



# Sou Wester

*The Southwest Chapter-Antique & Classic Boat Society serving Arkansas, New Mexico, Oklahoma, and Texas.*

*A very late Spring 2015*

## From the Bow....

Howdy Skippers and Boatresses

Like most things in Texas we go to extremes from the worst drought over the last several years to making it all up in a few months. With all the rain we have gotten in the last 6 weeks all lakes are up and some are over flowing. Members are urged to contact their local Army Corps offices or make advance runs to the lake to check the up-to-date status of ramps before making any plans for boating. Let's all be safe out there.

We have had one loss that I am aware of Rick and Gail Swisher lost their beautiful 1969 Lyman 26 foot Cruisette Hard top, Vintage Cab, to an uprooted tree falling through the boat house, crushing the vessel. We are sorry for their loss and look forward to see what they replace it with!



We had a great show at Keels and Wheels with plenty for Boats, fantastic weather and Great people! The club was well represented at the event and had many members receiving awards at the show. Also at the SW-ACBS meeting during Keels and Wheels we elected a new Vice President, Rick Thomson. Rick wetted his appetite for the classics by restoring boats in Northern California. For the last 6 years, Rick has built his boat restoration business in the Austin area. The club is looking forward to the new energy that Rick will bring to us.



Don't forget to plan for our upcoming Events:

September 10-13 - Mahogany & Chrome Boat Show on Grand Lake, OK

October 2-4 - Fall Festival of Boating at Pier 121, Lewisville, TX

October 16-18 - Austin/Hill Country Wooden Boat Show on Lake LBJ, TX. We are hoping for the same Great weather and turnout as last year!

Let's all be safe and have a great time Boating this summer.

**Brian**

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## 2015 Keels and Wheels

May 1st. 2015 saw the 20th Edition of the Keels and Wheels, Boat and Car Show. Not only were there a record number of boats, but also a record number of out-of-state boats.

Enjoy part one of a two part pictorial essay on the week of festivities!





WBA members from Dallas always do the launching on Friday, and are much appreciated! Coordination is provided by the Nalles and Ueckerts. The large number of boats displayed in the water kept Rick Swisher's ramp crew busy retrieving boats until 8:00pm. on Sunday.



Judging on Saturday was organized by Terry Fiest. Terry judges in other shows around the country. He is also an expert on the Chris Craft Cobra. Lindy and Lisa Robinson stocked the Chapter hospitality tent with food and refreshments. Located next to the tent is the Ship Store and Kids Build-A-Boat area. **Robert Macaluso's refinished canoe raised money for the Chapter as a raffle item.** Robert and Paul Hastings are two of the original show organizers.



John Platou and friends demonstrated boat building and outboard motor repair to youth interested in the craft. John is always looking for future members of the SW Chapter and Outboard Motor Association.

The Saturday night banquet planned by Laura Power, and was a sell-out. Master of Ceremonies Keith Martin called on guest speakers to round out the evening.



























Kids boat building.  
Kids engine overhaul!

Both crafts were smoking over the weekend as youth lined up to participate in the two supervised endeavors.

A truly great time by all.





# Selling Your Classic Boat?

## Tips from Antique Boat America

In many families, the day will eventually come that it is time to sell your Classic boat. Many families realize that the boat simply cannot stay within the household due to the individual circumstances of the next generation. This day is often accompanied with mixed feelings, but by ensuring that your boat is presented in its full glory you can assure yourself that the buyer will love your boat as much as you have for so many years.

Peter Mellon is the Principal of Antique Boat America. Located in Clayton, New York, in the heart of the 1000 Islands, this will be his 15th year selling Antique and Classic boats across North America and abroad. His intimate knowledge of marketing these 3 dimensional works of art is a result of many years of working with the boats and their owners which he shares with us.



### 1. Spring Cleaning

Nothing draws the eye more than a clean, well-presented boat. This does not mean a fresh coat of varnish but rather a good cleaning with a rag, warm water and a capful of Murphy's Oil Soap. Clean the leaves out of the bilge and remove clutter. Windex the windshield and polish the brass or chrome. Total Time: 90 minutes

### 2. Eyes and Nose!

Now that the boat looks better, survey it again with your nose. Does the bilge smell like your Grand Mother's attic? Remove the gas cap and smell the gas. If it smells like turpentine, it is a good idea to remove it as it has already gone bad. Fresh air does nothing to hurt the value of the boat to make it welcoming. The aged oil filter, rags, your favorite varnish and oil in the boat will do nothing to enhance a sale so simply put these aside in a cardboard box for the future owner.





### 3. Pictures tell a thousand words

Pictures, pictures and more pictures. Pictures of the boat from all sides, angles, inside and outside. Pictures of the bilge, bottom, gauges and dashboard. Include pictures of the trailer if there is one available. Photos from 1992 will not suffice and will raise questions. The boat need not be in the water and should be taken at close range. Pictures of any deficiencies let the buyer see the blemishes before he travels 5 hours to see it in person. Hold up a small ruler to show the size of the blemish. We know the boat is not perfect and this tactic will not deter an interested party. Rather, they will appreciate your honesty and it will build confidence.



### 4. Eyeballs

Where is your boat located and who will see it? Rule # 1: The more eyeballs on the boat, the greater the likelihood that you will find a buyer. Rule # 2: See Rule # 1. Consider putting your boat in your local boat show. Tell everyone you know that the boat is for sale as word of mouth still works and is FREE. Are you available to show the boat easily? If not, consider placing it with a professional where the boat will be seen by the many and not the few. Is the boat presented in a nice area? Nothing detracts from the sale of a boat more than one covered in bird poop and bat poop in a dark barn. The rusty nails all over the floor are just waiting to go into the purchasers shoe and ruin the day.

### 5. Valuation

Establishing the right price is always a tricky issue. The seller almost always values the boat highly because of their emotional attachment to the boat and the long history of Family memories. Further, the value of your boat is not based on what you have invested into the boat over the years. Rather it is a complex set of variables and factors. Your best suggestion is to seek out folks who have SOLD a boat similar to yours recently. Ask them to describe their boat and try to objectively view if yours was better or worse. Speak to professionals who may have a history selling a boat similar to yours. Check the internet for recent boats sales. An asking

price of a similar boat is not a reflection of the market valuation, only a selling price.

### 6. Access to all

"A hobby like ours is blessed with the Internet" says Mellon. Our hobby is small and spread out across the North America. Listing your boat on the World Wide Web yourself or with a professional broker will help spread the word. The chances are very good that the buyer who is looking for your boat is in another State or Province, and as such, the efficiency in the Internet reaching these people cannot ever be overstated.





## 7. Step up your Game

Make a video of your boat! The presence of digital cameras, iPhones, and other intelligent devices makes it simple and easy to make a video of your boat. Walk around the boat and tell the story of your boat. Upload to You Tube and you are on your way. No Steven Spielberg production required. Simply tell the viewer how long you have had your boat, where it was used, what it needs, and what it does not need. Keep it simple and straightforward, and you are many steps ahead, making your boat different and special; which it is!

## 8. Trailer

Since your buyer may be from out of state, having a trailer will come in handy. The cost of a Transporter may hinder the sale or complicate it, as the buyer needs to factor in that additional cost. If you have a trailer, do not make it an afterthought. Tell us and everyone else. Make sure the lights work and tires are in good condition and properly inflated. Ensure that the bearings are greased and ready for a safe trip to its new home. Include pictures of the trailer in your package.



## 9. Paperwork

A transferable registration for your boat and trailer are critical for any successful sale. “Too often we find that the owners might have never registered the boat or lost their paperwork”, says Mellon. In some cases, the owner has passed away which complicates the issue further. Ensure that you have “Transferable” paperwork for your boat and tell someone close to you where this information may be found at some point in time hopefully well off in the future.

## 10. Information

Have a package of information about the boat ready for the purchaser. Receipts of work done to the boat, the names of the contractors who worked on your boat and insurance provider should be listed. This package should be well documented. Spring commissioning and winterization procedures are incredibly helpful and appreciated. Any awards bestowed on the boat should go with the boat when sold. After all, the boat got the award, and not the owner. Any historical documents about the boat, previous bills of sale and anything else related to the boat should transfer to the new owner. These items enhance the salability of the boat and inspire confidence.

You have been the custodian of your boat and your stewardship will be appreciated not only by the buyer but for the next generation of buyer. “What makes these boats so special” says Mellon “is the ability for us to document preserve the history of these boats for years to come”. “Their passion carries forward long after the sale has transpired and this hobby is ALL about passion”

By following Antique Boat America’s selling tips, you will give the purchaser the confidence they need to make the sale and to transition into the continued care of “your” classic boat.





Houston is home to a wonderful Funeral Museum on the North side of town. This is a casket. Yes, this person wanted to be buried not with his ol Evinrude, but in it. I assume the person was not there, and that hopefully this was a duplicate.

Be sure and check out the place...before you check out.

NATIONAL MUSEUM OF FUNERAL HISTORY  
<http://www.nmfh.org/>



### As an aside....

Man (and woman) cannot live by boat alone. During the most recent Hill Country Boat Show and River Cruise, Lisa Daniels and your editor took a break from all the mahogany and drove to Luckenbach (home of Waylon, Willie, and the Boys).

There, the Harvest Classic Vintage and European Motorcycle Event is a held on the 3rd weekend of October. This , along with **The Barber Museum's event, is probably the best in the country.** 3 days, and a spectacular show always on Saturday \* (followed by the outdoor motorcycle movie that starts at dark). Anyways, just a few shots of the hundreds of bikes being used and shown.





# Upcoming Events

As always, recheck before buying flight tickets!

Sept. 10-15, 2015

*Mahogany & Chrome*  
Grand Lake, OK

October 2-4, 2015

*Fall Festival of Boating*  
Lake Lewisville, TX

October 16-18, 2015

*Hill Country Show*  
Lake LBJ, TX

January 8-17, 2016

*Reliant Boat Show*  
Houston, TX

February ?, 2016

*Board Meeting*  
Lakewood Yacht Club

March 18-20, 2016

*Sunnyland Ant. Boat Festival*  
Tavares, FL

April 4-9, 2016

*Cajun Classique River Cruise*  
Breaux Bridge, LA

April 30 - May 1, 2016

*Keels and Wheels Concours*  
Seabrook, TX

## Do you recognize this boat?

Brand, length and model for secret prize. Or any 1 of the 3?

RancheroXL@yahoo.com

HURRY! Oh, and according to the wife, it is available.



Tis sad but **true....this cute** kiddo had no takers last issue. As an adult, he drives a mean truck. He builds big boats in his spare time. He has an affinity for twin engine planes. And he has an absolutely lovely running mate. Yes, the one and only Bill Nalle.

