



Marina, Ship's Store and Service

January 27, 2012

Hello all,

RE: IDEAL AND SONAR UPDATE

Happy early spring, almost. I hope everyone is enjoying this mild winter. Spring will be here before we know it so I wanted to write and give you some updates on the Ideal 18 and Sonar 23.

As you may know, last summer Ontario Yachts was forced to scale back their production and work force in order to meet these challenging times. The change in the Canadian Dollar has made the manufacturing of these boats in Canada less cost effective and this economy has us all guessing. Over the past 6-7 months we have moved all of the molds and tooling, which we own, from Canada back to Rochester NY. I have purchased a couple of 18 wheeler trailers and have stored all the tooling and molds for the time being. In addition I have had all the building specifications for both boats put into CAD format, including laminate schedules as well as building plans. There is a ton of bits and pieces and information that I never knew which I must now learn; a part of the business that I previously did not have to know.

In 1989 when my father came up with the concept of the Ideal 18, Bruce Kirby designed it and all the information was given to Ontario Yachts. Ontario Yachts and Bruce projected how much glass was put into each boat as well as all the parts that would be needed. Shum way Marine was never really involved with that part of the manufacturing of the boats. We ordered a certain number of hulls from them added a trailer and the other necessary parts and sent them out the door. The same is true for the Sonar. In 1991, we were approached by Wally Ross to buy the molds and take over the distribution of the Sonar. This was a transfer of capital and again we were not involved with how the hulls were built.

Now that I am overcoming the challenge of understanding this part of the business I can begin to move on. We seem to be getting all our ducks in a row and have begun to talk with a couple of possible builders.

We currently have one remaining new Ideal 18 and 13 new Sonar's in stock. Of the Sonar's, 5 are 2010 demos and the other 8 are 2011's that were only in the water for two days. All of these boats are currently stored inside and available for immediate delivery. The used boat market for both boats remains strong and I continue to sell any used boats that I know of quite easily. We also continue to stock masts, booms and all the other parts you might need for either boat.

Shum way Marine remains committed to both classes and I will continue to work towards finding a new builder for both boats.

Have a nice spring

A handwritten signature in black ink, appearing to read "Skip Shumway", written in a cursive style.

Skip Shumway

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