Strong Sales Activity and Wide Diversity Propel WYP into 2016

As we sail into our eighth year in business, with spring upon us, we are pleased to see steady activity in a stabilized market. Our diversity and range has continued into 2016, with sales ranging from a Hunt 25 to a 102’ sailing yacht during the recent past.

Sailboat transactions closed or under contract include a wide variety of models, from the likes of Alloy Yachts, Little Harbor, Hinckley, Alden, Bristol, Oyster, Gunboat, Morris, Hylas, Hallberg-Rassy, Tartan, Camper & Nicholson and Shannon. Recent powerboat sales have included a mix of yachts built by Hunt, Fleming, Sabre, Hinckley, Little Harbor, Eastbay, Dettling and NEB.

There continues to be a deep inventory of quality sail and power yachts offering considerable value in today's market. Many of these are highlighted herein and can be seen on our comprehensive Web Site www.WellingtonYachts.com. We also encourage you to stop by our office in Portsmouth, Rhode Island, -- a convenient base to view the unique concentration of fine listings in the local area.

Notable Transactions

**RECENT SALES**

- **Sabre 48 Salon Express, 2014, BLUE BLISS**
- **Hood/Alloy Yachts 102’, 2002, CHIMERA**

**SPECIAL OFFERINGS**

- **Alden/Palmer Johnson 92’, 1985/2013, SUNDAY MORNING**
- **Burger 98’, 1990, GRENADIER**

About Us

Wellington Yacht Partners was founded eight years ago with one purpose: To provide unmatched knowledge, integrity and expertise to those looking to enjoy time on the water.

Today, one can be overwhelmed by the growing population of “virtual” yacht brokers who provide their services only through a computer screen. At Wellington, we are proud to offer much more, as we lead you through the important steps of acquiring, building, chartering or selling a distinctive yacht. We are here to provide you with professional and personal service, both before and after the sale.

Our brokers have spent the bulk of their careers working on and around boats, with an average of over thirty years in the industry. Among us are four former yacht captains, an MBA, a PhD, a Merchant Mariner and an engineer/yacht designer. We have collectively logged hundreds of thousands of miles on various yachts, gaining important experience and vision along the way.

We actively visit yacht builders and participate in boat shows and special events globally to acquire knowledge to share about everything from the latest mega-yachts to the most perfect pocket sailboat or weekend express cruiser. The same goes for crewed charter yachts, which offer a great “extended trial period” for one looking to acquire a similar yacht or simply have a very nice vacation!

So, if you’re in the Newport or Fort Lauderdale areas, please stop by for a visit to discuss potential brokerage, charter or new construction opportunities, or perhaps to look at a few boats.

To view more quality yachts, visit our Web Site at WellingtonYachts.com. To request full specifications or further information, call us in Rhode Island, (401) 683-6070, or Florida, (954) 527-4230, or e-mail us at info@WellingtonYachts.com.
The following is a reprint from SAILING Magazine that we think is quite inspiring for those dreaming of casting off. From the On the Wind column by Chris Caswell.

You Don’t Need a Marketing Guru to Tell You Sailing is the Great Escape


Coincidence is a funny thing sometimes. I had been musing recently about sailing, which isn’t particularly unusual because I spend way too much of my time thinking about sailing, daydreaming about sailing, and wishing I was sailing. And, of course, I spend a lot of time sailing, too.

But I’d been trying to find a single thread that would explain why I love sailing, and it seemed quite impossible because sailing has so many facets. There is daysailing and cruising and racing and just tinkering on your boat. It’s all about wind and sun and water, but I thought there had to be something in common that makes sailing so appealing. Trying to distill that one essence was eluding me.

And then I came across a piece in the New York Times that was discussing the future of marketing to the younger generation, and the consensus was one word: stillness.

The point of the article was that, less than a generation after we developed all these devices—from the Internet to cell phones to computers—that would supposedly simplify our lives and give us more free time, we were trying to escape them. They were consuming our lives and devouring our free time. And that is what the marketing gurus forecast as the trend of the future: getting away.

The light bulb that went on above my head must have been a blinding flash clearly visible for miles. Sailing is about getting away, and that is what I love so much. It doesn’t matter whether you are drifting along aimlessly or thrashing around the buoys, sailing is getting away.

There was a time recently when a fad among hotels was the “Blackberry Detox Weekend,” where guests would stay in an upscale room and actually pay for the requirement to leave their Blackberry or cell phone at the front desk, thus disconnecting themselves for a few days to decompress from our rush-rush life.

The New York Times article pointed out that guests pay more than $2,200 a night to stay at the Post Ranch Inn on California’s Big Sur coast, where one of the selling points is not having a television in the room. There are Internet “rescue camps” springing up to help wean kids off their addiction to video screens of all sizes.

In the Pulitzer-nominated book The Shallows, which is subtitled “What the Internet is doing to our brains,” author Nicholas Carr argues that the Internet has a deleterious effect on both our concentration and our contemplation.

The average American spends more than eight hours in front of a screen, either computer or television, and the hours spent online literally doubled between 2005 and 2009. According to a Nielsen survey, teenagers send or receive more than 3,300 text messages every month. That works out to more than four messages an hour, 24 hours a day, seven days a week. Yipes!

All this massive input of information, coming at us from the computer, from television, from cell phones that ring constantly, has deprived us of the time to actually relax and, to use a word not often heard, to contemplate. And that is exactly the pleasure of sailing.

The New York Times author labeled it “stillness” but sailing, even in a flat calm, isn’t about stillness. There is the sound of the bow wave, perhaps the tap of a line or halyard in the breeze, the rustle of the sails. But sailing allows us to disconnect, to unplug, to actually savor our lives.

The New York Times article cited studies that show how, after test subjects spent time in quiet rural settings, they showed “greater attentiveness, stronger memory, and generally improved cognition.” Their brains became both calmer and sharper.

I know this from personal experience because during my college days I had to make a choice between studying for a final exam in a class in which I wasn’t doing well and sailing in the Snipe Nationals. The Snipe Nationals won, of course, and I didn’t crack a book over the entire weekend. But on Monday morning, I aced the exam with my highest score that semester. The defense rests.

It’s also been pointed out that our world has become increasingly uncivil. Road rage is on the uptick, saying thank you has gone out of style, and even holding a door open for another person is a lost gesture. Neuroscientists note that empathy (and, therefore, courtesy) is a function of relaxed neural processes. And there is no time in our oh-so-busy modern society for any relaxation.

Except when you are sailing.

Will sailing cure all of society’s ills? Probably not.
But sailing is a time when you can take a mental deep breath and let your mind drift, free of interruptions. You can actually have a conversation with your spouse and your family. Even when you are racing, sailing has a calming effect because you are totally focused, and there are none of the moment-to-moment irritations of incoming emails or ringing phones.

The marketing gurus may want to sell us getaway weekends, but sailors know they already have that luxury. Just the ability to cast off all your links to the world as easily as you cast off your dock lines is, in itself, a gift.

**Here Are a Few Examples of Adventures Experienced, both Local and Afar, by Some of Our Recent Clients**

One of the crew at the helm of ROBIN HOOD, a Little Harbor 53’ originally owned by Ted Hood, en route to Havana, Cuba, while racing in the inaugural Miami to Havana Race, February, 2016. Jonathan B., the owner of ROBIN HOOD, has proven to be a great steward for yachts that cannot be duplicated today.

Steve, an experienced sailor and mountaineer from the UK, bought the Dutch-built sailing yacht NOVARA with a five-year plan to circumnavigate both North and South America, as well as Antarctica. Following an appropriately cold sea trial in Maine, dodging ice flows with temps in the low teens, NOVARA successfully transited the Northwest Passage in 2014 and explored the Alaskan coastline in 2015.

Dan, a local New England sailor with an affinity for quality sailing yachts, is shown nearing the completion of the Newport-Bermuda Race onboard his Hood/Lyman Morse 60’, WINDWALKER. After several extended drifting matches and even a few deep water swims, most of the fleet finally finished after five days at sea.

Serge and his wife Linda continue to enjoy sailing adventures on their Hylas 70’, VOO DOO, which they acquired new through our office in 2012. Here they are anchored off a beach in the Galapagos with further Pacific adventures on their calendar.

**Where do you want to go in 2016??**

Visit our Web Site at WellingtonYachts.com, or contact us via e-mail at info@WellingtonYachts.com
Select Listings

Gunboat 90', **SUNSHINE**

Nautor's Swan 77', **LA FORZA DEL DESTINO**

Little Harbor 75', **KAHUNA**

Little Harbor Custom 70', **MACH BUSTER**

Hatteras/Hood 65', **IMPROPTU**

Oyster 625 Super Shoal 63', **KATHARA**

Oyster 63', **MORNING STAR**

Little Harbor 62', **AURORA**

Little Harbor 60', **LYNLEY III**

Hinckley Custom 60', **CHIMERA**

Gunboat 60', **FAULT TOLERANT**

Hinckley Sou'wester 59', **PESCATORE**

Little Harbor 58', **KIUROS**

Lyman Morse/Hood 55', **MAINE LADY**

Beneteau Oceanis 58', **ALEA**

Dix-Harvey DH 550 55', **CHEETAH**

** = Not for sale or charter to U.S. residents while in U.S. waters.

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Select Listings

Selene 57', **SHILANDI III**

Hinckley Talaria 55' Flybridge, **FIVE STAR**

NEB/Hood Custom 52'3'', **STARLIGHT**

Detling 51', **BLUE YONDER**

Selene 47', **RESOLUTE**

Little Harbor WhisperJet 44', **AVANTI**

Little Harbor WhisperJet 40', **BLACKSTONE**

Grand Banks Europa 46', **BOHEMIA**

Hunt Harrier 36', **ZOGO**

Alden 54', **BLUE JACKET**

Farr 50' Pilothouse, **JOY FOR ALL**

Hunt Surfhunter 33', **HUNTING FOR DAISY**

Bruckmann 47', **HURU**

Hylas 46', **NIRVANA III**

Hunt Harrier 25', **SARAROSE**

Passport 456 Aft Cockpit 45', **MEIWENTI**

More Select Listings

Hylas 51' .......................... **POET’S MUSE**
J/133 43' .......................... **MALA**
Cambria 40' .......................... **QUEST**
Hunt Hardtop Sedan 36' .......... **LIBERTY**

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The Wellington Team

**Ted Hood, Managing Director**

Originally from Marblehead, MA, Ted earned an engineering degree from Brown University and worked initially on yacht design before moving on to the management of the sale and construction of new Little Harbor yachts.

After completing his MBA in 1996, Ted became a full-time Yacht Broker and has since been involved in the sale of a wide variety of yachts ranging in size from small express boats to several sailing yachts over 100’. He has also become involved in the conception of several new construction projects, including a 92’ and a 108’ sailing yacht.

His diverse sailing experience includes numerous offshore races worldwide and One-Design racing.

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**Miles David**

Miles grew up in Madison, CT, and found his way on the water at an early age, sailing at the Madison Beach Club. A graduate of Rumsey Hall School, Suffield Academy and the University of Denver, Miles started his career in the marine industry in 2003 with The Hinckley Company in the Marketing Department.

In 2005, Miles opened the Hinckley Yacht Brokerage office in Portsmouth, RI, and in 2011, Hinckley promoted Miles to Sales Director. Always the utmost advocate for his clients, Miles takes pride in helping them make the right decisions.

Miles currently lives in Newport, RI, with his wife, Antena, and two daughters, Eleanor and Gately.

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**Chris Fairfax**

A veteran of global waters, Chris’ vast experience creates a valuable link in the Wellington Partnership. Upon graduating from UVM, he secured his Captain's license and embarked on his first trans-Atlantic crossing, later running charters in the Med and Caribbean and completing a trans-Pacific crossing.

Chris’ on-shore career as a Yacht Broker launched in 1999 at Little Harbor Yacht Brokerage, following successfully over time in Sales & Management at Hinckley, Hunt, Concordia and Oyster Yachts.

He and his wife Susan, along with their two water-wise boys Charlie and Will, enjoy sailing on the waters of Buzzards Bay.

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**Dolf Haffenreffer IV**

An active sailor out of Sakonnet Point since early childhood, Dolf cruises and races every chance he gets. He learned to sail at Sakonnet Yacht Club in Little Compton, RI, and later instructed and coached its racing teams. He has raced on both his nationally ranked high school and college sailing teams and has also enjoyed sailing numerous offshore races.

A versatile broker, Dolf has sold a variety of quality sail and power yachts.

When not assisting buyers and sellers with their yachting needs, he can be found skiing or on the water, whether it be sailing One-Designs Thursday nights or cruising with friends throughout New England.

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**Chet Hartshorn**

Chet comes to Wellington Yacht Partners with an ocean of experience gained from his training at the Massachusetts Maritime Academy and subsequent years traveling the world as a deck officer in the Merchant Marine.

He has since worked almost forty-five years as a yacht broker, including stints at Luke Brown in Fort Lauderdale during the “pioneer” days and thirty years at Little Harbor working with Ted Hood, Sr. and many colleagues now at WYP.

For Chet, the yachting business is an extension of his love for sailing, the sea and boats in general.

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**Murray Lord**

Originally from New Zealand, Murray moved to Australia in 1979, where he became involved with the tall ship ALMA DOEPEL. He then spent the next 17 years working as a Captain on a multitude of yachts, making several trans-Atlantic trips and traveling through the Panama Canal, to Cuba and throughout the Mediterranean. In 1999, he became a yacht broker and has since sold several notable large yachts.

Murray is in a position to share his many years of experience with clients. His knowledge of mid- to large-sized yachts, both sail and power, is extensive, and his quick wit and outgoing personality make him a natural yacht broker.
### Bob Marston

Bob began as a private yacht captain, gaining knowledge regarding yacht management and modern yacht systems and handling.

Most recently, Bob led sales and customer service for Gunboat, where he developed an appreciation for high-performance cruisers and a strong understanding of advanced materials, systems and onboard power-generation technologies.

Prior to Gunboat, Bob was a Sales Manager at Oyster Marine.

When not assisting customers, he sails with wife Molly and their two daughters aboard WAHINE, their 40’ sloop; carts his kids to regattas or escapes to the beach.

### John Perkins

John's love for water and boats began in childhood on Buzzard’s Bay and in the Maine waters off North Haven Island. His passion found expression in both the design of and successful competition in a variety of racing dinghies.

His reputation in the brokerage community and his curiosity about, understanding and knowledge of his products affords his clients, in their discussions and deliberations with John, to learn not only the facts concerning a particular boat, but also the dream of what can be.

John’s arsenal of repeat clients attests to their confidence in his advice and his dedication to their utmost satisfaction.

### R. Bruce Szamier

Bruce joined Wellington Yacht Partners in 2007 with over 23 years’ experience as a successful yacht broker in Fort Lauderdale. Originally from Connecticut, he grew up pursuing interests as diverse as skiing, hiking, spelunking and scuba diving. He has logged over 100,000 sea miles as owner and Captain on both powerboats and sailboats, with some time spent cruising nearly every ocean in the world.

He has developed extensive knowledge and experience in the marine industry, and his unwavering dedication to the needs of his clients has proven to be an invaluable asset to them in making their boating dreams a reality.

### Jim Wetherald

Jim grew up on the water in Marblehead, MA, where boating became a way of life early on. After earning a marketing degree, Jim became a full-time captain, running several notable sailing yachts.

He joined Ted Hood’s sales team at Little Harbor in 1985 and has been passing on his knowledge and experience to buyers and sellers ever since.

Jim spends his free time working on and sailing his 42 foot teak cutter ARIANNA. He offers the unique perspective of one who has hands-on experience in yacht maintenance, construction and seamanship.

### Amy H. Rose, Office Manager

Amy joined Wellington as Office Manager with a degree in Journalism from New York University and a background in sales and marketing.

Her appreciation for sailing developed while cruising throughout the Mediterranean, Europe, South America, the Caribbean and Long Island Sound on family-owned SHAITAN, a ‘Sparkman & Stevens-designed Swan 65’.

Originally from Greenwich, CT, she has been a resident of Rhode Island since 2007.

If you need assistance with Wellington’s day-to-day operations, please feel free to give Amy a call.

### Kelly Ganser, Administrative Assistant

A resident of Rhode Island since 2000, Kelly moved to the area from New York City, where she worked at CBS TV. She spent her first six months back in New England crewing on the 12-metre yacht, EASTERNER. Her love of the ocean grew from spending summers exploring the dunes and waters of Cape Cod with her family.

Now with a family of her own, Kelly and her husband Greg live on Aquidneck Island with their two daughters, Shannon and Neala. While not assisting clients at Wellington, Kelly can be found in her art studio, tending her vegetable garden and combing the shores of Narragansett Bay.
The finest yachts around the world.

www.wellingtonyachts.com