
Worton Creek Windbag

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News from Upper Chesapeake Yacht Sales

I hope everyone had a great Holiday season and are off to a great start for a safe and prosperous 2012. We are starting our fifth year with the boat brokerage and although the economy and sales environment has not been kind to us, we continue to be successful and have helped many clients in the sale or purchase of vessels. Our desire is to make the process as simple as possible and have enjoyed great success as reported by our many customers. We have now worked with several customers on their second or third deals. We consistently carry 25 to 30 listings of various sail and power offerings ranging in size from 20' to 63'. Yacht World statistics record 2011 as the weakest sales totals in the last 10 years with many less secured boat sales and brokerage houses closing their doors. We continue to be in the business for the long haul and are optimistic about the future. To date in 2012 we have closed one deal and have another contract awaiting survey. Phone inquiries are strong and there are cash Buyers looking for deals. Interest rates also continue to be at historically low rates and the repossession market has all but dried up from the big banks. The one unknown is fuel costs due to unrest in the Middle East and its impact on the Marine Trades Industry, but at this point, Americans are becoming used to the ups and downs at the pump. We thank all of our past customers for the opportunity to help them buy or sell that special boat and would appreciate any referrals. If you want to discuss buying or selling please give me a call at 610-299-3598 or visit our website at www.UpperChesapeakeYachtSales.com. I'll see you around the docks!

John Curry

FROM THE ENGINE ROOM

Hello from Worton Creek where the December weather was unseasonably warm, mild and nice! Last year the creek started freezing in mid-December and stayed frozen all winter. As I write this we're about 8 days into January and have seen a little skim ice but nothing more. The daily temperatures are projected to be in the 40's and 50's for at least another week. I've got my fingers crossed for a continued mild winter. It has been great so far.

We've got some pretty amazing news this month. The Patnovic family (also known as the Loonies) has formed a company called Post Marine Group LLC which has purchased the assets of Post Marine Co., Inc., makers of convertible sport fishing and cruising yachts. Post boats range from 42 to 56 feet long and have been built in New Jersey since 1957. Our plan is to move the operation from Mays Landing, NJ to the marina. This acquisition has been over a year in the making and took a few detours before we closed in December.

Now come the hard parts. First is to move all of the files, tools, tooling, molds, patterns and equipment from New Jersey to Worton Creek. We estimate that it will take 40 to 50 tractor trailer loads to accomplish the move. In order to house everything we're going to build a 100' x 50' x 18' high building in the dry storage lot. We'll start construction as soon as we get the building permit.

The second hard part is to get things organized and ready at the marina to start building boats. This is going to require a separate work force and facility for Post and will entail a huge amount of organizing and planning.

The third hard part is going to be selling boats. Post, like a lot of boat companies, has been dormant for the past few years awaiting economic recovery. There are very weak signs of improvement in the boat building industry, but it is still in a deep depression. We're going to have a booth at the Miami Boat Show to create some buzz and see first hand the state of the industry. I'll keep you "posted" as things develop.

Even with the Post acquisition and the holidays I managed to squeeze in a few hours on the Burger. The LED lighting in the galley is almost complete, as is the overhead framing for the vinyl headliner. Hopefully I'll find a few hours in January to finish things up and be ready for the headliner.

On a personal note the Christmas holidays were a great success and Libby and I thoroughly enjoyed having the entire family here in Chestertown. Everyone ate too much, laughed a lot and oohed and ahed at the grandchildren who occupied center stage the entire time... life is good!

I think that's about it for this month. The winter is speeding by and in about two more months we'll have spring in the air. I can't wait!

Happy Boating!

John

Visit Post Yachts at:

www.postyacht.com

410-846-4625

If you would prefer to receive your Windbag electronically please email Libby at libby@wortoncreek.com.

MARINA HARDWARE STORE AND BUSINESS OFFICE

**WINTER HOURS
January/February/March**

8:00am-4:30pm Mon-Fri

HARBOR HOUSE NEWS

The Harbor House has reopened for the new year and, weather permitting, are open for dinner Friday and Saturday evenings. As usual, the Friday night All-You-Can-Eat Oyster feast is on the menu. Please call the direct line to the restaurant at (410) 778-0669 for reservations and up to the minute information.

WINTER FACILITIES

For your convenience, the bathhouse on the hill near the pool will remain open all winter. We have winterized the lower bath house, the restrooms behind the store and the handicapped bathroom on the hill. The dock water is now off, but the electric to the slips is on.

When the restaurant is closed we are also closing the Burditt Road entrance into the dry storage yard.