

SOUTHWEST FLORIDA YACHTS

INC.



FLORIDA SAILING & CRUISING SCHOOL

Experience the Boating Life!

E-YARDARM – March, 2010



Happy St. Patrick's Day!

Tired of the cold? Feeling under the weather? Ready for a "spring break" from "Old Man Winter?"



We have the perfect old-fashioned remedy. Choose one of our sail or power yachts and call us in the morning!



*Last Call for Our Anniversary Special!
Our 25th Anniversary Celebration Ends this Year!*

CHARTER SPECIAL

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

Winter (12/15-4/30): 1 Free Day with 3 Days More!

SCHOOL SPECIAL

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. Charters & Classes must end on or before 12/31/2010.



***We hope to see you in 2010!
Check your calendar and call us soon!***





Charter Yachts of the Month



Our two new power yachts are sure to bring you good luck!

“LADY LYN”- 2006 Jeanneau Prestige 36

This Lady will be the perfect hostess for your next cruise - and she'll make heads turn all along the waterway!

Equipment includes: Twin Volvo Diesels, Generator, 2 cabins, 1 head, TV, Stereo with CD player, GPS, Radar, Autopilot, A/C, Dinghy, Outboard motor and much more!



Charter Rates Per Week:

Winter \$4090
Summer \$3273



“... And Everywhere”

2005 Mainship 43 Double-Cabin Trawler

You can cruise here, there “... and Everywhere!” This modern, roomy yacht will sleep 6 in style!

Equipment includes: Twin diesels, Generator, Radar, Chart plotter, Auto pilot, Electric stove, 2 cabins, 2 heads, full-size sleeper sofa, washer/ dryer, TV, stereo, and more!



Charter Rates per Week:

Winter: \$4587
Summer: \$3668



Coming Soon to Our Fleet . . .

**. . . Hunter Passage 42
Double-Cabin Sailboat!
Watch for details!**





SECOND TIME AROUND

by Jack Allyn

Priorities change. After four years living aboard and cruising the east coast of our country in *Sojourner*, our Island Packet 31, AnnaBelle and I decided it was time to move on to the second part of our retirement plan: to explore the West by RV. But we love our boat, as does Benjamin, our five year old grandson. So we decided to keep *Sojo*.

Jack & AnnaBelle Allyn

The questions then became how can we travel far from her and know she will be safe and secure, how do we keep her in top condition while we travel, how can we keep her available and ready for occasional use and how do we afford all this? Fortunately, we already knew the answer to these questions: Southwest Florida Yachts.

We had chartered several times with them and knew from experience how well they kept the boats. We had even chartered *Sojourner*, under another name, and had fantasized about owning her. So when she came on the market, we bought her and put her right back in the SWFY charter fleet for the first three years of our ownership. We were not traveling then, but I was still working full time and knew I would not be using her much nor be able to keep up with maintenance as well as she deserved. Since we are life-long Florida boaters, we know how fast boats deteriorate in sub-tropical heat, sunlight and salt air if they are not used.

Our experience that first time around was uniformly positive. Vic and Barbara Hansen, owners of the company have created a business model which has kept the company viable and well resourced for 25 years. They have recruited and motivated a top notch and friendly staff in every position from administration right down to the person who washes the boats. They work very well with the owners of the boats in the fleet and treat the boats themselves as if they were their own. And they even survived Hurricane Charlie with only minor and easily repaired damage to the boats. It's no wonder they have stayed successful as long as they have. During those first three years *Sojourner* earned her keep, paying for her maintenance, dockage and insurance. Although we did not make a profit in cash, we did not have a cash loss either and we did profit greatly by having a well maintained and outfitted vessel ready for us when we finally did retire.

As with anything worthwhile, we faced challenges putting her back into the fleet. Removing personal gear, pictures, clothing, books, DVDs, extra food stores, and all the paraphernalia of living aboard required uncounted cart loads to the RV, at least ten SUV loads to our storage unit, and hours of work. All the stuff we had aboard amazed us. *Sojourner* came up two inches on her lines.

Then there was the question of returning *Sojo* to "generic boat" configuration. Do we leave the inflatable PFD's aboard? (Answer: No.) Do we leave the auto pilot? (Answer: Yes.) How about the rather personal way the lazy jacks for the mainsail are rigged, do we simplify them? (Yes.) Do we leave the heavy weather staysail? (No.) And so it went.

There were also numerous little nagging maintenance items to clean up. We could live with a switch that needed encouragement to work, because we knew just how to push it. It needed to be fixed for charter service. There was a cabin light to replace, a 12V outlet that was not working, wiring to clean up behind the TV, and so forth. There was an anchor rode near the end of its serviceable life which needed replacing for charter service, probably sooner than we would have for ourselves. Below deck there were what seemed like acres of teak which needed cleaning and oiling for *Sojo* to look her best, a stove to clean, bedding to replace and so on. Most time consuming of all, there were two maintenance coats of varnish needed on all the teak trim on deck. The September heat in Florida made working on deck almost unbearable.

The last part of preparing *Sojourner* for charter was gearing up for the business. We made sorties to local chandleries and other retail stores to conform the gear and galley inventory to SWFY standards. We created a charter log book, updated charts, and re-wrote inventories. We also created a "Boat Book" with copies of important documents, instructions on "How Things Work" and the inventories.

At last it was time to finish up and deliver *Sojourner* to Burnt Store Marina and the active sailboat charter fleet. We departed Marina Town in North Fort Myers under power on the morning of September 28 in brilliant sunshine, reveling in being underway again. With *Sojo's* new Yanmar purring underfoot, we eased down the Caloosahatchee into San Carlos Bay and across the "Miserable Mile" below St. James City on Pine Island. The Sanibel bridge was to port, Pine Island was to starboard, beautiful in its lush, sunlit greenery accented by the black sky behind. As we rounded the corner north into Pine Island Sound, blackness spread across our field of view from offshore Captiva to Pine Island and the mainland. We flirted with turning back, but this was the only day we could deliver *Sojourner* ourselves. With some misgivings we decided to be resolute and press on north. The storm was miles ahead and a quick look at the weather radar on our cell phone showed it was not moving toward us but rather from west to east, and quickly. This time we were rewarded for our decision. The storm cleared ahead of us as we motored north into Charlotte Harbor and turned east towards Burnt Store. Once again we were in brilliant sunshine with Burnt Store's condominium towers ahead, bright in the sun, heightened by the blackness of the storm receding to the east.



And so another chapter in the story of *Sojourner* came to an end. Was it worth the work? We think so, and we sincerely hope those who charter *Sojo* agree with us as they extend her story with their own adventures in that cruising paradise called South West Florida.



YACHT SALES AND BROKERAGE

Barb Hansen is a licensed Florida Yacht Salesperson. Call Barb 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!



FEATURED YACHT



← 2006 Silverton 43 Sport Bridge

Twin Engine, Double Cabin Yacht

\$379,000

Just listed! A beautiful yacht!

Twin Volvo Diesels, Kohler 10kw generator, 2 cabins, 2 full heads with Vacu-flush toilets, 2 flat panel color TV's, DVD player, Stereo with CD player, Raymarine GPS and Autopilot, Refrigerator/ freezer, electric stove, microwave oven, wet bar on bridge, West Marine RIB dinghy with 6 hp Mercury outboard, and everything you need to cruise!

Come and see "Tricia Ann" today!





ADVENTURES IN RETIREMENT

By Barb Hansen

Thanks to medical science we are living longer. Thanks to ibuprofen, we're also functioning longer as well.

Retirees, especially, are beneficiaries. With time and a bottle of friendly caplets on their side they can do things earlier generations of retirees could not. Instead of sitting in a rocker and watching re-runs of Golden Girls, retirees today are sitting in a catbird seat and self-directing their lives into new and exciting adventures.

I know this because in my job as proprietor of a yacht school and chartering enterprise I have been privileged to talk to some of these adventurers and I am watching the first wave of boomers plan and take action for the best years of their lives.

One popular plan is our charter yacht ownership program. Essentially, boating couples sign the papers for the vessel of their dreams, but they do it well in advance of the retirement date. They vacation on it, of course, but the yacht joins our charter fleet so others can enjoy it, too. The owners are compensated for this. It helps pay for the boat, the upgrades and upkeep. When they retire, they'll already have their winter home in Florida, ready to enjoy this great cruising destination and ready for extended cruises to other wonderful ports of call in the U.S. and Caribbean.

Many people who attend our liveaboard yacht school are finishing up their careers and soon will have the time to do what they really want to do. Cruising is a big part of their retirement plan. More than once I have heard them talk about cruising the "Great Loop." Sometimes called the Great Circle Route, this is the continuous waterway that takes cruisers up the Atlantic Seaboard, across the Great Lakes, down the Mississippi, and along the Gulf of Mexico. They even have their own association.

Cruising the Great Loop seems somehow appropriate for our goal-setting culture. Buried in our careers we seek to build a nest egg and to provide for the future. Once security is in our sights, we look to fulfill another basic instinct -- adventure. An ambitious plan like cruising the Great Circle Route does that.



For some, the Great Loop is their cruising goal, the summit or pinnacle of their boating journey. Once it is accomplished, they hang up their Topsiders and turn to gardening. For others, the Loop is just one leg of a lifelong adventure afloat.

Cruising also is a civilized way to fulfill the deep-seated desire we all have to return to the basics. I call this satisfying our "call of the wild" instinct. Instead of a closet full of clothes and shoes, we bring onboard a duffel bag's worth of basics and boat shoes. Cruisers know that so long as their clothes suit the weather their outfit is probably perfect for every occasion.

Once upon a time Dinah Shore sang about seeing the USA in your Chevrolet. Today, she could be singing about seeing the USA in your cruising boat. Cruising is a great way to see the USA without having to pull your wheeled vehicle into a gas station every few hours and an interstate motel every night. When you're cruising, you don't have to pack and unpack every night. With cruising, your castle is also your mode of transport. It's fun. It's scenic. It's very economical. It's romantic.

Today's new generation of retirees are redefining "sailing into the sunset."



Summertime Cruising in Southwest Florida is the Best!

Plan now for your 2010 Memorial Day,
4th of July & Labor Day on the water
in beautiful Southwest Florida!



Reserve a yacht for a "sparkling" Holiday on the water!

*What could be better than picnicking on an island or watching the fireworks
from the deck of your private yacht!*

Give us a call today to reserve a sail or power vessel.

**** Don't forget our 25th Anniversary Specials! ****

CHECK OUT OUR WEBSITES!



For complete charter, school, and yacht sales information, try our websites:

www.swfyachts.com * www.flsailandcruiseschool.com * www.swfyachtsales.com

For more information on charters, classes, charter yacht ownership, or brokerage yachts for sale, please call us at 1-800-262-7939 or 239-656-1339. E-mail: info@swfyachts.com



*If you are planning a trip to our area
we invite you to stop by and see us!
We are open 7 days a week!*



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