

JAN / FEB 2012

NEWS

Michael
Schmidt
& Partner

YACHT BROKERS



NICK STRATTON YACHTS

YACHT AGENTS & BROKERS

We are very pleased to welcome onboard our newest partners, the team from Stratton Yachts.

Originally founded by Nick Stratton to build a range of David Thomas designs.

The company produced well over a hundred yachts including the Hydro and Bolero, both of which were outright winners of the Scottish Series and competed in international 'Ton Cup' racing. From the early 1980's and onwards Nick diversified into a New Yacht agency and Brokerage business now operating from Rhu Marina. Nick is now retired but on hand to advise after handing over the reins of the business to his son Miles.

Brokerage is now the core business for Nick Stratton Yachts and joining with Michael Schmidt & Partner offers increased opportunities for both companies and their clients.



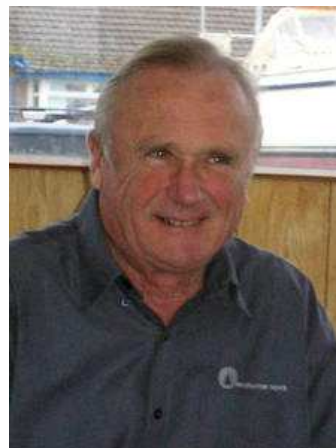
Miles Stratton
Broker & New Boats



Anita Stratton
Office Manager



Graham Smith
Broker



NICK STRATTON



RHU MARINA
ON THE GARELOCH



We wish you all the best for the forthcoming season.

This time last year we had snow in the south as well as the north, but whatever we are blessed with this year, we are already planning for 2012 season.

Following a very successful 2011 despite the interesting times, we are building on the Boat show theme that our customers are finding so very useful.

Assess,
Prepare
Present.

Purchasers are always impressed by the craft that have benefitted from the Michael Schmidt & Partner 'virtual' App - Assess, Prepare and Present.

The first 2012 used boat show will be at Hamble Point in April and promises to be a hugely up-rated extravaganza with Hamble Point Marina putting their all in with the venue. A massive free standing marquee will be erected to house numerous in-door stands to compliment the brokerage exhibits. There is more to come so keep an eye on our website for information as it is released.

And of course to see the newest & latest listings.

www.michaelschmidt.co.uk



MS&P at HAMBLE POINT MARINA

The foremost and busiest trade and retail marina on the River Hamble.

The foremost and busiest yachting river in the UK.

In the right place with the right people.

Hamble Boat Show
April 20th—22nd

MS&P IN WINDERMERE

Now with Total Sailing under one roof MS&P cover the north west with a very strong team of professional brokers, yachts sales and support team.

Again the right people in the right place to serve North West sailors.

Open weekends enhance the Lakeland experience.



MS&P in SCOTLAND, KIP MARINA.

For the best in Scottish racing, cruising, power or sail.

The gateway to the western isles, a goal for every cruising sailor at some stage of their sailing career.

Scotland's Boat Show
October 12th—14th

And of course, now we have a base at **Rhu Marina** with the experienced and respected team of Stratton Yachts.

Yet more choice and opportunity for both vendor and buyer.



COMMENT ON THE PAST YEAR

Despite the economic travails we are pleased to report that Michael Schmidt & Partner up and down the length of the country continues to grow.

Yes, some yachts and boats have experienced lower selling prices but they have tended to be either poorly presented and ill maintained vessels. But those vendors who have made the decision to sell, priced sensibly after researching achieved prices with the brokers and have heeded the advice on how to present their boats to the best possible advantage have achieved better than average prices.

We have seen an influx of buyers who realise that they are not getting a good return on funds from the bank and have heeded the advice of Mark Twain ***“Twenty years from now you will be more disappointed by the things that you didn't do than by the ones you did do. So throw off the bowlines, Sail away from the safe harbour, Catch the trade winds in your sails and explore.”*** Even if you don't want to circle the world a gentle potter can be just as grand!

Whilst some buyers have assumed that because of the economic situation they can make optimistic offers we have found that well presented boats have been snapped up by sensible buyers who want to sail rather than undertake projects. It is the sadder offerings that fall victim to the opportunistic buyer.

So again the Michael Schmidt mantra of Assess, Prepare and Present have proven to be the keystone to having happy vendors and purchasers.

So heeding the advice of Mr. Twain, let us look forward to moving on with the search for your new boat on **www.michaelschmidt.co.uk** and planning next seasons sailing.

Andy Cunningham
email: andy@michaelschmidt.co.uk