

HARGRAVE

THE WORLD'S LARGEST DISTRIBUTOR FOR HARGRAVE AND MONTE FINO CUSTOM YACHTS



115' 2005 Hargrave Tri-Deck – MISSY B II
NEW REFIT - New flybridge + new paint (10/09). Luxurious 5 SR yacht with thoughtful details ideal for charter use. Stunning salon with spiral tri-deck staircase. CAT engines. Feels like 130' yacht. \$6,995,000.



108' 2006 HARGRAVE RAISED PH – FREEDOM
Luxurious yacht with 3 SRs (2 Queen VIPs and enormous Master). Crew quarters for 4. Garage tender stowage. Twin Cat C-32, 1675hp engines. \$5,300,000.



84' 2004 Monte Fino Skylounge – OUR DREAM
Elegantly spacious yacht with salon/dining, country kitchen and skylounge. 3 SR including full-beam master + Crew fwd. CAT 1550hp engines. Asking \$3,295,000. Financing available, trades considered



100' 2010 Hargrave Raised Pilothouse – SASSY
Sparkling new 4 SR yacht with impressive on-deck master & “Best in Class” crew quarters. Jacuzzi, high end electronics/entertainment, CAT engines. \$6,700,000.



105' 2006 Hargrave Flushdeck – DREAM
A custom 4 SR + crew masterpiece. African mahogany, S. American marble and luxurious fabrics throughout. Outstanding flybridge layout. CAT 1550hp engines. \$5,999,000.



78' 2007 Hargrave Flybridge – CRAB POT
4 SRs + crew. Spacious flybridge w/wetbar & hot tub. Twin CAT C-32, 1675 hp engines, twin Northern Lights 25 kW generators, Naiad stabilizers (9' sq. fins). \$3,875,000.

HARGRAVE
BROKERAGE & CHARTER

800.551.9590 | 954.463.0555 | SALES@HARGRAVE.ORG | WWW.HYBCI.COM
1887 WEST SR 84. FORT LAUDERDALE, FL 33315 | “HARGRAVE” IS A REGISTERED TRADEMARK

RAVE



90' 2009 HARGRAVE SKY LOUNGE – MY LADY M
4 SRs incl. convertible owner's gym + crew aft. Twin CAT C-30 1550 hp engines, bow & stern thrusters, Naiad stabilizers. 32' Boston Whaler. \$6,600,000.



96' 2004 HARGRAVE SKY LOUNGE – MARYCLARE
Incredibly spacious. 4 SRs for 8 guests & crew berths for 3. Satin cherry woodwork throughout, twin CAT 3412s, 1400 hp, two Sea Recovery watermakers, Jacuzzi. \$4,300,000.



76' 2002 HORIZON SKYLOUNGE – MY ANGEL
3 SRs & 2 crew cabins aft. High-gloss cherry woodwork, designer decor. Bow & stern thrusters, Naiad stabilizers, Twin CAT 3412E, 1450 hp. Many upgrades. \$2,499,000.



97' 2006 Hargrave Raised Pilothouse – COCKTAILS
4 SRs, on deck VIP, Master and 2 twin SRs. LED-lighted onyx bar in salon. Custom retractable hardtop, Spa on flybridge, twin CAT C-30, 1550hp engines. \$4,900,000.



106' DENISON RPH 1986 – ZANTINO III
2007 Refit – over \$600K spent. Twin MTU engines, 1570hp, 8775 gallons fuel cap. 18' Novurania tender, 3 SRs yacht. Very spacious. Asking \$1,695,000.



68' 2003 HARGRAVE – ONE 2 SEA
3 ensuite SRs for up to 6 guests. Aft, crew quarters feature over/under bunks and private head. Twin CAT 3406 TA, 800 hp engines, Naiad stabilizers. \$1,595,000.



68' 2005 HARGRAVE FLYBRIDGE YACHT – TARA
Large master and VIP suites with crew quarters/ third SR aft with private head. Twin CAT 1,000 hp engines, Naiad stabilizers. \$1,595,000.



52' 2007 MIDNIGHT LACE – ZORRO
The Rolls Royce of picnic boats, every conceivable option, extended Cat warranties. Guy owns eight boats, steal it today!!



61' 1981 HATTERAS MY – DIAMOND DANE X
3 SRs + crew. New freshwater Raritan Atlantis heads SAT TV, flat screen TVs & more. Twin Detroit Diesel 1271TI, 650 hp, Naiad stabs. & 2 Kohler gens. \$460,000.



55' UNIESSE 2003 – ANA CRISTINA
3 ensuite SRs + crew aft. Features Tanzanqua wood cabinetry, Bose Lifestyle 35 entertainment system. Twin CAT 3406E, 800hp engs, 29 knots cruise, low hours. Try \$900,000.

ARE YOU MAKING A \$1,000,000 MISTAKE?

Losing \$1,000,000 or more when buying a yacht is a scary thought for anyone, and yet I see it happen frequently when a buyer get so fixated on "the deal" he completely forgets why he set out to buy a boat in the first place. Once he realizes he owns the wrong boat he then goes about selling it after a short period of ownership and when you add up the 10% commission, the carrying costs, and the depreciation, you quickly realize that changing yachts can be very expensive (not as expensive as changing spouses however!)

You know from your own business experience that hiring the wrong executive is not only extremely expensive but can actually damage your business. What usually happens in those scenarios is you were so impressed by their interview and by their appearance as well as their ability to project themselves that you lost complete sight of the fact that there were certain critical functions they would have to perform at a very high-level in order to succeed. Sometimes the collateral damage from a bad hiring decision is even worse if it demoralizes the rest of your organization.

That same thing can happen when a boat buyer makes his selection based on emotions not on a set of clearly defined requirements. You start out looking for one type of boat and suddenly you own a totally different boat because it looked like a hot deal, or the interior décor just dazzled you. After you own the boat you begin to realize it was not the right boat for you for any number of reasons. It could be the beam of the boat is too wide to fit in the slip you own at Ocean Reef Club, or the draft is too much for the favorite anchoring spot at Allen's Cay, or you are short one berth in the crew area for the type of service you were expecting.

I have a form I use for evaluating a selection of yachts and it is surprising that the candidate with the strongest emotional appeal is frequently not the top choice when you run it through a filter of owner requirements. That's why it is fun for us to build custom boats, each project fits the owner and his family like a tailored suit, and yet even they sit in their salon and say, "You know, on my next boat..." Maybe it's just the nature of the beast.

—Michael Joyce / CEO