

# PLEASE WELCOME STEVE WOODRUFF OUR NEW SALES REP



**October 8, 2009**

We are excited to announce that Steve Woodruff of Setting Sun, Inc., has recently joined our sales force. He will be working out of his office in Aliso Viejo, California, and will be working directly with our retail boat buyers. Steve has a passion for sailing and a wide range of sailing experience. He has raced and cruised, he has a U. S. Coast Guard Captains License and was issued a 50 gross ton Master/Mate Certificate in 2007. Steve was an America's Cup Race

Committee Official, he has served as a Charter Captain for Dana Island Yachts, and he is currently an Instructor Candidate for ASI Certification to teach sailing. Steve is perfect for the job.

Steve was introduced to sailing when he was about eight years old, He learned to sail at Camp Monomoy on Cape Cod, a great camp with a few Mercury's. Steve loved every minute. As a student at Northeastern University in Boston, Steve was a member of the Sailing Team; and after earning a BA in Finance, he moved to Southern California so he could sail year around. While living in San Diego, Steve earned his MBA in Finance and put his skills to work, first for Pacific Southwest Airlines, then for Imperial Airlines, and in 1982 created one of the most respected IRS Problem Resolution firms in San Diego.

During his years in San Diego, Steve crewed on an Ericson 39 and a Jeremy Rogers 39. In 1979 he bought a Ranger 3/4 ton and participated in local PHRF races. A few years later he sold the Ranger and purchased one of our Santana 30/30 GP's. As he became more and more involved in racing, Steve joined San Diego Yacht Club; and in 1990 he purchased a Schock 35. Steve and his team aboard "Adrenalin" worked hard in a really tough fleet and become one of the most competitive boats in the Schock 35 class. Steve earned top honors in the local high point series for five years. He also won the San Diego to Ensenada Race. After selling his Schock 35, Steve was the mainsail trimmer aboard the Farr 44 "Bravura", which was the PHRF Class Champion for four years. Then he became the mainsail trimmer on the Tripp 50 "Falcon" which won the PHRF championships twice.

Steve sold his finance company in 2003, purchased an Oyster Lightwave 48 in England, and with his wife Joan, sailed down the Atlantic Ocean (across the Bay of Biscay) into the Mediterranean Sea. After two seasons in the Mediterranean, they sailed 700 miles down the west coast of Africa to the Canary Islands, picked up three additional crew and joined 225 other boats in the Atlantic Rally for Cruisers. This is a 3,000-mile race across the Atlantic to St. Lucia in the West Indies. Although the race was quite



*Steve and Joan aboard "Chant Pagan" near the Island of Mallorca*

uneventful, *Chant Pagan* had several 200-mile days and reached the finish after 16 1/2 days. Steve and his crew finished 27th overall and first in class.

All in all, Steve and his wife Joan spent five years and 15,000 miles cruising. Steve calculates his total miles at sea to be over 50,000 miles and climbing.