed to introduce sailors to a new charter destination where they will be accompanied by a lead boat and they will have the opportunity to meet cruisers from all across the country. We will participate in this event (the first ASA flotilla in Southwest Florida) by offering our sailing yachts for charter for this special week-long vacation afloat!

There will be planned events throughout the week at some of the most beautiful cruising destinations in the world! Watch for details at www.swfyachts.com or www.flsailandcruiseschool.com or call us at 1-800-262-7939!



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