

# The History of Northrop & Johnson



The story of Northrop & Johnson began in New York City, New York, in 1949 when two yachtsmen — Jim Northrop and George Johnson — came together to provide quality yacht brokerage service to their close circle of yachting companions on Long Island Sound. They opened the doors to their first office on Madison Avenue in Manhattan and thus began the brand's true-blue "Yankee" heritage, which is reflected in the company's reputation for honesty, integrity, and fair play. This penchant for reliability, fairness and decency earned the brokers of Northrop & Johnson and so, too, the brand a reputation as "Gentlemen Brokers." This sterling repute quickly spread throughout the tight-knit yachting community of New York and beyond. By the early 1960s, Northrop & Johnson had expanded with branch offices in Stamford, Connecticut; Miami, Florida; and Marblehead, Massachusetts.

In 1971, Northrop & Johnson Yacht Broker Kees Van Vliet broke barriers by opening the first US-affiliated yacht brokerage office in Europe, which was based in Cannes, France. By the late 1970s, additional offices were added in Newport, Rhode Island, St. Petersburg, Florida, and San Diego, California, in the US, and in Puerto Buenos, Spain.

During the 1970s and 1980s, Northrop & Johnson enjoyed further expansion that solidified its status as the premier large yacht brokerage in the United States. Also, the careers of some of the industry's top players and most high-profile brokers were born at Northrop & Johnson.

Today, Northrop & Johnson is a household name within the yachting community and is revered as one of the industry's top yacht brokerages around the world. The brand's luxury partnerships strategic alliances and impressive global network provide abundant support and representation for its beloved clients, the yachts in its fleet and the dedicated brokers it employs. All Northrop & Johnson brokers have access to industry-leading technology and intelligence systems and a vast database that allows them to provide unrivaled support to clients.

Northrop & Johnson has offices in every major yachting hub around the world and offices across four continents. Building upon more than eight decades of success and longevity, Northrop & Johnson promises clients the absolute pinnacle of service and reliability within the yachting industry and beyond.

