

Winter/Spring  
2006  
6th Edition

# Sterling Star

## Sterling<sup>®</sup> Acceptance Corporation



**STERLING<sup>®</sup>  
ACCEPTANCE  
CORPORATION**

I just want it known how much I am satisfied with the way Sterling Acceptance handled the financing of the recent purchase of my Tayana 37.

I commend your company for five outstanding attributes as follows:

Availability for questions ..... 100%  
Ease of paperwork .... 100 %  
Efficiency ..... 100 %  
Favorable loan rates ..... 100%  
Flexibility ..... 100%

I will recommend you as  
**THE SOURCE!**

Thanks for everything.

LW  
Memphis, TN

HAPPY NEW YEAR! We hope you and your families had a Merry Christmas and we wish you all a prosperous New Year. We are very excited about this upcoming boating season and hope to see you sometime during the boat show circuit. Interest rates are predicted to remain fairly steady throughout the year with perhaps a .50% - .75% increase by year-end.

The Economy appears to be chugging along nicely with unemployment rates holding consistent and interest rates still extremely attractive; we still offer rates as low as 5.99%. The stock market looks to be positioned to have a good year as well; some economists are predicting as high as a 10% return.

We would love to assist you with your next Boat or RV purchase or refinance your current vessel to include upgrades such as new engines, electronics, or perhaps a total interior makeover. Give us a call to find out how Sterling Acceptance can fit you into a new loan at the lowest interest rates nationwide, as well as terms up to 25 years. We guarantee excellent service!

We truly appreciate your business and pray you have a tremendous spring boating season.



**1-800-525-0554**

## MA'AM, YES MA'AM! - FITNESS BOOT CAMP



What does the Naval Academy's Plebe Summer and Sterling Acceptance Corporation have in common? Push-ups, sit-ups, squats and running; i.e. Boot Camp.

If you happen to see a group of women running around West Annapolis and dropping to the curb for push-ups, you will now know that it is the Sterling Acceptance Corporation's wellness incentive. The drillmaster who shows no mercy in any weather is Joy Behr from South River Fitness in Edgewater, Maryland.

More and more companies are adding a physical fitness program to their repertoire of perks. The benefits are an asset to the employer as well as the employee. Studies have proven that exercise has a multitude of positive effects; it decreases the amount of annual sick days, promotes healthier and happier employees, creates employee camaraderie and relieves stress.

Sterling Acceptance Corporation engaged in an 8 week "Boot Camp" program which consisted of two sessions per week lasting for one hour. The sessions were comprised of running, push-ups, lunges, dumbbell exercises and anything else that Joy Behr customized for the group. It all happened in the two block radius of the Sterling Acceptance Corporation's office in West Annapolis. There were many looks and smiles from onlookers as they watched the group of 5 working out in the parking lot and periodically dropping to the curb for a set of 15 push-ups. By the end of the 8 week training, Joy's group could do 150 push-ups on the curb over the one hour session. There were a lot of high fives going around the office on that day.

South River Fitness and other local health clubs offer discounts to corporations who sign up their employees in a fitness program. There are a variety of ways to indulge in the corporate perk of fitness depending on the particular facility offering the program.

Joy Behr asked her Boot Camp group which exercise they preferred from the training and what benefit they achieved from the program. Jen Ventsias said that the walking lunges gave her the best results and that stress relief was the most beneficial outcome. Betty Smith liked her overall increase in stamina.

There have been numerous articles recently on working out at work. According to an expert's report, six out of ten workers said their "time management skills, mental performance and ability to meet deadlines improved on days when they exercised."

- Amy Krimm

## Insurance Updates

The damage to boats and the marine industry pales in comparison to the overall destruction from the hurricanes this past year. Never the less, it will take years for some parts of the infrastructure to be rebuilt before boat owners can even think about returning with their boats. As of the end of the year, some insurance carriers were still not binding new business along the Louisiana and Mississippi coast.

Since the hurricane season last fall, we have seen additional carriers stop writing new policies in the Southeast. Others are adjusting their underwriting guidelines and raising their premiums accordingly in order to justify staying in those markets.

I encourage everyone to take a little time to review their policy and it's coverages. Make sure you are within your navigation and lay-up limits. Check your coverage and make sure your tender or dinghy is properly covered. Consider taking out a separate towing policy so your yacht insurance premium will not be affected as a result of a towing claim.

Take the time to go through your boat in the off season to check electrical, plumbing and mechanical systems. Many claims we see could be avoided if the owner would have taken the time to be more proactive with their preventive maintenance.

## Repowering

Do you like your present boat overall but would like to have better performance and better economy? Consider repowering your boat. Today's diesel engines are more compact, therefore facilitating the upgrade from gas to diesel is much easier than it was 10 or 15 years ago. On the typical 35' powerboat your cruising speed will increase by several knots and efficiency will increase by 40% or more. Typically we can finance 80% of the total cost of the repower in addition to paying off your existing loan.

## Performance and Maintenance

With the higher cost of fuel we all need to pay more attention to our boats' performance. Is your boat's engine or engines turning



Dave, Benjamin & Mikaela

their proper RPM? If not, have the running gear and bottom cleaned by a diver or do a short haul at a marina. If that doesn't correct the situation make sure your engines are tuned to specs and have your props checked for proper pitch and diameter. A prop that shows no visible sign of damage can still change in pitch over a period of years, causing a decrease in performance and efficiency.

**WORDS FROM THE FLORIDA OFFICE**



*Susan Cunningham & Sherlock*

Despite the slight increase in interest rates and the inevitable rise in insurance costs, the Florida dealers and brokers have started off the New Year with brisk sales. Roy Edwards of Edwards Yacht Sales says that his 2005 sales figures doubled that of 2004 allowing him to open a new facility in Clearwater. Sarasota Yacht and Ship has also had an incredible year and added a new office at Marina Jack's. The fact that this area of the Florida coastline was untouched by the 2004 and 2005 hurricanes may in fact have boosted area sales.

Statewide, we have seen marina owners take advantage of the \$5 million grant passed by the Florida Legislature to aid marinas in the repair of their facilities due to uninsured losses from the 2004 hurricanes. This has resulted in the update of many marinas and as part of the grant, assures public access for a period of five years. The marine construction is booming statewide with the addition of new docks, haul-out facilities and upscale amenities for boaters with many local governments purchasing waterfront properties for dedicated marine use. In addition, George Bush signed the Transportation Equity Act which reauthorizes the Aquatic Resources Trust Fund providing approximately \$600 million per year to boating safety, infrastructure and access programs, and sport fish restoration.

As everyone knows, due to hurricane Wilma, the Ft. Lauderdale boat show was not well attended, but the good news is that the upcoming Miami International Boat Show in February will be ready to accommodate those boaters whose shopping plans were washed out to sea. We look forward to seeing everyone there and at the Palm Beach show which follows in March. For an update of current rates and terms prior to the shows, please contact me at (800) 276-6511 or susan@sterlingacceptance.com.

**WORDS FROM THE ANNAPOLIS OFFICE**



*Amy Krimm*

When I visit the different Annapolis offices, most of the yacht brokers are asking me what I am seeing in the industry. Everyone wants to know how the different companies are faring in this rising rate environment. The days of refinancing boats are behind us, but according to many yacht brokers the business of selling boats has increased.

"Our business in 2005 proved up to be on par with 2004 which was one of our strongest years since we began the business in 1988. We were on track with 2004 in terms of both units sold and dollar volume generated. The segment

that seems to be strengthening for us is "Sail" over 40 feet. Although big sailboat sales were a bit softer in years past...increasing fuel prices have brought some big boat buyers back to Sail. That bodes well for us as sailboats over 40 feet historically make up a large percentage of our annual business." - Pat Mayben, President Bristol Yacht Sales.

"Annapolis Yacht Sales is coming off of one of our best years ever. In 2005 there were a good quantity of quality brokerage boats on the market, a good mix of new boat offerings and attractive interest rates which all rewarded the boat buyer. We anticipate 2006 to be another good year despite the rise in energy costs and a possible slight rise in interest rates over time that may cause for some price increases. There are several first time buyers, as well as those buyers looking to upgrade their present boat in the market even now. Boating is a passion for some, excitement for others and a fulfillment of dreams for many. Why wait, it's still a buyer's market?" - Dave Sill, Yacht Broker at Annapolis Yacht Sales

"It has been a strong year for power boat sales. Big ticket purchases and pre-owned boats were among the most popular. Clarks Landing was honored to be named an Ambassador Dealer- the highest status for a Sea Ray Dealership. We continue to carry all sizes of Sea Rays as well as Certified Pre-Owned and brokerage boats." -Jeff Truesdale, General Manager Clarks Landing Boat Sales.

So there you have it from the professionals. Business is good, despite all the talk of doom and gloom that sometimes circulates around the water cooler. Lets all have another great year in 2006.

**WORDS FROM THE NEW ENGLAND OFFICE**



*Brian Simard*

I'm looking out the window at boats sitting in their slips at the marina, covered and protected from what promises to be a foot of snow from this most recent storm. Puxatawney Phil will make his promise to us soon and most of the people with whom I surround myself have already had enough! But Mother Earth is still spinning her promise of warm days, open water, and the opportunity to get that new boat in the water for another great season.

The Spring Boat Show season promises us a look at what is available out there to tempt us, and Spring promises to be a buyers market. Make sure that you are negotiating for that new or new-to-you boat from a position of strength. Give me a call here in the Portsmouth office and get pre-qualified for your financing. Know what your payments will be, and most importantly in today's environment, lock in that interest rate! Prepare yourself with a simple phone call for your best rate so you can get your best deal!

I am ready to help you put that new boat in the picture by offering you professional loan services that are fast, simple and fun. Whether your interest is for used or new, I bring a boat owner's perspective to the loan process. My background of 25 years in the marine industry provides me with the tools to expedite loan "requests" to "loan approvals". All you need to do is relax and ready your new boat for the upcoming season! What could be easier? For service in New England, call me toll free at (877) 488-5568. Fax at (603) 431-6554 or send me an e-mail at brian@sterlingacceptance.com.

**SEE US AT THE FOLLOWING BOAT SHOWS**

- Atlantic City International Boat Show**  
Booth 338 ..... Feb. 1 - 5, 2006
- Miami International Boat Show**  
Booth 3111 ..... Feb. 16 - 20, 2006
- Washington Boat Show**  
Booth 218 ..... Feb. 22 - 26, 2006
- Palm Beach Boat Show**  
Booth 934 ..... Mar. 23 - 26, 2006
- Bay Bridge Boat Show**  
Tent F Booth 15 ..... Apr. 27 - 30, 2006
- Newport International Boat Show**  
Booth C10 ..... Sep. 14 - 17, 2006
- Norwalk International In Water Boat Show**  
Booth J8 ..... Sep. 21 - 24, 2006
- United States Sailboat Show**  
Tent F Booth 22 ..... Oct. 5 - 9, 2006
- United States Powerboat Show**  
Tent F Booth 22 ..... Oct. 12-15, 2006
- Fort Lauderdale International Boat Show**  
Booth 33 ..... Oct. 26-30, 2006



**Celebrating Our First Year Anniversary  
At Our New Building!**

**CORPORATE HEADQUARTERS**

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***“WE ARE NOT JUST BANKERS,  
WE ARE BOATERS, TOO... AND WE CARE.”***

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