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Arbitration/Ethics: Peter Grimm
Brokerage/Charter Yacht Show:
Peter Grimm, Pete Bollman, Art Holler
BUC Liaison: Warren Schintzius
Forms: Peter Bollman
MIASF/Legislation: Peter Grimm
Membership: David Gennett & Gary Oviatt
Publicity: Barbara Tierney
Seminars: Barbara Tierney
Social: Kevin Merrigan & Barbara Tierney
YABA and MYBA: Gibbs Lukoskie
CYBA: Gerald Hellrung

FYBA news

Florida Yacht Brokers Association

November 1997

P.O. Box 460044 • Ft. Lauderdale, FL 33346 • Telephone (954) 522-9270 • Fax (954) 764-0697



Bahama Mama Requests Your Attendance

at the Charter Yacht Show

Hurricane Hole, Paradise Island

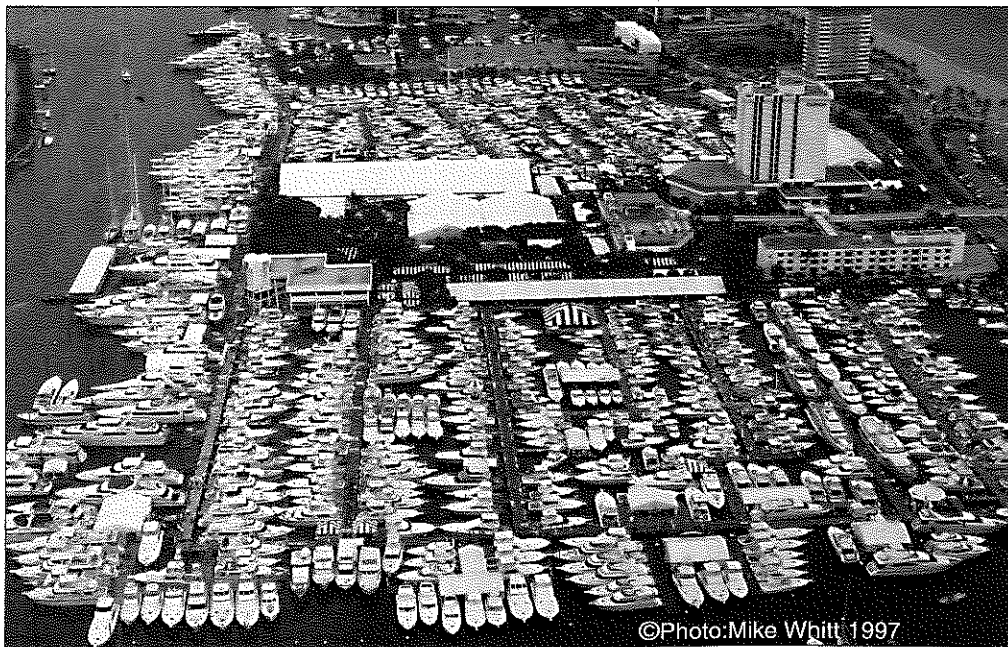
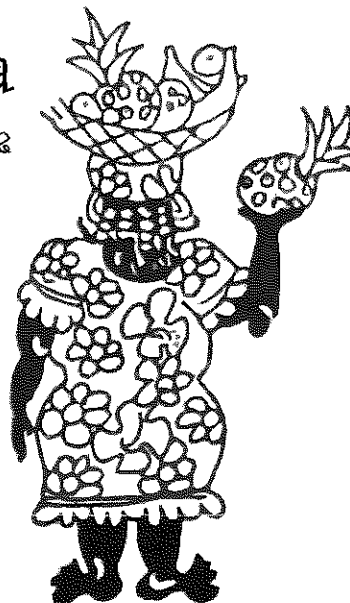
Bahamas Nov. 30th - Dec. 2nd

Don't pass up the opportunity to display your charter boats in the event of the year. There is still time for you to register. For Registration forms Call Show Management 954-764-7642

or

Rae at FYBA 954-522-9270

SEE YOU ALL THERE MON!



©Photo:Mike Whitt 1997

1997 FT. LAUDERDALE BOAT SHOW EXCEEDS LAST YEAR'S SALES

Can you imagine the amount of money the yachts displayed in this photo represents?

Sales in excess of millions were reported by Allied, Westport, Ardell, TARRAB, Northrop and Johnson, Trinity, Richard Bertram and Choey Lee these are only a few of our members that reported their success. One vendor commented that people were spending millions of dollars like they were nickles. (continued on page 7)



Photo: St. Petersburg and surrounding area attendees

Here is what our attendees have to say...

"Great Seminar! Could use more as only scratched the surface. Glad to see you guys remembered us over here - we aren't as many in numbers but we do sell boats!!"

"Informative and very well done. Brick Leggo is entertaining and keeps our attention. More motivation sessions would be welcome."

"We need more sales training and motivational training seminars. Closing, follow-up, qualifying with examples and role-playing."

LETTERS AND ANEDOTES from our members

At our Grand Banks display, I was stepping from the boat to the finger pier when I observed a large fellow looking at our boat as he walked from the main dock on to the finger and right off the dock into the water. After he was fished out, he calmly walked over to me bleeding, soaked, dripping and said, "Now I would like to discuss a new 52' Europa with you." I said, "Let me get you my card and a paramedic." The paramedics sent him to the hospital for a tetanus shot. "Now that's a live one!"

Jay Jones

President, Hal Jones & Co.

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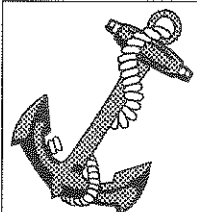
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The St. Petersburg

"Experiment"

FYBA Presents

the Dale Carnegie Seminar

CIT's generous sponsorship allows



FYBA to reach out to members on the West Coast with an experiment that proves

to be needed and wanted!!!

Thanks to Sally Morgan of Morgan's Landing for her help in coordinating this great event.

"We enjoyed the Dale Carnegie seminar with Rick Gallegos. It was very informative and useful and we feel it was very productive. We would like to see more seminars of this type."

"We enjoyed the seminar and the opportunity to network. This is good way for busy people to achieve motivation for the long haul of everyday at the office."

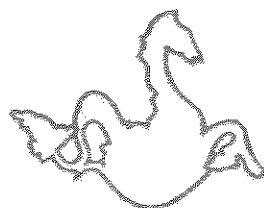
Thanks to FYBA, CIT and to DuPont Registry for furnishing the reading materials. From all of us on the West Coast

TARRAB YACHTS had a very good response at the Ft. Lauderdale Boat Show with several contracts written on yachts both in store and under construction at the factory. Several additional hulls available for 1998 call for details. Charles Amante - TARRAB Yachts

Chinnock Marine reports both free bottom paint jobs were won by Ft. Lauderdale residents and that ROCKETMAN was only stumped once by a question on an out-board motor. Call Jake at Chinnock about ROCKETMAN. If ROCKETMAN can't give you an answer you'll get a \$100 certificate towards labor costs on your next visit. Jake

More stories will be published next month. If you have a story

Signs By VONA



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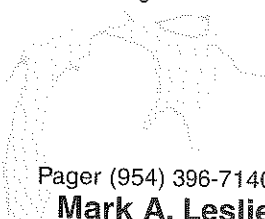
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BOARD ROOM NEWS...From September

- Kevin reported that as soon a CD matures (in late Oct) the \$5000 check to MIAF for services will be disbursed and the balance of the funds will be invested as agreed.
- Brokerage Shows: Art reported Dane Graziano of Show Management was meeting with Miami officials regarding the Miami Brokerage Show so he was unable to attend the board meeting as previously planned. Show Management reports the Brokerage Show looks good for this year but needs figures as to the economic impact the Boat Show has on Miami.
- MIAF FT LAUDERDALE BOAT SHOW: Peter Grimm reported that last year there were 126 boats over 80' this year there are 150-160 over 80'. They expect revenue up by 5%. He also reported that a cap was placed on the yacht's display space rate. Boat show will be Oct. 30- thru Nov. 3rd.
- Road Show Boat Show: MIAF produces a traveling show selling Ft. Lauderdale. MIAF has suggested that FYBA may want to review the program and see if they want to participate.
- Charter Yacht Show: Art reported he has discussed the show with Show Management to see how it can become a source of revenue for FYBA. The possibility of opening the show to the public and moving to the venue to Ft Lauderdale was discussed. This year it will remain in Paradise Island, Nov. 30 - Dec 2nd.
- BUC: Warren reported that 20 test sites are complete. Warren will try to set up the BUC demo for the next meeting.
- Legislation: Art Holler reported that Clay Shaw has agreed to sponsor legislation to allow foreign flag yachts 80' or larger to be exempt from paying duty so they can come into this country and be exhibited for sale while at the boat show. Hopefully it will pass the legislature in time to be announced at the boat show. The 80' length was determined from the international definition of a mega yacht.
- Seminars: The Dale Carnegie Seminar for the West Coast has been scheduled for Oct. 17 at the St. Petersburg's Yacht Club. Barbara reported the sales portion of the seminar has been modified. CIT will sponsor a portion of the seminar.
- Marine Council/FYBA Seminar: Everyone needs to make a few phone calls and get people registered.
- SOCIAL: 12 Affiliate members have signed up for display space at the Sept. 3rd thursday Brokerage show
- YABA: Newport show looks strong.
- MYBA: Kevin reports MYBA is revising their contracts and that FYBA should review them
- Other Business: MIAF and economist, Tom Murray, have asked for volunteers, who specialize in mega yachts, to help on a survey and study. Volunteers were secured.
- Rae reported Palm Beach Brokerage had 18 boats on display. Palm Beach Brokers sent their thanks for sponsoring the show and would like it to continue in 1998.
- Rae reported approximately 300 complimentary newsletters were mailed to licensed sales people.

Bulletin Board

- **Listing Secretary/Receptionist** - Start off the new year with a new job!! We need an experienced, organized, self-starter at our busy, well-established brokerage firm. Energetic personality a must!!! We offer insurance, benefits, unique location, a great working atmosphere and a chance to be part of a motivated team! Contact Jenni at (954) 925-0065. Fax resume to (954) 925-8822.
- **Receptionist/Listing Secretary** - Needed for established brokerage. Must be well organized, enthusiastic and be able to handle multiple tasks and responsibilities. Knowledge of BUC and Word required. Leave message at 954-760-9027.
- **Secretary** - Experienced with word processing skills for expanding Yacht brokerage office. Call Richard at Westport Yacht Sales. 954-316-6364.
- **GOOD YACHT SALESPERSON** - Ft. Myers or Sarasota. We make a difference in Yacht sales opportunities. Inq. Confidential. Call Kate at FL Yacht Connection 941-383-9775.
- **Yacht Broker**, experienced in sail. Must have sales background. New and used boats. Apply in confidence. Jordan Yacht & Ship Co., Rob Jordan (954) 522-8650.
- **Yacht Broker** - Full time position available in active and growing brokerage in Delray Beach. Excellent opportunity. Call Marty at South Florida Marine (561)278-6773.
- **Yacht broker/sales** position available in Ft. Pierce water front facility. Call Phil at South Florida Marine (561)489-0110
- Unlimited potential for **Power Boat Broker** with experience selling luxury motoryachts and sailing yachts. Huge inventory of large yachts at our prime waterfront location at Miami Beach Marina. Call George at Agents Int'l, 305-673-4967.
- DIASHIP's Fort Lauderdale office is looking for an **experienced broker** with the ability to sell and obtain listings in the 65'+ market. Call Jeff Stanley at DIASHIP North America (954)459-9996.

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License Activity

October, 1997

(Supplied by the Florida Department of Business and Professional Regulation)
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Expired

James Ernest Akright
Gerald Roger Beland
Joyce M. Bunting
Jay C. Busciglio
Robert Edward Corby
Peter John Elvin
Richard Browne Emmons
Todd A. Fopiano
Gregg Patrick Garlock
John Angelo Gattuso
Robert H. Goldberg
Jeffrey A. Gossweiler
Hal Jones
Larry Scott Keller
George Edward Levings
Robert D. Maddrey
Eric Paris Martel
Peter J. Martin
David John Ncgraw
Bobby Randel Newman
David Kimberley Novak
Harland Dale Roark
Annette Pauline Sandy
Timothy J. Wheaton

Active

James Edward Adam
Stephen Mark Bass
Domingo Bethart
Richard T. Bischoff
Tommy Randy Boatright
Robert Tyson Bohn

Richard Andrew Broniszewski
Robert Stephent Bryant
Albert Fletcher Bullard, III
Johnathan Burkhard
James Francis Campbell
Bill Colleran
Thomas S. Dawson
Billie Wayne Farris
Thomas J. Finnegan
Brandon Anthony Flaherty
Polly Fulton
Captain Ron Gay
Michael Lawrence Geraci
Garland Charles Gilbert
John B. Haslett
Brian Stevens Holt
Thomas Jonathan Jackson
Peter Reed Jordan
Randall William Kires
Bryan Fuller Little
Jack Alyn Little
David Alan Loeenberg
Bryan Long
Paul Christopher Madison
Janet Marie Maler
Guy R. Matthews
Ralph L. Middleton
Bruce Douglas Morgan
Lionel Michael Pearce
Robert Adam Quigley
Earl M. Ramsay
Kevin John Rattey

Lionce Armand Richard
Jeffrey Lee Robinson
Frederick Leroy Schwartz
Eric William Shear
Peter Boone Skipp
Steven Gregory Slavik
Kristina Anderson Smith
Laurelle A. Stabile
Teresa Ann Thorngren
Walter B. Wofford
Kevin Worsnop

Temporary

Donald A. Bartlett
Kenneth Eugene Bergman
John Joseph Brady
Dorman Burtch
Jeffrey Scott Byington
Thomas Lawrence Cleator
Christopher Charles Coverdale
Carson Ralph Davis
Joanne Dziedzic
Richard Peter Earp
Davic Eric Erdman
Nate Alan Favero
John Norman Fisher
Dennis Frank Frederiksen
Donald Thomas Gallaher
Warren Leslie Gorall
Kevin Patrick Harvey
Stephen Frank Lakaschus
George L. LaLonde, III

Jerry Clifford Liebhart
Patrick D. Livingston
Robert George Lusardi, Jr.
Jeffery James Malarney
Raymond Richard Mancuso
Christopher Todd Martin
Alessandro Massoni
James Francis McDonnell
Mitchell Robert Milesi
Manuel Hilo
Ronald Walter Mylniec
Richard Joseph Moore
Gary Frank Muggenthaler
James Lawrence Murphy
Steven Joseph Myers
Mark O' Brien
Daniel William Ogrady
Anthony Passalacqua
William L. Phillips, III
Real O. Piche
Thomas Joseph Quinlan
John Rogers Raycheff
G. Charles Ritter
Angelo A. Rivera
Salvatore Remo Rizzi
Thomas Bastien Rowe
William Gordon Schumann
Mark Edward Slimack
Charles Larry Smith
Penny Lane Stark
Stephen Conrad

Surowiecki
Randall J. Topjun
Matthew Craig Tuman
Bruce William White
Maurice C. Willis
Jeffrey Lee Wilson
Peter William Wright

Canceled

Vivien C. Arguelies
George Elliott Brooks, II
Phillip Stauffer Crane
Johnny Thomas Hicks
Michael Carmen Iannelli
David Ashton Kilponen
David E. Knutson
David W. Kutok
Thomas Wildman
Lockwood
Brad W. Powell
Nicholas Richardson
Vincent Schimmenti
Yvette Victoria Schindler
Marvin Edward Schwartz
Edwin Walter Solek, Jr.
Philip William Spence
Keith N. Tyler

Disassociated

Arthur George Cook

Revoked

Dennis F. Kennedy

DBPR Administrative Action Oct. 1997

NAME: Dennis Kennedy

AFFILIATION: South Florida Marine Liquidators, Boca Raton, FL
VIOLATION: Section 61B-60.003(7), Florida Administrative Code (1997), formerly Section 61B-60.007(5), Florida Administrative Code (1992), and Chapter 326.006(2)(f)2, failed to demonstrate good moral character.

ADMINISTRATIVE ACTION: Final Order Issued

PENALTY: License Revoked

NAME: Donovan R. Arterburn, Jr.

AFFILIATION: Donovan R. Arterburn Auctioneers, Rockwall, TX
VIOLATION: Chapter 326.004(1) Florida Statutes, acted as a yacht and ship broker without being licensed by the Division.

ADMINISTRATIVE ACTION: Consent Order issued

PENALTY: Civil penalty \$2,500.00

NAME: William O. Clark

AFFILIATION: William O. Clark Yacht Sales, St. Marks, FL
VIOLATION: Section 61B-60.006(3), Florida Administrative Code, failure to properly maintain an escrow account.

ADMINISTRATIVE ACTION: Consent Order Issued

PENALTY: Civil Penalty \$2,500.00

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ONE THE MOVE

- Arthur Saluk, previously with Jordan Yacht Sales, now operating as Saluk, Gantous, & Associates 1508 S.E. 3rd Ave., Ft. Lauderdale, FL 33316 phone 954-767-4577 Fax 767-4580
- Atlas Energy Systems new address 5101 NW 21st Ave., Suite 520 Executive Airport Business Center, Ft. Lauderdale, FL 2731 Phone 954-735-6767 Fax: 954-735-7676 toll free 888-shorPWR (888-746-7797) www.shorpower.com
- Andy Harwell previously with Galati Marine is now with Anderson & Williams Yacht Brokerage, 369 St. Armands Circle Ste. A, Sarasota, FL 34236 Phone 888-933-3923
- Judy Waldman previously with Gulfstream Yacht Sales is now with Luke Brown and Associates.
- Gulfstream Yachts Sales opens additional new offices at Bahia Mar 801 Seabreeze Blvd., Ft. Lauderdale, FL Phone: 954-467-0170 Fax: 954-467-9448

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Sacks Yacht Charters Expands Services

Jennifer M. Saia, President/ Charter Specialist of Sacks Yacht Charters, Inc. announced the return and formal association with David F. Darwent of Marine Construction Services, Inc. "We are pleased to provide a greater depth of services for our clients with the knowledge and experience that Mr. Darwent can provide". Some of these services will include Charter Consulting, Project Management, Survey work and Expert Witness.

In Memorium

- The partners at United Derecktor Gunnell are sad to announce the death of S. Brian Waters, one of the founding partners of United Yacht Brokers and Broker of record for CNB America, Inc. Brian began with Northrop & Johnson in 1970 and has been a well respected member of the South Florida yacht brokerage community. He will be missed.
- Marilyn Yaeger of M. Yaeger and Associates passed away in October. Marilyn was a long time executive in the marine insurance industry. She will be missed by her many friends and associates.



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New Applicants

(to be voted on at the Nov. board meeting)

Professional Associate

Rupert De Verteuil - Castlemain Yachts Inc
PO Box 165465, Ft. Lauderdale, FL 33316
954-760-4730 Fax: 954-760-4737
Andrew Cilla & Ken Argent

Eric Martel - Catamaran Sales, Inc.
15115 Madeira Way, Madeira Beach, FL 33708
813-395-0100 Fax: 813-397-5504
Jack Hunt & Shirley Nelle

Hugh Murray - Catamaran Sales, Inc.
1500 Cordova Road Ste. 309, Fort Lauderdale, FL 33316
954-764-4909 Fax: 954-764-2303
Jack Hunt & Andrew Cilla

Bryan S. Long - Westport Yacht Sales, Inc.
2957 State Road 84, Ft. Lauderdale, FL 33312
954-316-6364 Fax: 954-316-6365
Rusty Preston & Dwight Tracy

Alejandro Villaon - Westport Yacht Sales, Inc.
2957 State Road 84, Ft. Lauderdale, FL 33312
954-316-6364 Fax: 954-316-6365
Rusty Preston & Kevin Merrigan

Donald J. McCabe - Oviatt Marine, Inc.
850 NE 3rd St., #201, Dania, FL 33304
954-925-0065 Fax: 954-925-8822
Gary Oviatt & Bob Zarchen

James L. Eden - Broward Yacht Sales, Inc.
1535 SE 17th St., Ste. #202, Ft. Lauderdale, FL 33316
954-763-8201 Fax: 954-763-9079
Ken Denison & Kevin Merrigan

Mark Slimack - Bassett Boat Co.

James Shopovick - Bassett Boat Co.
700 So. Federal Hwy, Pompano Beach, FL 33062
954-783-9555 Fax: 954-946-1661
Richard Bassett & Chuck MacMahon

Affiliate Active

Lester Abberly - Showboats International
1600 S.E. 17th St., #200, Ft. Lauderdale, FL 33316
954-525-8626 Fax: 954-525-7954
Bob Saxon & Jennifer Saia

Gerri Miccio - Specialized Yacht Services, Inc.
3900 N.E. 18th Ave. #46, Ft. Lauderdale, FL 33334
Fax: 954-563-6392
Lisa Verbitt & Richard Bassett

Affiliate Associate

Anna Tolan - Showboats International
1600 S.E. 17th St., #200, Ft. Lauderdale, FL 33316
954-525-8626 Fax: 954-525-7954
Bob Saxon & Jennifer Saia

Warren D. Hayes Sr., Esq. - Alley, Maass, Rogers & Lindsay, P.A.
321 Royal Poinciana Plaza, Palm Beach, FL 33480
561-659-1770 Fax: 561-833-2261
Robb Maass & Kevin Merrigan

John Hoffman - First New England Financial
P.O. box 1717, Safety Harbor, FL 34965
813-797-8101 Fax: 813-797-8101
Sally Morgan & Tony DiPinto

Support

Jenny Chiles - Fraser Yacht Sales

Ann Lowenstein - Fraser Yacht Sales
2230 SE 17th St., Ft. Lauderdale, FL 33316
Fax: 954-763-1053
Gerry Hull & Kevin Merrigan

Juan M. Capote - Gulfstream Yacht & Ship, Inc.

Maggie Fleage - Gulfstream Yacht & Ship, Inc.
40307 Fisher Island Drive, Miami Beach, FL 33109
305-534-1191 Fax: 305-534-1168
Bob Zarchen & Allison Read

Paulette Clark - Alley, Maass, Rogers & Lindsay, P.A.
321 Royal Poinciana Plaza, Palm Beach, FL 33480
561-659-1770 Fax: 561-833-2261
Robb Maass & Chuck MacMahon

Estelle Husselman - HMY Yacht Sales

Yvonne Millward - HMY Yacht Sales
2401 PGA Blvd., Ste. #182, PBG, FL 33410
561-775-6000 Fax: 561-775-6006
Stephen Moynihan & Chuck MacMahon

Shirley Liddicott - HMY Yacht Sales, Inc.
850 N.E. 3rd St. #213, Dania, FL, FL 33304
954-926-0400 Fax: 954-921-2543
Stephen Moynihan & Peter Woods

Paulette Clark - Alley, Maass, Rogers & Lindsay, P.A.
321 Royal Poinciana Plaza, Palm Beach, FL 33480
561-659-1770 Fax: 561-833-2261
Robb Maass & Chuck MacMahon

Sandra Cinque - Bassett Boat Co.

Silvia Trask - Bassett Boat Co.

Lorrie Evans - Bassett Boat Co.

Laura Unsell - Bassett Boat Co.
700 So. Federal Hwy, Pompano Beach, FL 33062
954-783-9555 Fax: 954-946-1661
Richard Bassett & Chuck MacMahon

Veronica Pizza - Regency Yacht Sales
1497 S. E. 17th St., Ft. Lauderdale, FL 33316
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Kevin F. Ralph & Chuck MacMahon

Esther Gillam - Richard Bertram, Inc.

Ricardo Strul - Richard Bertram, Inc.
3660 N.W. 21st St., Miami, FL 33142
305-633-9761 Fax: 305-634-9071
George Jousma & Roger Hansen & Chuck MacMahon

Barbara Kent - Richard Bertram, Inc.

Francesca Newbold - Richard Bertram, Inc.

Tricia Swanson - Richard Bertram, Inc.

Gina Larkin - Richard Bertram, Inc.

Barbara Stork - Landeweer Richard Bertram, Inc.
801 Seabreeze Blvd., Ft. Lauderdale, FL 33316
954-467-8405 Fax: 954-763-2675
George Jousma & Bob Zarchen

calendar of events

- Nov.** 30 Through Dec. 2 Charter Yacht Show
Paradise Island, Bahamas
- Dec.** 13 Winterfest-Boat Parade
14 Pompano Boat Parade
- 1998**
- Jan.** 15 Third Thursday Brokers Show
Bahia Mar, Ft. Lauderdale
23 FYBA Annual Meeting
and Yacht Donation & Sales Tax Seminar
- Feb.** 12-16 Miami Brokerage Boat Show, Miami, FL

**FYBA Annual Meeting
and Yacht Donation & Tax Seminar
January 23, 1998
WATCH FOR DETAILS**

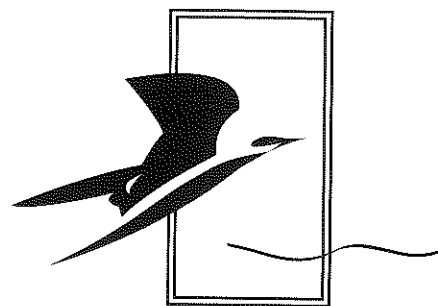
duPont REGISTRY

OFFERS DISCOUNTS TO MEMBERS

duPont REGISTRY and the Florida Yacht Brokers Association are teaming up to provide members of the association with a special advertising program. Members of the FYBA will soon be receiving a copy of the magazine with a special Publisher's Offer in the mail. Now is the time to take advantage of the special invitation and stretch your advertising dollars to the limit. This joint FYBA/duPont REGISTRY venture is a real winner. The duPont REGISTRY is the #1 Marketplace magazine designed to attract the active buyer by providing a fabulous showcase of yachts for sale, all in beautiful 4 color with no boring editorial. Just in case you didn't receive a copy at the Ft. Lauderdale Boat Show, the duPont REGISTRY will arrive at your mailbox soon. Can't wait for the letter from the publisher? Call Louise at 1-800-233-1731... she'll help you immediately! What? You're not a member of the FYBA? What better time to join than right now, so you can take advantage of the savings brought to you by the FYBA and duPont REGISTRY? Call today!

1997 Ft. Lauderdale Boat Show (con't from page one)

Jeffrey Briggs, Executive Director for the Northwest Yacht Brokers Association, and Boat Show Coordinator, Julie VanWallendael visited the Ft. Lauderdale International Boat Show to experience first hand the hustle and bustle of such a major production and "to learn first hand from one of the best events in the country and to network with other industry folks," says Jeffrey. Needless to say they were impressed.



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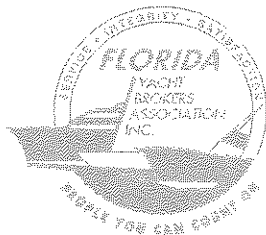
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FYBA Newsletter

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NOVEMBER '97

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- Charter Yacht Show - Nov. 30th- Dec.2nd
- Annual Meeting & Elections- January 23rd
- Yacht Donation & Tax Seminar January 23
- St. Pete "Experiment"
- Ft. Lauderdale Boat Show