



Some Days, Chicken; Some Days, Feathers. An Update

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It is an old Wall Street saying that some days go well - chicken - and some don't go so well - feathers... With the economy doing what it is doing and fuel prices at the dock at \$4/gallon or higher, it sure seems like "feathers" now... So, let's buy a boat! This is an update on that thinking **Forces At Play**

The present economic environment has slowed down new boat sales tremendously and used boat sales even more... and when that happens, the buyer is the one setting the price, not the seller.

Industry analysts say that new boat sales are down 20%. Brunswick, who owns Bayliner, and Sea Ray have both announced that unit sales (# of boats, not boat prices) are down to 1965 levels. Many other manufacturers have noted substantially the same trend. I wouldn't be surprised if you could even negotiate a bank loan rate. Certainly, the Federal Reserve has been lowering interest rates to historic lows again to help the economy get up off its back and at least up on one elbow. So, low prices and low interest rates - could that be "chicken?"

Also, it is boat show season again - which conventional wisdom says is the place to buy a boat. I'd tend to

agree - as long as you are talking about the last day of the show and the dealer is looking at a lot of boats that have to be shipped back to the showroom. Otherwise, I'd bet that your local dealer, who hasn't had to rent space at the boat show and transport boats there, would cut you a pretty good deal in here.

And don't forget the used boat market - if the boat dealer is motivated to sell his inventory, imagine the forces at play on the private boat owner. A winter's storage cost is ahead, as is the lay-up costs.

The Boat Market

While prices on used boats have stalled even more than new boats, would you be surprised to know that statistics show that used boat sales accounted for 72% of all boat sales in 2006? Most industry analyst believes that this trend has continued in 2007 and 2008. While the experts can't decide whether the nation is in a recession or not, any seller of boats will tell you that the boat sale industry has been in one since \$4/gallon. A Bank of America report noted, "Factors such as the housing slowdown, mortgage defaults, growth in the used boat market and low consumer sentiment are affecting the overall marine industry. The current

expectation in 2007 for industry boat retail sales is roughly 260,000 units, which is below the lowest level of 270,000 units in the early 1990s"

Many industry experts talk about the boat market, using the statistics published by the National Marine Manufacturers Association (NMMA), having a 5-year cycle to it with 3 "up" years and 2 "down" years. The data says now that that has flipped to 3 "down" and 2 "up" years.

The last time there was an extended "recession" in the boating industry was the late 1980s into the early 1990s. By the time it came out of that recession, there were a lot fewer boat manufacturers for two reasons - the weak ones went "belly up" and the big got bigger. They didn't buy boats; they bought boat companies! Rather than addressing a niche, they looked to serve the broad boating market, up and down the economic strata.

If boating companies are buying boat companies, should we be buying boats?

Where Are We Now?

Certainly, the industry itself has gotten smarter. They built product lines, not just served niches that might shrink or even disappear in tough economic conditions. They are also more cost-conscious and run like

modern corporations, not a club. The weak dollar has added to the attractiveness of American boats overseas and more American boats are sold overseas than ever before. The industry has also become more customer focused and created brand loyalty based on service, not just features.

With that said, these tough times hit the consumer as hard as ever. And there is no comfort in thinking about selling a house you can't carry so you can buy a boat you might live in. But, there is a new segment to the market out there and it is going to get larger before it gets smaller - the baby boomers who are not retiring or, if not retiring, certainly "empty nest'er's" with grown kids and a small, if any, mortgage.

So, think about it. If it is "feathers" for some if not many, can it be "chicken" for you and your new boat in this environment?

So, you aren't thinking about buying a boat? Can there ever be more advantages in the hands of the buyer?

Some people are hesitant to "counter-bid", fearing it is "insulting." It is not. Let the "market" know where you stand. What are they going to do - wash your mouth out with soap? And maybe they say "yes!"



FISHING WITH TONY

DELAY WITH DEC PUTS SALTWATER FISHING LICENSE ON HOLD

by TONY SALERNO

As I pen this article a few days before the October 1st effective date, the New York State Department of Environmental Conservation (DEC) admits this week, its licensing programs are not equipped to handle the issuing of a new Recreational Saltwater License. According to a media advisory issued on Tuesday, there is a "slight delay" in implementing a computer system to supply the physical licenses.

"This is just one more example of why this was a poorly conceived, ill-advised plan to begin with," said Assemblyman Fred W. Thiele, Jr. (R, C, I, WF-Sag Harbor). "Not only does this new license unfairly target Long Island residents and come into effect after the striped bass season has started, the DEC can't even get their own computer system to issue the licenses in a timely fashion. Now, residents will be forced to apply right before the effective date, only to have to reapply come January 1, 2010."

Thiele, who voted against the creation of the license, sponsors legislation to rescind the fees associated with the licenses. Further, he called on the State Senate to enact a bill to delay the implementation date to January 1, 2010. They failed to act during a Special Session last week.

"The DEC has clearly demonstrated they are unprepared to implement their own policies. I will continue to oppose this license and work with local officials to address their concerns over the legality of the license itself," concluded Thiele.

In the meantime the DEC is advising anglers and media outlets that there is a slight delay in implementing a computer-based system to issue the new Recreational Marine Fishing License.

The DECAL system, which processes NYS hunting licenses and freshwater fishing licenses, requires programming revisions in order to process marine fishing licenses. This is due to the fact that while most licenses are valid from Oct. 1 to Sept. 30 in a given hunting/fishing season, the marine license will run on a calendar-year basis to match federal requirements.

Verizon, the DECALS contractor, has been working on correcting this programming problem for several months.

When recreational marine licenses become available for sale to the public, DEC will post the information at www.dec.ny.gov through the DECAL system. The DECAL system can be directly viewed at <https://nyfgisales.appsolgrp.com/fgnyia/html/index.jsp>. The "Saltwater" Recreational Marine Fishing License for New York State goes into effect Oct. 1. DEC Contact: Lori Severino, 518-402-8000.

Tides for Moriches Inlet starting with September 30, 2009

Day	High/Low	Tide Time	Height Feet	Sunrise/Sunset	Moon Time	% Moon Visible
Wed. 30	High	4:47 AM	2.7	6:47 AM	Set 3:04 AM	82
30	Low	10:45 AM	0.5	6:35 PM	Rise 4:45 PM	
30	High	5:03 PM	3.0			
30	Low	11:11 PM	0.3			
Thur. 1	High	5:32 AM	2.9	6:48 AM	Set 4:05 AM	89
1	Low	11:30 AM	0.4	6:33 PM	Rise 5:08 PM	
1	High	5:46 PM	3.1			
1	Low	11:50 PM	0.2			
Fri. 2	High	6:11 AM	3.1	6:49 AM	Set 5:07 AM	94
2	Low	12:14 PM	0.3	6:31 PM	Rise 5:30 PM	
2	High	6:26 PM	3.2			
Sat. 3	Low	12:28 AM	0.1	6:50 AM	Set 6:10 AM	98
3	High	6:47 AM	3.3	6:30 PM	Rise 5:54 PM	
3	Low	12:57 PM	0.2			
3	High	7:03 PM	3.2			
Sun. 4	Low	1:05 AM	0.1	6:51 AM	Set 7:15 AM	99
4	High	7:20 AM	3.4	6:28 PM	Rise 6:19 PM	
4	Low	1:39 PM	0.1			
4	High	7:39 PM	3.2			
Mon. 5	Low	1:42 AM	0.1	6:52 AM	Set 8:23 AM	99
5	High	7:54 AM	3.5	6:26 PM	Rise 6:48 PM	
5	Low	2:21 PM	0.1			
5	High	8:17 PM	3.1			
Tus. 6	Low	2:20 AM	0.1	6:53 AM	Set 9:32 AM	97
6	High	8:29 AM	3.5	6:25 PM	Rise 7:23 PM	
6	Low	3:03 PM	0.1			
6	High	8:58 PM	3.0			
Wed. 7	Low	2:58 AM	0.1	6:54 AM	Set 10:43 AM	92
7	High	9:10 AM	3.5	6:23 PM	Rise 8:05 PM	
7	Low	3:47 PM	0.2			
7	High	9:46 PM	2.9			
Thur. 8	Low	3:38 AM	0.2	6:55 AM	Set 11:50 AM	85
8	High	9:58 AM	3.4	6:21 PM	Rise 8:57 PM	
8	Low	4:34 PM	0.3			
8	High	10:43 PM	2.7			
Fri. 9	Low	4:24 AM	0.3	6:56 AM	Set 12:52 PM	76
9	High	10:57 AM	3.3	6:20 PM	Rise 9:59 PM	
9	Low	5:30 PM	0.4			
9	High	11:47 PM	2.7			
Sat. 10	Low	5:21 AM	0.4	6:57 AM	Set 1:46 PM	66
10	High	12:02 PM	3.3	6:18 PM	Rise 11:08 PM	
10	Low	6:40 PM	0.4			