



Curtis Stokes' **Recommended Best Buy** **Newsletter** **Issue #6**

Presented by Curtis Stokes
Yacht Sales Agent

Welcome to my yacht market Best Buy update. In each newsletter, I will present what I feel are the best buys and charters on the yachting market. I base this belief on a combination of price, condition, amenities, and possible charter potential for brokerage yachts, along with special rates, events, location and amenities for charter opportunities. If you see another yacht that you feel is a great buy or charter, or just have a question about the yacht, please contact me and I will research the yacht in a similar manner to my choices below.

I have added a new section at the end of this newsletter called Crew Corner. I hope you find this industry news interesting. There is also an article on skin cancer, since this is a subject very related to the health of anyone working or cruising on yachts. I welcome similar articles from anyone who has something worth sharing with others in our industry.

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July 1, 2005

Although summer normally is our quiet time in Florida, this summer seems to be a continuation of strong sales and charter activity. If June is any indication of the rest of the summer, we are in for a fantastic summer season of yacht sales and charters. I have several new and very exciting sales listings to offer in the near future, which will be featured in my next newsletter and just in time for the fall boat show season. Only 83 days left to the Monaco Yacht Show!

I wish you fair skies, calm seas and a lifetime of enjoyable yachting or fishing!

Curtis Stokes

New Listing!



I just listed this 34' Ocean Master center console for \$149,500, which is a **\$50,000 price reduction!** She has a massive cockpit for diving or fishing and has been used as a tender towed from a 121' motor yacht. There is a head and two berths in the huge console. She has been stored undercover and the owner has sold his yacht, so he wants her sold now. Hurry, this one won't last long!

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1. **Utopia (75,000,000 Euros):**



I am not including *Utopia* because her price is extraordinarily low, but rather because here is a chance to buy a new 234' Feadship without the wait. She's MCA compliant and her CAT main engines give her a range up to 5,000 nm and top end of 16 kts. Heli-pad, wine cellar

and massive owner suite with your own personal deck make this the best large yacht buy on the market.

2. **Christine (\$5,995,000):**



This Bannenberg designed 132' Oceanfast completed a major refit in 2003 and just had a **\$2,900,000 price reduction!** As a 4 stateroom, 24 kt jet boat with shallow draft, breathtaking interior and an on-deck master stateroom, *Christine* is definitely a Best Buy, especially for extensive Bahamas cruising!

3. Adler (\$4,100,000):



Another 4 stateroom jet boat, but *Adler* does 40 kts with a turbine between her big MTU mains. This 116' Baglietto has been docked undercover and maintained beautifully. With her speed and shallow draft, she would make another great Bahamas cruising yacht. A short cruise from Portofino to St. Tropez wouldn't be bad either!

4. Spirit (\$1,975,000):



Here's a unique 3 stateroom, 25 kt, 82' Wavepiercer with shallow draft that also offers a very stable ride and has huge interior volume. Stand out from the crowd in a very comfortable fast yacht at a great price!

4. Atlantic Rover (\$1,995,000):



Now one for the traditionalists. This 3 stateroom classic style Derecktor has CAT engines giving her a comfortable 3,100 nm range. Her asking price was recently **reduced \$500,000!** She's in mint condition and very seriously for sale.

Best Sportfish Buy:
Sledgehammer (\$1,750,000):



This 72' enclosed flybridge/full tower Rybovich has 4 staterooms, a 4'10" draft and a 39 knot top speed. Combine that with her stunning Birdseye Maple interior, towering 8 1/2' headroom in her main salon and a recent \$755,000

price reduction and she's the absolute **sportfish Best Buy** today!
Further reduced another \$225,000!!!



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Best Yacht Charter Opportunities:

1. **Touch:** This 120' Custom motor yacht normally charters for \$60,000 per week, but now she is offering a special summer rate of **\$48,000 per week**, plus expenses. The dashing Australian, David Rutherford, is now captain and he and his crew are very eager to charm their many charter guests in the Bahamas this summer!
2. **Leda:** This very well known and successful charter yacht is a 115' Trinity chartering in the Bahamas for \$42,500 per week, plus expenses. A really fun crew awaits their charter guests this summer, which is the best time to cruise the Bahamas.
3. **Katina:** New to our fleet! This spectacular 100' Hargrave is going to become a favorite quickly. She is chartering in New England for \$34,000 per week, plus expenses. This also includes a 32' Intrepid tender. The custom interior (with 7' headroom) is quite amazing.
4. **On Seafari and Nicole Marie:** Here's a reminder that *On Seafari* has a few weeks left in New England and *Nicole Marie* has a few weeks left in the Pacific NW and Alaska. Both yachts have great rates and terrific crew, so here's the last opportunity to take advantage of rare available weeks onboard.

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Recent Best Buy Yachts Sold:

1. **Roxana** (\$18,750,000): A stunning 154' Admiral I featured in issue #3 sold recently for a rumored \$16,750,000!
2. **Orion** (US\$5,495,000): This classic 125' Feadship sold recently for a rumored stunningly low \$4,200,000! This yacht is one of the best classic yacht buys ever!
3. **Morgan Star**(\$5,295,000): Thank you to Bruce Schattenburg in our office for selling this great yacht I had listed for a sale price of \$4,800,000! We listed and sold *Morgan Star* in 8 months. I featured *Morgan Star* in issue #3.
4. **Pacific Harmony** (\$4,950,000): I featured *Pacific Harmony* in my last issue. This 2003 87' Pachoud Catamaran sold recently for a rumored \$4,195,000.
5. **China Girl** (\$3,495,000): A spectacular 2002 65' Ryco Sportfish recently sold for a rumored \$3,350,000.



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Crew Corner:

Recent crew changes:

1. Congratulations to Duncan Hollowood for his new role as captain of *La Montrachet*. I'm sure Duncan will whip her into shape and have her back in form as a successful charter yacht very soon!
2. Congratulations to David Rutherford for his new role as captain of *Touch*. *Touch* is in our charter fleet, so we are all looking forward to working with David on many great charters!
3. Congratulations to Glyn Whiteley, who is back in the business after his horrific accident. Glyn has just completed his first return to sea as delivery crew on *Scorpio* from Fort Lauderdale to Vancouver, BC. I'm sure there will be many more great days at sea for Glyn!
4. Congratulations to Mark Diekmann on finally getting to take some time off! Mark was captain of *Morgan Star* and is taking the summer off to see his family and rest up for the next great captain's position! With all the job offers coming in to Mark, let's see how long his sabbatical lasts!
5. Congratulations to Captain Scott Miller on *Lady Jenn* on his recent marriage! Welcome to the club pal!

Industry news:

1. Thank you Captain Wendy Umla for bringing to my attention that U.S. Immigrations in Port Everglades has moved their office to Suite 110 in the same building in Port Everglades. They are now on the west side of the first floor with direct outside access and across from U.S. Customs.
2. My best wishes go out to Elmer Morley, founder of *Maritime Professional Training* in Fort Lauderdale, who suffered a heart attack on a Caribbean cruise recently. Congratulations to Elmer's wife, Beverly, who performed CPR and saved his life. Having performed CPR numerous times, I know it is a great feeling to see a heart attack victim come back to life. When that person is your spouse or family member, it must be a very special feeling. The moral of this story - Cherish every moment and learn CPR!
3. Congratulations to Captain Chuck and his crew on *Caprice*, who are back in business after their major fire onboard. *Caprice* has been refitted and is now available for charter again.

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Recent interesting articles:

Be aware of, and take action against, the deadly threat of skin cancer

This article was written by Lisette Hilton, appeared in the May 05 issue of The Triton and has been reproduced with permission from Lisette and The Triton. Lisette Hilton is a freelance health care journalist in South Florida. You can reach Lisette at 954 392 5649 or lisette@bellsouth.net.

Statistics released this year by the American Cancer Society suggest one American dies of skin cancer every 68 minutes. The incidence of melanoma, the type of skin cancer responsible for 73 percent of all deaths from skin cancer, has more than tripled among Caucasians between 1980 and 2003.

And older Caucasian men are the most likely to die from melanoma.

Melanoma tends to grab attention because of its high death rates. But it is not the only kind of skin cancer.

Basal cell is the most common skin cancer, and it is highly curable with an in-office procedure when caught early. Basal cell carcinoma looks like a pearly bump that sometimes doesn't heal. Sun exposure is a big risk factor for this kind of cancer.

Squamous cell carcinoma is the second most common type. It, too, can be easily cured if found early. However, this cancer is known to spread, and, once it has spread, it becomes more deadly.

The people most likely to get squamous cell carcinoma are those with fair skin who get blistering sunburns. The cancer looks like an irregular dark mole. As long as the cancer is confined to the skin, a dermatologist can cut it out.

People who work in the marine industry need to remember their ABCDs when it comes to skin cancer. Check your skin regularly for these signs that correlate with the first four letters of the alphabet.

A stands for asymmetry; meaning that the moles or skin lesions have one half that is unlike the other half.

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B is for border irregularity.

C stands for color. Moles that should concern you might have variations in color, including shades of tan and brown or black. Sometimes they even have some white, red or blue.

D, for diameter, reminds you to look for something that's bigger than a standard pencil eraser, or 6mm.

Now that you know what to look for, you should know where to look. Skin cancers don't only occur in sun exposed areas. If you don't have access to a dermatologist, you should do your own skin exam.

First examine the front and back of your body in a mirror, then look at your right and left sides with your arms raised. Bend your elbows and look carefully at your forearms, upper underarms and palms (yes, the palms of your hands). Look at the backs of your legs and feet, the spaces between your toes and the soles of your feet.

Then examine the back of your neck and scalp with a hand mirror. Even part your hair for a closer look. Finally, check your back and buttocks, even if it's never seen the sun.

Skin cancer is one of the few cancers where the cause of the majority of cases is known – excessive sun exposure. Studies have shown that adopting a comprehensive sun protection program can substantially lower skin cancer risk, according to the American Academy of Dermatology.

Speaking at an academy news conference in 2004, dermatologist Zoe Diana Draelos, a clinical associate professor at Wake Forest University in Winston-Salem, NC, addressed the basics of sunscreen and good sun protection habits. "The most important thing to know about sunscreen is that, regardless of skin type and ethnicity, everyone needs to use it," Draelos said. "If a person is going to be in the sun for more than 20 minutes, the American Academy of Dermatology recommends using a broad-spectrum sunscreen with a Sun Protection Factor (SPF) of at least 15 for basic protection year-round."

Draelos suggests looking for sunscreen ingredients that provide UVA and UVB protection. Sunscreens should be applied to dry skin 15-30 minutes before going outdoors, and reapplied every two hours. Lips can get sunburned too, so apply a lip balm that contains sunscreen with SPF 15 or higher.

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Upcoming dates to remember:

July:

- 8-10 Viking Chesapeake Rendezvous, Hampton, VA
- 9-17 Admiral's Cup 2005, Cowes, Isle of Wight, U.K.
- 13-17 Baypoint Billfish Invitational, Panama City, FL
- 13-17 Viking/Ocean Showdown, Cape May, NJ
- 13-18 Bermuda Big Game Classic, Bermuda
- 14-17 Open Billfish Tournament, St. Thomas, USVI
- 16-17 Newport Bucket, Newport, RI
- 23-29 Rolex Swan American Regatta, Newport, RI
- 28-31 Viking Northeast Rendezvous, Nantucket, MA
- 28-8/2 Sydney International Boat show, Sydney, Australia
- 30-8/6 Skandia Cowes Week, Cowes, Isle of Wight, U.K.

August:

- 3-7 Orange Beach Billfish Classic, Orange Beach, AL
- 8-12 Ocean City White Marlin Tournament, Ocean City, Maryland
- 12-14 Big Island Marlin Tournament, Kailua-Kona, Hawaii
- 15-20 Pirates Cove Billfish Tournament, Manteo, NC
- 19-21 Red-White & Blue Fishing Tournament, Virginia Beach, VA
- 21-26 Mid-Atlantic \$500,000 Tournament, Cape May, NJ
- 22-27 Boys & Girls Club summer Cruise, New England

September:

- 8-11 Atlantic City In-Water Power Boat Show, Atlantic City, NJ
- 14-19 Cannes International Boat show, Cannes, France
- 14-18 Yachtfest, San Diego, CA
- 15-18 Newport International Boat Show, Newport, RI
- 16-25 Southampton International Boat Show, Southampton, U.K.
- 21-24 Monaco Yacht Show, Monaco



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Finally, don't forget our exclusive "**Try Before You Buy**"® Program, where you can charter one of our charter fleet yachts that is also available for sale, and enjoy a special discounted final sales price.

Thanks for looking at my Best Buys Newsletter. If you would prefer not to receive this information, just email me and I will remove you from my mailing list. If you know of anyone who would like to receive this newsletter, please forward it to them or have them contact me and I will include them in future mailings.

And in today's world, I have to add that any yachts offered are subject to still being available and all information stated above is believed correct, but is not guaranteed. Now that the legal eagles are happy, **let's go yachting or fishing!**

Sincerely,

Curtis Stokes

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