

2001
Sep

FYBA News

A Monthly Publication for the Members of the Florida Yacht Brokers Association

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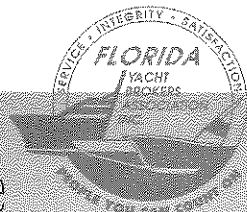
Winterfest Boat Parade Party
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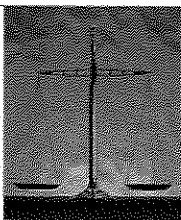
Yacht Sales & the Law Seminar
October 2002

For more information on sponsorship
opportunities, contact the
FYBA office at 954-522-9270.

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OCT. 3 2001

6th Annual

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Registration Form Enclosed (see insert)

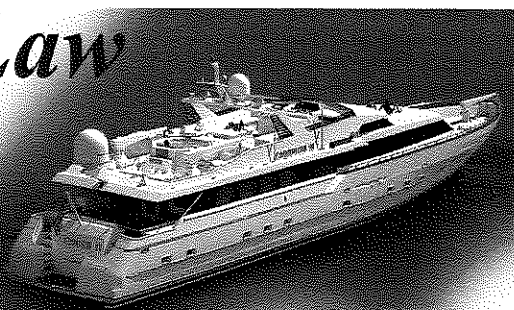
Megayacht Law

by Steele Reeder

It's September...Time for another Boat Show! The yacht owner, with the aid of his yacht broker, is again facing the many decisions as to where and how to best market his boat.

In order for a yacht to get the greatest exposure it would enter into a central listing agreement with a yacht broker. If the yacht is foreign-built it will need to be imported and have the duty paid before it is offered to potential buyers on the U.S. market. A restriction on the listing agreement can state that the yacht is available for sale to only non-residents. It would not be necessary to file entry and pay duty if the boat is not to be offered to residents of the United States.

For purposes of offering a yacht for sale at Boat Shows, it can be entered on a duty-deferred basis. This is known as the "Mega Yacht Law". A special entry can be made for used yachts over 79 feet to be offered for sale at a Boat Show without having to pay duty. This permits the yacht to be offered ONLY during the Boat Show, not before or after that time.



© 2001 MIKE WHITT

A builder or dealer can have a yacht on display at a Boat Show as a sample of the quality and workmanship of his product. This would not require the payment of duty. It is important to note that this would not permit the display yacht to be offered for sale. This would, however, require that the yacht be covered by a Customs entry known as a "TIB".

It is advisable to consult a Customs Broker when considering under what circumstances a yacht will be offered while it is in the United States. In most instances a bond and or entry will be needed to comply with U.S. Customs regulations.

Steele Reeder, Howard S. Reeder Inc.
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steele@howardsreederinc.com



BOARD ROOM NOTES

From July 2001

Treasurer's Report: The HSBC Money Market account was closed.

MIASF/Legislation: MIASF is following concerns about the MPA (marine protected areas), Longshore Act, and the manatee issue.

Forms: Michael Moore's suggested changes to the forms were distributed to the board to review. Approval of the forms was tabled.

- It was reported that a brokerage firm has developed a forms software package. After discussion the board decided not to endorse the product.

Publicity & Advertising: RFP's for the website from vendors were distributed to the board for review.

- Discussion was held regarding the Yachting cover and article titled "Storm Warning". David will write a letter to the editor.

Seminars: 200 comp. newsletters were mailed to Yards and Designers. Marine Technologies will be contacted to speak on MCA Code.

Bank of America will sponsor part of the New Construction Seminar.

- Discussion was held about the YSL Seminar topic regarding donation & taxes.

MYBA, CYBA, YBAA, IYC: California Yacht Brokers Association is a now a member of the IYC.

- Approx. 16 firms have expressed interest in the MLS pilot testing.

Other Business: The 2002 Roster has been closed out.

- 30 people attended the 3rd Tuesday show at HMY's Outrigger Harbor Marina.

- The Tampa Bay Brokers Show is scheduled for August 23, 2001.

- Discussion was held about a California yacht broker and surveyor being accused of inflating the value of a boat donation. The article will be published in the newsletter.

- Brenton Productions spoke to the board about using television media as means of targeting boat buyers.

A note to "Yachting" Magazine

Dear Editor,

I read with interest your two stories about "loss of life at sea" in the August issue. I have read more than my share of seafaring stories from Sir Ernest Shackleton's experience to the rescues of the seagoing tug, Foundation Franklin. I was told your primary & secondary goals are to sell magazines and promote boating, respectively. However, if one did not read Editor Wooton's pre-empting lesson in his FROM THE MASTHEAD, they might have been left a little perplexed and possibly apprehensive.

"This is your Pilot speaking. We will be landing in the Canary Islands, home of the world's worst air disaster, in about 15 minutes".

"This is your Captain speaking. I hope you enjoy your cruise on the QE2 and for your viewing pleasure this evening we will be showing at our new wide screen theatre, TITANIC".

Not exactly analogous but close to it. I think some of the recent splash of articles in the boat-driving magazines relating to storms/weather & fires, (your sister magazine, MOTOR-BOATING had an article about what to do if you get caught in a storm) should have been more informative. It would have been educational to the boating public to explain how these calamities could have been avoided. I would have enjoyed reading a narrative explaining why the judgment of Captain March and the officials of the Sydney-Hobart race was fatally flawed. And, as Editor Wooton stated, had it "erred on the side of caution" these tragedies might have been avoided.

However, place them in the article itself, as I know not everyone reads the editorials.

David Gennett
President, Florida Yacht Brokers Assn.

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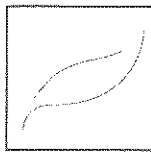
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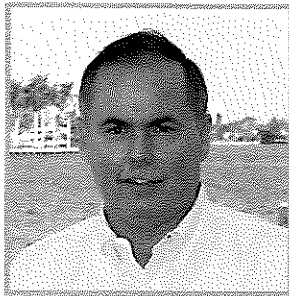


Letter from the PRESIDENT

How stupid can you get?

We all do not go by the 70/30 rule. Maybe 70/30 is not the way we should split commissions? That question has been beat around since Noah. When I was at Allied Marine, Dwight Tracy, President at that time, had asked Roy Sea's opinion on whether to go 60/40. He was advised only if there was a consensus of other houses. He went ahead & informed the brokers of his decision to go 60/40 and look what happened. And to answer the question, why can't part of being a member mean we all have to abide by the same rules? Part of being a member is that we all have to abide by the same rules. Almost all the same rules. We cannot dictate how you choose to split commissions with each other. This also applies if the commission is less than 10%. Does the listing house want to hold true to 3% or are they willing to take 30% of the commission? Does this set a precedent between the two companies?

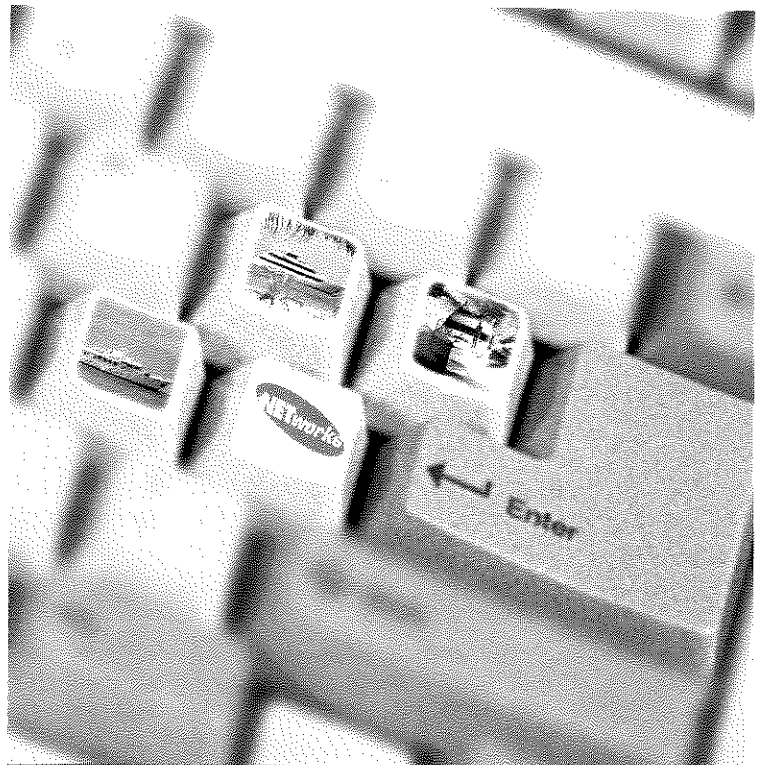
But to some of you, not all, who choose to use another split other than the 70/30, let's grow up and stop deception. I have had several complaints from people saying they have gotten involved in a contract with another house and were not told about a different split until late in the game. One as late as sending over an accepted contract on a \$1.1m boat. And a 10% swing on that is not a peanut.



If you do not have a 70/30 split, state it on the initial conversation with another broker. If you are a 70/30 house calling about a boat listed by another house, ask them to clarify the split. You might feel it necessary to get it in writing before the showing but at least stipulate it on the contract if it gets that far. We all have the right to run our businesses in the manner we choose. We can split 90/10 or 10/90. In California, they are now having houses sign agreements before a showing to identify the split. Thank you, but we have enough paper work as it is. This problem is really pathetic to have. It is sad that one can be so simple-minded as to hide the split his or her company uses. To quote one of the letters complaining about this practice, "brokerage firms that do not want to have the split known up front are practicing intentional misrepresentation if that brokerage deviates from the predominate 70/30 split". I agree 100%.

It was suggested that maybe we post the splits on all the listing sheets. The new Multiple Listing System through the IYC will have this option. In the meantime, we are going to post the ones we know of in the newsletter. I say, "we know of" because we don't know them all and would appreciate a note from those who utilize something other than 70/30.

David Gennett
FYBA President



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by Barbara Tierney, IYC President

YACHTCOUNCIL.ORG is well under way and rapidly becoming populated with boats. The pilot program has 30 companies that are starting to use the system and MLS Solutions is working diligently to get the rest of the pilot companies trained and under way. Every day there's input from the companies and new features being added.

We're finding that the system is very easy to use. Adding your listings is not only a breeze, but it's proving to be a fantastic tool for Time Management. Every database needs required fields so it can properly search. In this system, all of the required fields are up front on the first two pages of input. Once those few fields are filled in, the boat is entered onto the system. From there you can cut and paste the details or add the pictures as your time permits.

As a Company Database it's great. No more duty day book. One click on "Company Vessels" takes you right to a complete list of all your inhouse boats. All of your listings are immediately at your fingertips both centrals and opens. Of course the opens remain in house only, but they're on your list so when that inquiry calls in and says "I'm looking at one of your boats in a magazine".. and the fact is you don't have a clue and you can't find the file. We've all been there.. Well, you need not worry about that any more. The list, pictures, specs, layouts are all at your fingertips.

May I Please Speak to the Listing Broker? There's another question that's a huge waste of time. Find the boat. Find the house. Go to another screen and maybe see who the listing broker is. Then pick up your list of phone numbers and maybe you've penciled in his cell phone number. You know the drill. Not only is it time consuming for you, but it's one more call to the secretary on the other end. NO MORE. Now, when you pull up a boat, the listing broker information is right there along with an e-mail link and phone, fax, cell and home (the broker can, of course, choose not to list his cell and home phone).

Within the next 10 days the YACHTCOUNCIL.ORG will be ready to open up to monthly subscribers. It's been very exciting and the system is getting loaded with boats, many of which are either new to the market or being put on by companies who have not otherwise participated in any of the other listing system. As earlier mentioned, there are new features everyday and MLS Solutions are always open to suggestions any responsive to our comments. For more information you can call Fay Lukoskie at the Yacht Council office 1-561-468-0797 or call MLS Solutions at 1-561-741-3450.



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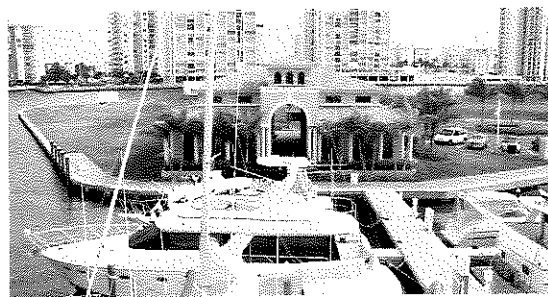
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Havana Daydreamin'

"Forbidden" Island of Cuba

Part 2 of 2
By Kevin Ralph,
Cheoy Lee Shipyards N.A.

Cuba is the largest of the Caribbean Islands, measuring some seven hundred and eighty miles in length and a population of twelve million people. Descending from native Indian, African, Spanish, Dutch, English and Russian ancestry leads to a very diverse and interesting ethnic mix. The people themselves are extremely friendly and for the most part very courteous, even the officials that boarded when we landed in Cuba asked if they should take their shoes off when entering the boat, which is more than can be said for a lot of other parts of the world. Indeed considering all that they have been through and the general conditions in which the average Cuban lives, it is amazing that the people remain as up beat and happy, as they appear to be. The average wage in Cuba is something like fifteen dollars a month. The government subsidizes this with ration books from stores that have a very meager selection. This gives you a better understanding of why the people are very eager to do anything for you, for e.g., wash boats, do laundry, etc. for a very small wage by American standards.

It should be remembered that regardless of where you go or what you do as a tourist out and about in Havana is state owned and everything is priced at typical western prices. For example: a fifteen minute taxi ride into Old Havana is about fifteen dollars, a daiquiri in La Floridita, Hemmingway's old haunt, is six dollars and a night in a restored hotel in Old Havana is about a hundred dollars a night, although, if you stay in one of the large business hotels this could be as much as three hundred dollars a night. No one said that Fidel doesn't know the value of the buck!

If you like architecture, then you will love Old Havana. The Cuban Authorities are starting to realize the value of historic architecture and are starting to restore some of the buildings in the tourist areas of downtown Havana; they still have a tremendous amount to do however. I walking down some of the cobbled streets seeing some of the churches and some of the buildings and realizing what the city must have looked like prior to forty plus years of neglect and decay. But between some of the turn of the century architecture and the 1940's and the 1950's cars (the average Cuban for the most part is not allowed to own a modern car) it gives a surreal effect of actually going back in time. There is a lot to do and see in and around Havana itself but like any capital city this does not necessarily give you the full flavor of what Cuba and the Cuban people are really all about.

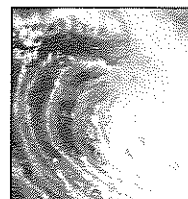
When going out into the countryside the staple cash crops are sugar cane and coffee. When traveling down into the Diner Del Mar region on the west side of the island the scenery is typical lush tropical rolling hills, small mountains with fields of sugar cane and coffee bush. The real jewel of Cuba, however, is it's pristine white sand beaches, numerous keys and islands off both the North and South Coast with pristine coral reefs and diving spots. Indeed after years of inaccessibility, a lot of these waters remain some of the most unspoiled waters in the Caribbean basin. Development is starting to rear it's ugly head among hopes to capture the almighty dollar. Hopefully the Cubans won't allow over zealous development and pollution that will spoil the very nature of what they have. There is a new luxury world-class resort hotel on Cayo Largo, one of the larger islands off of the South Coast.

Although I did not have the opportunity, I am told that cruising around in Cuban waters shouldn't be a problem as long as you check in and check out with the customs officials at the various areas and ports around the coast. Although for larger cruising boats the facilities are somewhat limited, so you should figure on spending a fair amount of time at anchor. Which given the protected waters especially on the South side should not present a problem. At this point in time one can only guess what will happen to this island nation in years to come, however, if first impressions are anything to go by there will be a continuing and increased interest by travelers around the world to visit this island.

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CLIFFORD, GARY ROBERT
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EVANS, ROBERT MARTIN
FRANC, BRIAN THOMAS
GRIMMETT, CECIL SCOTT
JACKSON, DANIEL SPENCE
JOHNSON, JAMES HARRIS
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STRAUS, JUDD BENJAMIN
THOMAS, JOHN D.

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KRAUTHOFF, Keith Douglas
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NICHOLS, THOMAS PETER
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STOFF, PAUL LAWRENCE

Special Notice from the DOR October 1st Deadline

If you are a boat, aircraft or motor vehicle dealer whose business involves occasional very high-priced sales - transactions of \$200,000 or more for a single boat, aircraft or motor vehicle - an alternative sales tax calculation method could help you manage your estimated tax payments to your advantage.

Under Florida revenue rules, boat, aircraft and motor vehicle dealers have an alternative method for calculating and paying their estimated sales tax. Dealers must apply to Florida Department of Revenue before October 1 each year and be approved by the Department to use this alternative method. If approved by the Department, dealers will be required to pay estimated tax using this method each month for the following calendar year.

To qualify for this method, a dealer must have made at least one sale of boat, aircraft or motor vehicle with a sales price of \$200,000 or greater in the previous state fiscal year (July 1st through June 30th). Qualified dealers approved by the Dept. of Revenue must pay their estimated sales tax liability every month based on 60 percent of their average tax liability for all sales during the previous state fiscal year, excluding the sale of each boat, aircraft, or motor vehicle with a sales price of \$200,000 or more. All approved dealers must also remit the sales tax for each sale of a boat, aircraft or motor vehicle with a selling price of \$200,000 or more either by electronic funds transfer initiated on the date of the sale or by submitting a check with a Sales and Use Tax Return, (form DR-15CS) postmarked on the date of sale.

Application for Special Estimated Taxes (form DR-300400 is available from the Boat and Aircraft Enforcement. call 850-488-3815 or 850-488-3821 or your local Dept of Revenue.

THIRD THURSDAY BROKERS SHOW

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ATTENTION: ALL MEMBERS PARTICIPATING IN THE THIRD THURSDAY BROKERS SHOW

To facilitate check-in please complete the following form & fax to FYBA. You must check in & pay for your dockage upon arrival!

Boat Name _____ Type _____ Year _____
Length _____ Beam _____ Draft _____
Company _____ Contact _____ Phone _____
I, _____ do hereby authorize
the Bahia Mar Yachting Center to charge the following credit
card for dockage, tax, and incidental charges.
Circle one: AMEX MC VISA DISC
Card# _____ Exp. Date _____
Card holder name _____
Authorized Signature: _____

Please fax a copy of the this form to FYBA & Bahia Mar to reserve a spot
FLORIDA YACHT BROKERS ASSOCIATION Phone 954-522-9270 Fax 954-764-0697

Jury Says Broward Marine Deal Stands

A jury decided Monday that megayacht builder Broward Marine's former, now-late owner Franklin A. Denison Sr. was not cheated in a 1998 asset sale valued at US\$40 million.

Denison sold the assets of Broward Marine to a company controlled by Glenn F. Straub, who announced in December 1998 a newly formed company, Broward Yachts, Inc. According to a report in the Miami Herald, Denison received about US\$9 million in cash and various other assets, including land, totaling about US\$40 million in exchange for the marine business.

However, the report said that six months before he died, Denison sued for US\$17.3 million, claiming he was cheated because some of the assets were highly overvalued. Denison's son, Christopher Denison, the transactional broker in the sale, was also a defendant in the suit. Denison Sr. claimed that Christopher Denison induced his father to execute the unfair asset sale, according to the paper.

Denison's lawyers also argued that deteriorating health impacted his ability to understand the financials.

However, after a month-long trial and several days of deliberations, the jury dismissed claims that Denison's health made him unable to understand the deal, and the jurors rejected the notion that Denison's son unfairly influenced the transaction, said the report.

In addition, the jury awarded a counterclaim of US\$565,000 by Straub against Denison's estate for warranty work that Broward Marine was supposed to cover on yachts it had built.

Denison's son was also awarded US\$112,200, said the paper, plus an unspecified amount for unpaid commission fees on the sale. It was reported that the son had sought US\$850,000.

FYBA Receives Donation from Broward Marine

Thank you to Glenn Straub of Broward Marine for his generous donation to FYBA. Dockage fees of approximately \$1500 collected from the Third Thursday Broker's Show held at Broward Marine in June were donated to FYBA. The funds will be used to sponsor an FYBA event. Also a big thank you to Bob Dean and Rick Arnold of Broward Marine for coordinating the success event.

BROWARD
CUSTOM BUILT IN THE U.S.A.

Have a News Tip?

If you have something to share with your fellow FYBA members, whether it be advice, words of wisdom, or an opinion, don't be shy! Let us hear from you.

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New Applicants

Please review the list of new applicants carefully and submit any comments pro or con in writing to FYBA, P.O. Box 460044, Ft. Lauderdale, FL 33346. All comments will be treated on a confidential basis.

Professional Active

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Gary R. Clifford - Chas. P. Irwin Yacht Brokerage
2400 E. Las Olas Blvd., Ste. C, Ft. Lauderdale, FL 33301
954-463-6302 Fax: 954-523-0056
Chas P. Irwin & Wayne Helms

Richard E. Furtado - MarineMax/Naples
1146 Sixth Avenue S., Naples, FL 34102
941-262-1000 Fax: 941-263-5441
Rick Hinkle & Pete Woods

George K. Johnson - Gilman Yachts
1212 US Hwy 1, N. Palm Beach, FL 33408
561-692-1790 Fax: 561-692-5870
Jeff Stanley & Walter Sea

Walter "Skip" Morris, III - Merle Wood & Associates
888 E. Las Olas Blvd., Ft. Lauderdale, FL 33301
954-525-5111 Fax: 954-525-5165
Merle Wood & Patty Jackson

Robert C. Seeger - Gulfwind Marine Brokerage
1601 Ken Thompson Parkway, Sarasota, FL 34236
941-388-4411 Fax: 941-388-2704
Andy Harwell & Terry Lynch

Daniel T. Walsh - Harbor Yacht Sales, Inc.
2385-A PGA Blvd., Palm Beach Gardens, FL 33410
561-799-4033 Fax: 561-799-4959
Rob Newton & Walter Sea

Affiliate Active

Peter N. Baker - Superyacht Technologies
1300 S.E. 17th St., #219, Ft. Lauderdale, FL 33316
954-761-7934 Fax: 954-761-7921
Bruce Schattenburg & Pam Barlow

Rupert E. Connor - Luxury Yacht Group, LLC
1740 N.W. 107th Way, Ft. Lauderdale, FL 33322
954-525-9959 Fax: 954-525-9949
Jim Wallace & Bruce Schattenburg

New Applicants

Please review the list of new applicants carefully and submit any comments pro or con in writing to FYBA, P.O. Box 460044, Ft. Lauderdale, FL 33346. All comments will be treated on a confidential basis.

Affiliate Associate

Helga M. Bruland - Royal Denship of America
1500 Cordova Rd., #308, Ft. Lauderdale, FL 33316
954-525-2709 Fax: 954-525-2731
Larry Dunn & John Weller

Jeannette M. Cole - Seacoast Marine Finance
2601 E. Oakland Park Blvd., Ft. Lauderdale, FL 33306
954-630-3430 Fax: 954-630-3345
Lang Ryder & Leigh Ackerman

Arthur J. Wood - Maritime Finance
901 S. Federal Hwy., #201, Ft. Lauderdale, FL 33316
954-764-3010 Fax: 954-764-0041
Joel Rotta & Michael Mahan

Support

Nadine Beckers - Bollman Yachts
1535 S.E. 17th St., #201, Ft. Lauderdale, FL 33316
954-761-1122 Fax: 954-463-9878
Pete Bollman & Jeff Erdmann

Maria A. Fletcher - Bollman Yachts
1535 S.E. 17th St., #201, Ft. Lauderdale, FL 33316
954-761-1122 Fax: 954-463-9878
Pete Bollman & Jeff Erdmann

Anne Read - Bollman Yachts
1535 S.E. 17th St., #201, Ft. Lauderdale, FL 33316
954-761-1122 Fax: 954-463-9878
Pete Bollman & Jeff Erdmann

Karla R. Russell - MarineMax
2301 S.E. 17th St., Ft. Lauderdale, FL 33316
954-463-5606 Fax: 954-525-8625
Peter Woods & Jon Burkard

Julie Spence - eMarine USA
1535 S.E. 17th St., #101, Ft. Lauderdale, FL 33316
954-618-0440 Fax: 954-618-0433
Steve Myers & Arthur Cook

New Members

Professional Active

Edward L. Benson - Punta Gorda Yacht Brokerage
115 Tamiami Trail, #4155, Punta Gorda, FL 33950
941-833-0099 Fax: 941-833-0098

Rick A. Hinkle - MarineMax Naples
1146 Sixth Avenue S., Naples, FL 34102
941-262-1000 Fax: 941-263-5441

Robert D. Wagner - Sunset Bay Yachts
417 12th Street W., Bradenton, FL 34215
941-746-3733 Fax: 941-746-1778

New Members

Professional Associate

- Kerry S. Alexander - Galati Yacht Sales
12030 Gandy Blvd. N., St. Petersburg, FL 33702
727-865-2025 Fax: 727-576-0314
- Mark W. Elliott - International Yacht Collection
1515 S.E. 17th St., #125, Ft. Lauderdale, FL 33316
954-522-2323 Fax: 954-522-2333
- Adam Erdberg - Leight Notika Yachts
1041 S.E. 17th St., #101, Ft. Lauderdale, FL 33316
954-767-4921 Fax: 954-767-4922
- Gary G. Hirsberg - Galati Yacht Sales
900 South Bay Blvd., Anna Maria, FL 34216
941-778-0755 Fax: 941-778-3084
- Richard W. Hymes - Allied Marine Group
1445 S.E. 16th St., Ft. Lauderdale, FL 33316
954-462-5527 Fax: 954-462-5563
- Jamie G. Moore - Galati Yacht Sales
12030 Gandy Blvd. N., St. Petersburg, FL 33702
727-865-2025 Fax: 727-576-0314
- Ed Weaver - Monaco Marine Group
1500 Cordova Rd., #214, Ft. Lauderdale, FL 33316
954-462-0116 Fax: 954-462-4665
- James Williams - Galati Yacht Sales
12030 Gandy Blvd. N., St. Petersburg, FL 33702
727-865-2025 Fax: 727-576-0314

Affiliate Active

- T.J. Calero - TNT Marine Equipment, LC
2385 Stirling Rd., Ft. Lauderdale, FL 33312
954-983-6465 Fax: 954-983-5707

Affiliate Associate

- Irene H. Dunn - Marine Documentation, Inc.
40 Mary Street, Newport, RI 02840
401-846-2671 Fax: 401-846-6570

Support

- Sara E. Montefiore - Camper & Nicholsons
801 Seabreeze Blvd., Ft. Lauderdale, FL 33316
954-524-4250 Fax: 954-524-4249
- Leanne Zaleski - Merle Wood & Associates
888 E. Las Olas Blvd., Ft. Lauderdale, FL 33301
954-494-5291 Fax: 954-525-5165

Health Insurance Reminder

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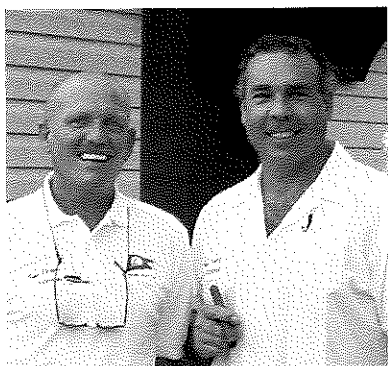
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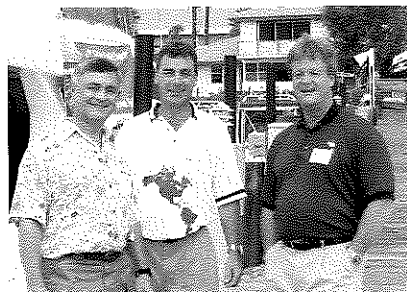
Peter Lenton of
Lazzarra Int'l and
Mr. Lazzarra

New Lauderdale
Marine Center
Thank you to Peter and Debra
Lenton of Lazzarra
International Yacht Sales - for
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Thursday at their new office at
Lauderdale marine Center.



Over 125 people attended the broker-
age show and open house. The hot
weather did not keep anyone away.
Thank you to our faithful sponsors
from Trident Funding, Mike Scialo,
Jim Foley and Steve Donnell.

STUART Brokerage Show

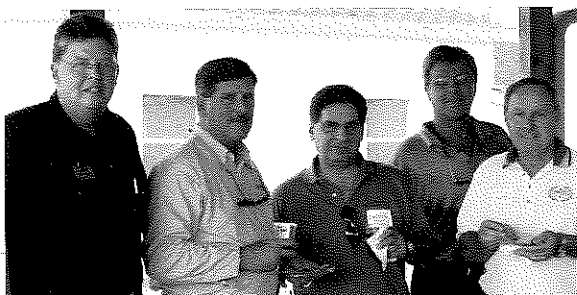


Stuart guys shoot the
breeze while enjoy-
ing drinks and gour-
met food prepared by
Culinary Fusion.

Thanks to Jonathan Burkard of the Allied Marine Group for coor-
dinating the show. 38 boats were on display ranging from 26' to
82'. Threatening storms kept some of our potential visitors away.
The rotating brokerage shows are becoming quite popular.

TAMPA BAY Brokerage Show

Thank you to Tom Spirito &
Marla Nelson of Gulfcoast
Finance for sponsoring the
Brokerage Show held at Galati
Marine in Tampa Bay and thanks
to Don Smith of Galati Yacht
Sales for coordinating the show.



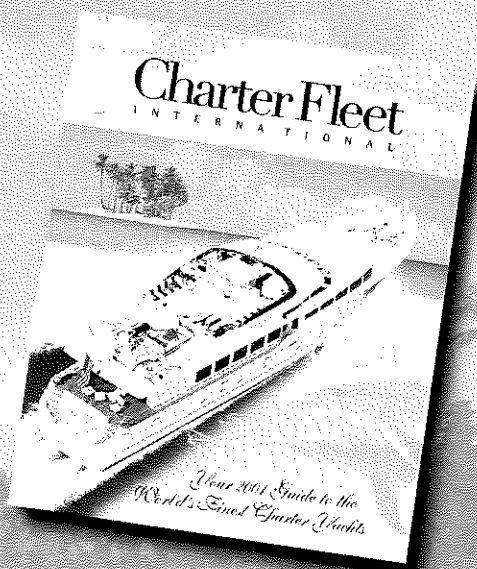
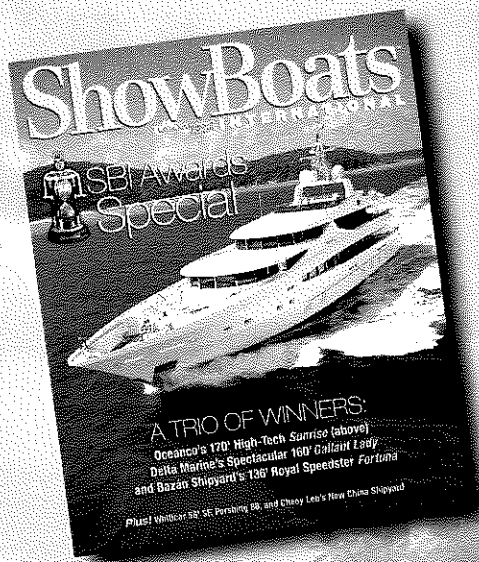
Over 75 people were in atten-
dance at the beautifully reno-
vated Galati Marina.

FYBA August Boat Shows

AROUND THE STATE

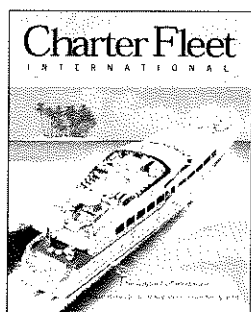


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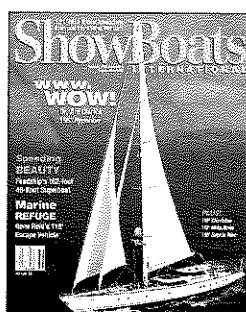
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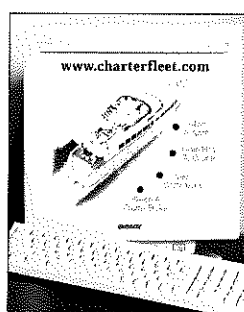
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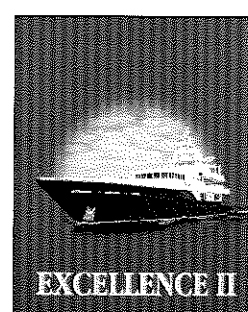
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* "Pass Along Readership" studies indicate that an advertisement in CFI and SBI will be viewed by 352,513 readers. SBI 2001 Subscriber Study.



Bristol Yacht Sales has been named the exclusive distributor for BELKOV YACHTS, a builder of high quality yachts, located in Annapolis, MD. The new line of express style 38' & 42' yachts are very accommodating, fast, picnic style yachts. The 42' will be exhibited at Newport Boat Show & at the Annapolis Power Boat Show. For more info contact Frank Gary at 1-800-610-5300.

Gulf Coast Yacht Sales, Inc. has expanded their brokerage base in the Keys to include a new office in Islamorada at popular Bud 'N Mary's Marina, MM 79.8 Please contact Kevin Kelly or Donald Deputy at (305) 664-8432 for more information or call their Marathon/St. Petersburg office toll free 1-888-882-5516.

David Walters is pleased to announce the opening of David Walters Yacht Brokerage and New Sales, located at the Best Western Marina Inn and Yacht Harbor, 2150 S.E. 17th St., #120, Ft. Laud., FL 33316. After 34 years of experience in design, building, new boat sales and most recently brokerage with Agents Int'l & Luke Brown & Assocs., he looks forward to continuing to work with the brokerage community with the assistance of his wife, Betsy and Janella Lane, office manager.

Happy Sailing to Pete Bollman

After starting and building the successful brokerage firm of Bollman Yachts over 15 years ago, Pete Bollman has sold the business to Jeff Erdmann. Pete has purchased a Sailboat and is out-fitting her for long distance cruising.

The proud new owner, Jeff Erdmann, has been a salesman at Bollman Yachts for close to 13 years.

We sincerely wish Pete Bollman all the best with fair winds and calm seas.

Congratulations to Jeff Erdmann and happy sailing Pete!

Florida Brokers Participate in National Certification Test

Seven brokers from around the state participated in the National Certification Pilot Test. The tests were returned to NOCTI for final revisions, evaluations, and corrections. From these results the hope is to determine what study materials will be necessary for individuals wishing to take the test.

FYBA thanks these brokers for making the time to participate in this phase of such an important project. You guys know who you are thank you. (Sorry I cannot reveal your names at this time.)

on the move

Tony Roumeliotis, previously with Atlantic Yacht Ship is now with Sparkman & Stephens, Inc. 901 S.E. 17th St., #205, Ft. Laud., FL 33316. Ph: 954-524-4616 Fax: 954-524-4616.

Karen Koenig, previously with South Florida Yachts is now with Cheoy Lee Shipyards, N.A. 801 Seabreeze Blvd., Ft. Laud., FL 33316. Ph: 954-527-0999 Fax: 954-527-2887.

MacMahon & Associates have expanded their offices and relocated to Harbour Towne Marina - 850 N.E. 3rd St., #206, Dania, FL 33004. Ph: 954-922-6667 Fax: 954-922-8818.

Yacht Search has moved to 850 N.E. 3rd St., #211, Dania, FL 33004. Ph: 954-922-9929 Fax: 954-929-9234.

Bob Offer is pleased to announce that he has joined International Yacht Collection 1515 S.E. 17th St., #125, Ft. Lauderdale, FL 33316. Ph: 954-522-2323 Fax: 954-522-2333.

Scott Whelchel, previously with Rex Yachts is now with Atlantic Yacht & Ship 850 N.E. 3rd St., #213, Dania, FL 33004. Ph: 954-921-1500 Fax: 954-921-1518.

David Roberts, previously with Merritt Yacht Sales is now with Atlantic Yacht & Ship 850 N.E. 3rd St., #213, Dania, FL 33004. Ph: 954-921-1500 Fax: 954-921-1518.

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CCA of Florida Requests Manatee Re-evaluation

Excerpts from St. Petersburg Times

Concerned about waterways being put off-limits to boats, a sport-fishing group has formally requested that the state Fish and Wildlife Conservation Commission re-evaluate whether manatees belong on Florida's list of endangered species.

The Coastal Conservation Association of Florida, the state's largest recreational fishing group, hopes that state action to take the manatees off the endangered list will prompt federal officials to undertake a similar review, according to CCA executive director Ted Forsgren.

Legal settlements reached earlier this year are expected to lead to new restrictions on boating and waterfront development around the state. In a backlash to the new restrictions, boating groups have begun openly questioning whether the manatee really is endangered, especially because the most recent census counted 3,276 of them statewide. That is the highest count since the census began 10 years ago and an increase of more than 1,000 over the previous year's count. Forsgren said his organization, which represents 10,000 members across the state, filed its petition because the state agency is in the process of designating certain waterways, including areas around Tampa Bay, as "safe havens" for manatees, curtailing boat traffic in those areas.

Before adding new regulations to protect manatees, Forsgren said, the state ought to determine whether they are necessary.

Brian Millsap of the state wildlife agency said officials will review the CCA petition and recommend to commissioners in November whether to pursue it.

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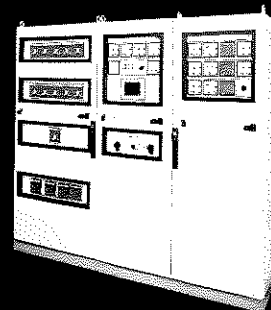


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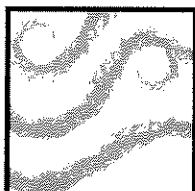
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Calendar OF EVENTS

SEP

- 15 Ocean Watch International Coastal Cleanup 954-467-1366
- 13-16 Newport International Boat Show
Newport Yachting Center, RI
- 20 3rd Thursday Brokers Show
Location: Bahia Mar
- 26-29 Monaco Yacht Show
Port Hercule, Monaco

OCT

- 3 6th Annual Yacht Sales
& the Law Seminar
Sheraton Hotel, Ft. Lauderdale
- 10 Annual Marine Summit
Marina Marriot Hotel
- 25-29 Ft. Lauderdale International Boat Show
Bahia Mar
- 25-27 Gulfstar Owners Club's Fall Rendezvous
For more info contact 727-825-0757

Discount Dockage at Bahia Mar for FYBA Members

We will pass along our low prices in order to attract more listings to the "Yacht Lot". We now have over 45 (easy-to-show) brokerage yachts at Bahia Mar Yachting Centre which promotes "one-stop shopping" and saves broker's valuable time driving all around town. With 10 or more brokers and buyers walking the docks each day, you get maximum exposure for your listing by docking it here with your sign on it. Many boats have been sold to buyers who saw boats there that they never initially intended to buy. So, don't hide that listing behind a house!

Please contact Lisa (at extension 100) or Gary (at extension 105) for availability. (954) 462.3075 The Moorings. (Sorry, no liveaboards. We can normally accommodate all yachts up to 55' LOA and the larger sizes in some cases).

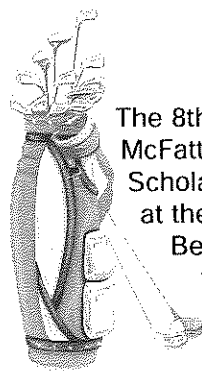
Attn: FYBA Members

We need your e-mail Address

If you are connected to the world wide web and would like to receive details on FYBA events & information via email, please submit your email address to fyba@fyba.org or fax the following form to 954-764-0697. Help keep our records updated so we can keep you informed.

Member Name: _____

Email Address: _____



8th Annual MIASF GOLF CLASSIC

The 8th Annual MIA SF Golf Classic, which benefits McFatter Technical Center's Marine Technology Scholarship Fund, is scheduled for September 28 at the Crystal Lake Country Club in Pompano Beach. The Classic has raised over \$40,000 for marine technology student scholarships. For details on the tournament contact Gordon Connell or Dan Vawter at (954) 524-2733.

Fort Lauderdale International Boat Show

Date October 25 - 29, 2001

Location Bahia Mar, Broward County Convention Center, Hyatt Regency, Pier 66, Swimming Hall of Fame, Marriott Portside Marina and Las Olas Marina

Hours Oct. 25 (Prime Time Preview) 10am - 7pm,
Oct. 26 / 10am - 7pm, Oct. 27 / 10am - 7pm, Oct.
28 / 10am - 7pm, Oct. 29 / 10am - 6pm

Admission Adults \$12 / Two Day Pass \$20
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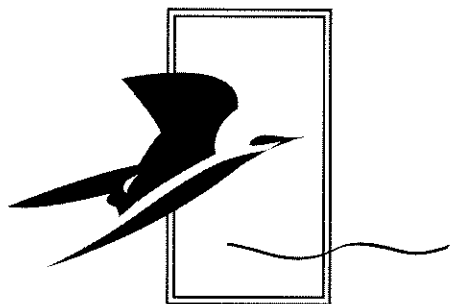
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Bulletin Board

1. David Walters Yachts seeks a **yacht broker with sail/power experience**. Aggressive advertising, quality secretarial support, attractive commission splits, appealing waterfront location. All inquiries should be directed to David Walters at 954-527-0664 or via email at david-walters@att.net and will be dealt with in the strictest confidence.
2. **Receptionist** - Reliable, high-energy, organized person w/ MSWord for BUSY Ft. Laud. yacht management office. Professional appearance. Heavy phones, some general duties, 8:30am-5pm. Fax resume & references: 954-764-6350 or to nance@bobsaxon.com (no calls please).
3. Position available for one **Licensed Yacht Broker**, with proven sales record, at Port Everglades Yacht Sales. We provide the tools - advertising, support staff, listing services, & office space. In addition to Brokerage, we are the S.E. Dealer for Navigator, Blackfin, & Salt Shaker. To schedule a confidential interview, contact Alex Rogers at 954-401-9988.
4. **Admin. Asst./Bookkeeper** for startup Yacht Mgmt. operation, required in busy growing yacht brokerage office. Good office skills (correspondence, phone, organization), attention to detail, and computer literacy with particularly strong Excel knowledge for basic book-keeping required. Experience of yachts a plus. Please forward resume in confidence to 954-524-4249 or pjb@ftl.cnyachts.com.
5. **Experienced yachts sales broker** required in Ft. Lauderdale office. We offer excellent advertising, web site, commission structure & staff support. Please contact Sara at Camper & Nicholsons, cell: 954-854-5533. All inquiries confidential.
6. Wanted: **Yacht broker** with a M/Y background, high personal standards, experienced and motivated. Attractive commission schedule. We have relocated to Harbour Towne Marina & expanded our offices. Inquiries kept confidential. Contact Chuck MacMahon, MacMahon & Associates 954-922-6667 or email: chuck@macyachts.com
7. Preferred Yacht Sales in St. Petersburg, FL is looking for **part time office help**. Light duties, no bookkeeping, no weekends. Must be sail & power boat knowledgeable. Some light typing & computer work involved. Hours are flexible. Call Bill or Irene at 727-822-5600 or apply weekdays 9am-5pm at 101 16th Ave. So., St. Petersburg, FL 33701 (Salt Creek Area). Please call for appointment.
8. **Sales Asst.** for SY div. of large yacht sales co. in Ft. Laud. Experience a must. Must be professional, organized, computer literate (Excel, Word, BUC, internet) with excellent verbal & writing skills. Fax resume to 954-523-0375 or call April at 954-462-5557. Drug Free/EOE.
9. MarineMax Yacht Division is seeking a **full time weekend receptionist** for our Pier 66 location. Contact Laura Hogle at 954-463-5606.
10. Emarine USA with it's new location at The Quay in Ft. Laud. is currently seeking a **professional for new sales** of Pershing & Riva Yachts as well as int'l yacht brokerage. Please send resumes to Attn: Julie Spence, Emarine USA, 1535 SE 17th St., Ft. Laud., FL 33316. Ph: 954-618-0440 Fax: 954-618-0433. email: usa@emarine.com
11. Administrative Assistant/Sales Mgmt. support for large yacht sales co. in Ft. Lauderdale. Must be professional, organized computer literate (Word, email, internet) able to handle a variety of tasks in a fast environment, and have excellent verbal and writing skills. Boating industry experience preferred. Fax resume to 954-523-0375 or call April at 954-462-5557. Drug Free/EOE.



Florida Yacht Brokers Association
P.O. Box 460044
Ft. Lauderdale, FL 33346

e-mail: fyba@fyba.org • website: www.fyba.org

FYBA MEMBERSHIP FACTS

FYBA Owns the Yacht & Brokerage Show (held mid February in Miami)

OBJECTIVES

To unite those engaged in the yacht brokerage business for the purpose of promoting cooperation and professionalism among its members.

To promote and maintain a high standard of conduct in the transacting of the yacht brokerage business in accordance with the FYBA Code of Ethics.

MEMBERSHIP REQUIREMENTS

Professional Members must be Licensed and bonded by the State of Florida under the Yacht and Ship Brokers Act.

Affiliate Membership Class are for individuals and companies directly related to the yacht brokerage industry.

CURRENT MEMBERSHIP

650 Members

While the majority of its membership is comprised of FL based brokers; there is also representation from prominent firms located throughout the world

MEMBER SERVICES & BENEFITS

- Arbitration service for members
- Legislative action committee
- Educational seminars
- Social events and charitable functions
- Monthly newsletter
- Standardized business contract and forms
- Published membership roster
- National advertising
- Trade only Boat Shows Bahia Mar (7 per year)
- Trade only Boat Shows Palm Beach (5 per year)
- Group Health Insurance Plan
- Member of the International Yacht Council Ltd.