



Introducing Rex Yacht Share

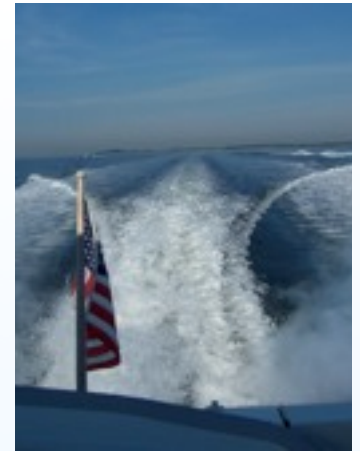


75 years ago our founder, Louis J Gardella established a Chris Craft franchise and soon purchased a defunct oyster house that remains the current site of the greatly expanded home of Rex Marine Center. His vision was to make pleasure boating more accessible to area residents, today Rex Marine continues that tradition with our new program, The Rex Yacht Share division.

In the wake of recent economic events, yet another innovation is introduced by a grandson of Lou Gardella

While the concept of sharing assets is not necessarily new, creating a way for just about anyone to experience a summer on the water aboard a pleasure yacht is. Rex Yacht Share was developed to provide a cost reduction to current boat owners and dramatically lower costs for those looking to experience boating for the first time or those looking to once again feel the ocean wind in their face. "We understand that the recent downturn in the economy has caused some people to rethink their boating plans for the summer, Yacht Share provides a way for everyone to benefit" says Bill Gardella Jr. "The Rex Boating Club has been a huge success and we know from the accolades our members give us, RBC is a great opportunity for

them to become boaters and for others to move up into larger boats". The concept is simple, the owner of a late model vessel of excellent condition in the 30' plus range enters into the program. Rex Yacht Share then offers "Seasonal Use Shares" aboard his boat similar to that of a time share but with a very flexible schedule. As a matter of fact, an average share provides over 25 uses per season which according to Gardella is more than twice the average seasonal use that a typical boat owner of this size enjoys. *continued, pg 2*



Like no other...
Ask anyone who has had the privilege of cruising our Long Island Sound and you will get the same response; AMAZING! While there are other things to see and do in our region, the On Water Experience during the summer is like no other. The sea breeze, smell of the warm salt air and the gentle sound of the waves.

REX YACHT SHARE



Rex Charter Boat Program
Next time you and your friends want to get out on the water to just relax and enjoy each others company, consider hiring a Captain and cruising in style aboard one of the many different sized vessels Rex has. We offer; Vessels from 20 - 65' with captain and crew to make your event special. Tour the harbor, the Norwalk Islands or take a trip to NYC for a special treat!

Rex Yacht Share continued from previous page

Rex Marine offers a white glove yacht management service to the owners in the program. "We expect owners will find their boat is now taken care of better now than they ever had time to do" Each boat undergoes a complete suitability and safety survey prior to entering the program. Once in the program, a custom tailored package of daily necessities is placed aboard for the owner and his use share partners including plates, cups, flatware, etc.. Boats are inspected and cleaned between uses and given a "Detail Cleaning" regularly. All maintenance will be specified and performed by Rex and their certified mechanics. The routine repairs and upkeep that sometimes get overlooked are dealt with straight away and paid for out of a repair fund set aside by the Yacht Share program managers. Each member uses our on line scheduling software to reserve their time up to five consecutive full days in



one month depending on participation level. Most boats offer two share plans, Full Share which provides 12 peak and 16 off peak uses and Half Share which provide 6 and 8. When asked about spur of the moment decisions to go boating Bill replied, "Sure last minute uses will be

available, even encouraged, dont let a good day go to waste. Our managers have the leeway to make those decisions" The individual use share cost vary depending on the boat used and quantity of time required, a use share, according to Gardella can be anywhere from \$8900 to \$35,000 per season but he says the average cost of a

30-40' boat (his most popular) will be in the \$10,000 - \$15,000 range. He indicated that the average boat owner in that size boat with a mortgage has arrival costs of between \$30,000 and \$50,000 per year. If you are interested in learning more about how to reduce your operating and boating expenses in this program, Please contact the program manager, Capt. John Davis at 203-866-5555 ext 131 for more info.

SEASONAL YACHT SHARE EXAMPLES*

Club Time	30' Sea Ray	3 full/2 half	\$10,500/7,599	Limited Avail.
No Dice	34' Formula	4 full shares	\$13,750	Sold Out
ORCA	34' Meridian	3 full/2 half	\$11,980/8,750	Limited Avail.
ANDIAMO!	38' Sea Ray	3 full shares	\$16,999	2 Left
Lady Morgan	48' Hatteras	4 full shares	\$24,000	Available

* Prices, plans and availability subject to change

REX YACHT SHARE

“You are the captain of your own destiny. It just depends on where you want to steer your ship!”



Rex Yachtsman Training Program Charts New Course

Every member in our

Yacht Share program undergoes a thorough seamanship and boat handling training.* Our comprehensive dockside and on water modules ensure to both the member and boat owner that safety and knowledge are priority #1. Our Coast Guard licensed instructors provide you with the necessary knowledge for:

- Docking and Maneuvering
- Electronics Operation
- Understanding Marine Weather
- Basic Navigation and Charts
- Heavy/Rough Seas
- Nav Rules, Rules Of The Road

As well as dozens of other important subjects and a complete vessel orientation covering engines, major systems and controls. No skipper

or crew member receives a sign off until the instructor and member agree to his or her readiness.



***All members must hold a current State of CT SBC or equivalent state or Coast Guard issued operators certificate.**



Make More Memories

When you speak to people who were lucky enough to grow up boating, they all share the same memories. Exploring new ports, fishing, swimming and meeting new friends are just a few of the many activities you will enjoy. A trip to a theme park or a weekend skiing, while fun, is nothing like sharing family time on the water. Kids learning the responsibilities associated with “keeping watch” or “taking the helm” are life lessons they will never learn on a roller coaster or video game.

