

NEWSLETTER#17

ON APRIL 12, 1999 THE ADVISORY COMMITTEE FOR THE PORT LaBELLE UTILITY SYSTEM (PLUS) HAD A VERY GOOD MEETING. THE WATER LINE CONSTRUCTION IN UNIT 102 WILL BE COMPLETED IN JUNE OF THIS YEAR AND THEN PLANNING FOR UNITS 10-13 WILL GO FORWARD.

SUBJECT TO A ZONING CHANGE THE FORMER WELCOME CENTER HAS SOLD FOR A 100 UNIT SENIOR COMPLEX. THE CONSTRUCTION ON THE 36 UNIT SENIOR APARTMENTS ON COLLINGSWOOD HAS STARTED.

THREE OF THE GREATEST PAST TIME ACTIVITIES IN FLORIDA ARE GARDENING, GOLF AND BOATING BECAUSE YOU CAN GOLF AND BOAT MOST EVERY DAY OF THE YEAR AND GARDEN 9 MONTHS OF THE YEAR.

THE FOLLOWING IS INTENDED TO HELP YOU PREPARE FOR BOATING HERE IN FLORIDA.

TIPS ON PURCHASING A BOAT

When you are first starting to shop for a boat, there are many important elements. At boat shows there are so many dealers, many of their representatives can be confusing and all the different boat models start to look the same.

Therefore, before you spend thousands on a boat, spend a few minutes with this checklist of key questions and points of comparison.

▲ SERVICE AFTER THE SALE

Does the dealer have a service facility? How large is it? How many service bays? How many mechanics and riggers does the dealer employ?

Are the service personnel certified and by a number of different manufacturers?

Does the dealer have a fully stocked parts department with how many employees dedicated strictly to the parts department?

What is the dealers service reputation?

Does the dealership offer with every boat, free on- water training and demonstrations? Can you ride before you buy?

How long has the dealer handled the product line?

How many boats does the manufacturer build a year?

How many models does the manufacturer offer?

How many of these models are stocked by the dealer?

How many major boat builders are represented by the dealer?

Ask to see what the last year's registrations are of the boat manufacturer.

How many boats did the dealership sell last year? How long has the manufacturer been building boats? Are the boats built to National Marine Manufacturers Association (NMMA) specifications?

▲ WHEN IT'S TIME TO TRADE ...

Does the dealer handle over 100 models for you to choose? Does the dealer have a used boat department and a number of used boats?

How long has the dealer been in business?

What is the resale value of the boat you are considering?

▲ HOW THE BOAT IS MANUFACTURED IS IMPORTANT

Does the manufacturer have regional plants? Does the boat manufacturer also own its own engine company and the trailer manufacturer to avoid additional price mark ups?

What awards has the company won?

Does the company use bolted-through construction?

Is all the wood fiberglass encased?

▲ GOOD BOAT SALES PEOPLE

There is a lot to consider when making your boat ownership decision. It should be a fun experience as you study the wide variety of boats. Find a salesperson who is knowledgeable, trustworthy and easy to talk to.

▲ WHAT ARE PEOPLE BUYING?

When people move to Florida and decide to buy a boat, what are they looking for? They move to the Sunshine State at a rate of 541 a day - 22 of them relocating to Lee County alone.

- They buy small 17- to 20-foot outboard runabouts and fishing boats, industry figures show.

- Multipurpose is the buzzword.

People buy boats that can offer several uses - fishing, picnicking, cruising, water skiing and freshwater and saltwater boating.

- They want boats small enough that a person can handle them alone, have shallow enough draft they can travel anywhere, are easy to clean, fit into garages and can be towed with an average-sized vehicle.

- Surveys by the National Marine Manufacturers Association, which has about 350 boat builders, show the typical boat owner spends \$13,750 on a boat and outboard engine that can be kept on a trailer.

- Carolina Skiff, Marine Manufacturing, Sea Ray, Wellcraft and Bayliner were Florida's best-selling 16-foot boats in the first three quarters of 1998, according to Statistical Surveys Inc., a Michigan-based company that analyzes sales.

- Seventeen-footers sold better if they were made by Dynasty, Exciter, Key West Boats, Regal Boats or Maverick. That changed again as size increased to 19- to 20-foot boats: Bayliner, Pro-Line, Godfrey and Wellcraft topped new boat registrations.

▲ CLASSES OF BOATS

Boats are divided into classes by length. A boat's class dictates the equipment necessary to comply with state and federal laws. Length is measured from the tip of the bow in a straight line to the stern of the boat. This does not include outboard motors, brackets, rudders, bow attachments or swim platform and ladders that are not a molded part of the hull.

CLASS A: Less than 16 feet

CLASS 1: 16 feet to less than 25 feet

CLASS 2: 26 feet to less than 40 feet

CLASS 3: 40 feet to less than 65 feet

CLASS 4: 65 feet to less than 110 feet

CLASS 5: 110 feet or more

▲ HULL TYPE

Boat hulls are either displacement or planing types. A displacement hull plows through the water, no matter how much power is applied. Planing hulls slide across the top of the water and can travel at much greater speeds.

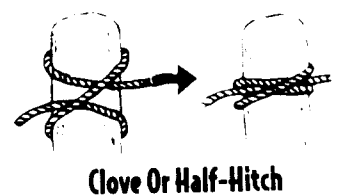
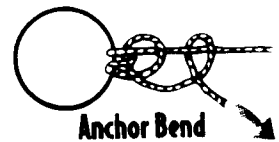
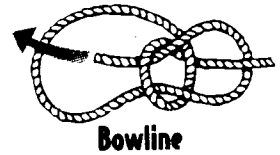
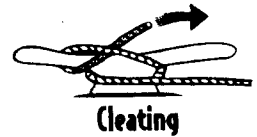
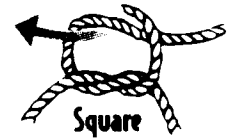
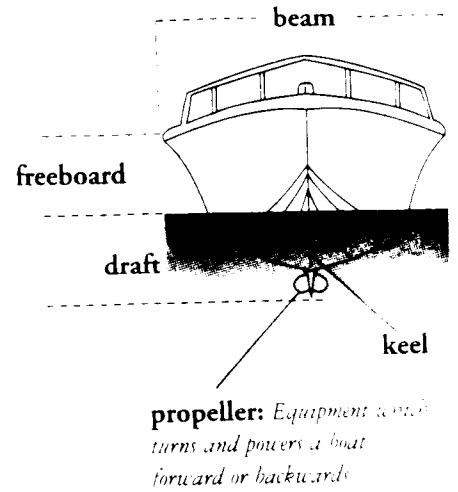
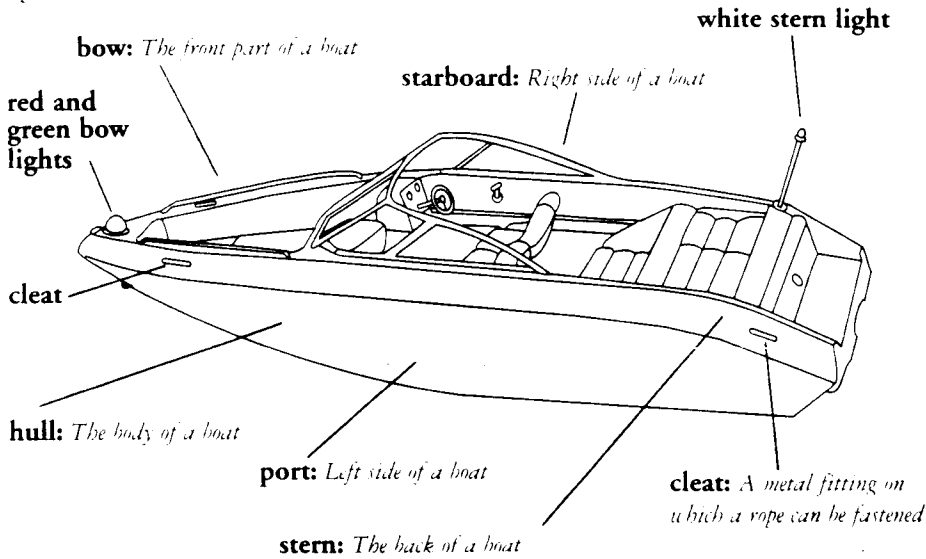
▲ KNOW YOUR BOAT'S CAPACITY

A boat operator should not take a vessel on the water with too many people on board. Boat manufacturers attach a capacity plate near the operator's position or on the transom of the boat. This plate indicated the maximum weight capacity or the maximum number of people that the boat can safely carry.

PWC manufacturers are not required to attach a capacity plate. Always follow the recommended capacity found in the owner's manual and on the manufacturer's warning decal.

Knowing A Boat's Many Parts

Boats come in many styles and shapes, but the names of the different parts remain fairly consistent. Following are the terms and definitions that every boat operator should know:



Type of Hulls	Advantages	Disadvantages
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Flat Bottom Hull



Has a shallow draft; planes easily. Good for fishing in small lakes and lazy rivers.

Rides roughly in choppy waters.

Round Bottom Hull



Moves easily through the water. Has better maneuverability in turns.

Has a tendency to roll unless it has a deep keel or stabilizers.

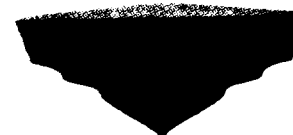
Vee Hull



Has a smoother ride than flat or round hull in choppy waters.

Takes more power to move at the same speed as flat bottom hulls.

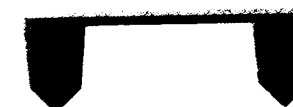
Deep Vee Hull



Provides a more comfortable ride in rough water.

Takes more power to move at the same speed as vee hulls. May roll or bank in sharp turns.

Multi-Hull



Has greatest stability because of wide beam.

Needs large area for wide turns.

ENOUGH ABOUT BOATS FOR NOW. WITH ALMOST 7,000 LOTS NOW HAVING WATER LINES INSTALLED I AM GETTING CALLS, E-MAIL AND LETTERS ASKING ABOUT BUYING THE LOT OR LOTS NEXT TO YOUR LOT. MOST OF THE LOTS ARE 80 FEET WIDE AND WITH LOTS BEING CHEAP (NONE OVER \$3,000) IT'S A GOOD TIME TO HAVE TWO OR MORE LOTS TOGETHER. IF I CAN'T GET THE ADJOINING LOT TO YOURS I HAVE SEVERAL ADJOINING LOTS WHICH I WILL TRADE YOU LOT FOR LOT AND SELL YOU THE OTHER LOT FOR \$3,000 OR LESS. I WILL SEND YOU A VIDEO OF YOUR LOT AND ON THE SAME VIDEO SHOW YOU LOTS THAT I HAVE AVAILABLE.

SEVERAL HAVE USED THE VIDEO TO SELL THEIR LOT(S) TO A FRIEND OR RELATIVE. I HAD A NEW CAR DEALER ASK ABOUT USING THE VIDEO TO SHOW PORT LABELLE LOTS THAT HE WOULD GIVE AWAY AS PRIZES TO SELL NEW CARS.

THOSE OF YOU IN THE REAL ESTATE BUSINESS ARE MISSING A GREAT CHANCE TO SELL THESE PORT LABELLE LOTS USING THE VIDEO TO SHOW THE LOTS.

THE GOLF COURSE IS NOW 27 HOLES WITH THE COMPLETION OF NINE HOLES TO THE EAST AND CONSTRUCTION OF ANOTHER 9 HOLES TO THE WEST IS NOW UNDER WAY.