

HARGRAVE

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VISIT HARGRAVE'S DISPLAY AT THE MIAMI YACHT & BROKERAGE SHOW

FEBRUARY 17 - 21, 2011 | COLLINS AVENUE | MIAMI BEACH | DIRECTLY ACROSS FROM THE EDEN ROC HOTEL | RAMP 21



96' Hargrave 2005
Bamboleo - \$3,850,000



97' Hargrave 2006
Cocktails - \$4,900,000



68' Hargrave 2004
Contessa - \$1,579,000



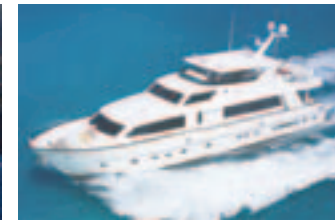
99' Hargrave 2005
Da Bubba - \$4,395,000



93' Hargrave 2007
Donna Marie - \$4,950,000



136' Hargrave 2011
Dreamer - \$19,000,000



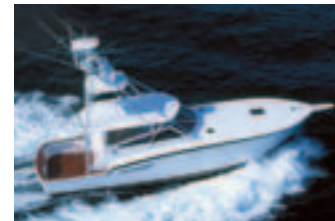
97' Hargrave 2005
GiGi - \$3,995,000



78' Hargrave 2007
Goose Bumps - \$3,275,000



90' Hargrave 2005
Grumpy - \$4,450,000



45' Hargrave 2001
High Priority \$477,000



97' Hargrave 2006
Hooter Patrol IV - \$4,500,000



101' Hargrave 2009
King Baby - \$7,500,000



84' Monte Fino 1998
Lady Di - \$1,645,000



96' Hargrave 2008
Lady Jan - \$4,990,000



54' Ocean Alexander 1996
Lady M - \$697,000



68' Lazzara 2008
Lady of the Seas - \$2,190,000



96' Hargrave 2004/2010
MaryClare - \$3,495,000



115' Hargrave 2005/2010
Missy B II - \$5,900,000



90' Hargrave 2009
My Lady M - \$5,877,000



125' Hargrave 2012
NEW BOAT - \$14,300,000



92' Monte Fino 2000/2009
OffTrack - \$2,625,000



68' Hargrave 2003
One 2 Sea - \$1,595,000



52' Texas/Custom
Paradise - \$1,350,000



65' Fairline 1996
Pegway - \$540,000



100' Hargrave 2009
Perfect Harmony - \$6,695,000



101' Hargrave 2010
Sassy - \$6,700,000



84' Monte Fino 2001
Sea La Vie - \$2,550,000



114' Hargrave 2009
Sea Legend - \$6,500,000



101' Hargrave 2008
Seafarer - \$5,900,000



101' Hargrave 2010
SeaVenture - \$7,200,000



78' Hargrave 2003
Shekinah Glory - \$2,595,000



68' Viking/Princess Sport 1999/2007
Untamed - \$795,000



68' Hargrave 2004
Vitesse - \$1,495,000



70' Striker 1984
War Eagle - \$395,000



106' Denison 1986/2010
Zantino III - \$1,990,000

ILLUSIONAL & DELUSIONAL

As I write this commentary I am on the fourth day of a seven day music cruise organized by Delbert McClinton from Nashville, who may be the most talented singer, songwriter, and musician you might not have heard of. Delbert's musical history is awesome - he played with giants like Bruce Channel, Buddy Holly, Bob Dylan, and even taught John Lennon how to play the harmonica in England back when the Beatles were just starting out. Delbert has always been respected as a musician's musician.

Each January for the past 18 years Delbert charts a ship from the Holland American Lines and then fills it up with an astounding array of talented artists, musicians, and songwriters that he enjoys personally. For me it is a rare opportunity for my reality to go back in time and briefly touch my fantasies.

You see when I was a kid I had the rare opportunity to grow up in the music business during the 1960's which was the most explosive period in the history of pop music. I used to joke that I had a new job every ninety days - in a seven year period I was a recording artist with MGM, an A&R producer for RCA, Diamond Records, and Cameo-Parkway, I was a songwriter, record promoter, worked in distribution, and in my last job was the general manager for the top music video company in NYC. I lived on East 57th Street, had a new Lincoln convertible in the garage, had a house account at Tavern on the Green, and used to hang around Eddie Arnold's Italian restaurant. Kind of like the Peter Principle, I became what was known back then as "A Legend in His Own Mind."

And then one day I just walked out of the music business and into the boat business. For the next 20 years I never bought another album, never went to a concert, and lost all touch with the music business. And then one day it started - I began wondering in the middle of the night what would have happened had I stayed in the music business. My guess is that anyone who has made a major career change in their earlier life wrestles with that proverbial question - "What if?"

So this annual cruise for me is a real fantasy. To get to listen to and talk to artists like Delbert McClinton, Bruce Channel, and Raul Malo and to hear songwriters who have written a string of number one hits for Garth Brooks, Alan Jackson, and George Strait explain how they came up with the inspiration is way beyond just being interesting. And best of all for me is when a talent like Fred Eaglesmith, one of the top touring acts in North America (250 dates last year!) shares with me how difficult it is to succeed in an industry that went through a complete meltdown when the internet wiped out all the old structure.

And I in turn share some of my story and what it takes to survive in the boating industry, and what challenges we have to overcome. Finally, by the time the ship lands we all nod knowingly to each other as we recognize that we are all doing in life exactly what we are supposed to be doing. On the last day the musicians pack up their trucks and busses and go back on tour while their fans board planes to head back to their offices all around the world. As we leave the ship and the fantasy ends for both the entertainers and their fans, we give each other that final farewell salute, "See you next year!" and reality sets in once again.

-Michael Joyce, CEO | mjoyce@hargrave.org

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