

Ron Rubin

11/16/2010

Mr. Jim Leishman
Pacific Asian Enterprises
34179 Golden Lantern, # 101
Dana Point, Ca. 92629.

Dear Mr. Leishman:

I have just purchased a used Nordhavn 46' ("Alcyone") with the help of a very professional guy, my new best friend, Larry Gieselman

Just a short note on how this happened.

I have sailed the Bahamas and Chesapeake Bay for 45 years. Seven years ago, while sitting on a friend's sailboat, I bemoaned the fact that I always seemed to be sailing to where the wind was coming from, and was tired of owning a sailboat and motoring a lot.. My friend (a lawyer with more money than God) and a smart guy said, "Ah you need a trawler, and the only one to have is a Nordhavn. I had never heard of it but started to investigate. I read Circumnavigator, Ocean Navigator, read Beebe, researched, etc. Then one of our friends bought a Monk 36 and we went cruising. Then another guy bought a Selene 47. We then went to Trawler Fest in Solomons, MD to see our first Nordhavn and were convinced. A guy named Barry Kallander further convinced us.

30 months ago, I called Nordhavn on the phone and asked to speak to a broker (sales guy). I was given to Larry. I asked if he had some time to talk to me, we made an appointment, I flew to CA. Larry graciously gave me over an hour just to chew the fat. I told him I wanted to buy a used one, and what my price range and timing were. It was a good conversation. I told Larry I would purchase one in December 2008.

You might have noticed we had a small problem with the economy which pushed my plans back.

I called Larry last spring, reminded him who I was, and said I was ready. Larry pulled out his notes from two years before and we reviewed my requirements. We were off and running.

Larry sent me to Michigan to look at a 40' he had sold to an old customer of his. It was great boat but certain obstacles prevented me from buying it on the spot.

I wanted to look at a 46', but the ones that appealed to me were out of my price range. Larry and I talked about it.

This is where Larry came through and showed what a valuable asset he is to P.A.E.

Larry got me the right price on "Alcyone" It was still above my budget, but not entirely unpalatable. The seller dropped the price significantly in my favor due to Larry's hard work.

Larry then followed through on the most important aspects of the purchase.

He did what I am sure was lots of paperwork. He liasoned with my bank, the seller, the survey guys, etc. He even bought documentation numbers to stick on the hull and did that himself.

We enjoyed watching Larry crawl into the rear lazerette to affix them

He did a great job, and even in the face of some adversity, he kept his great sense of humor and never lost sight of the most important goal. Get the buyer and seller to agree and make everyone happy.

During the five months of searching I talked with 5 Nordhavn owners who had worked with Larry. Every one expressed the same feelings about Larry's professionalism, dedication and sense of humor.

Truly,



Ron Rubin

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