

dec  
2002

# FYBA *News*

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

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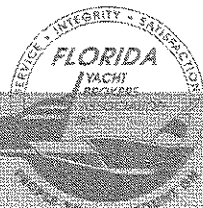
2003 Annual Dinner Meeting  
January 2003

New Boat Construction Seminar  
April 2003

Sponsorship

## Opportunities

Call FYBA 954.522.9270



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## OFFICIAL BALLOT

Look inside for the  
**2003/2004 Board of Directors**  
*Official Ballot*

## 2003 ANNUAL DINNER MEETING

*Tower Club*

SPONSOR  
TBA

Company Name

Address

Phone/Fax

Email

Name(s)

Name(s)

Please reserve \_\_\_\_\_ places for the Jan. 24th Dinner Meeting @ \$45/person  
(Includes hors d'oeuvres, dinner and open bar)

BLACK TIE  
(encouraged)

Cocktail Reception  
7pm  
Dinner & Dancing  
8pm-12am

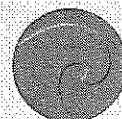
Note: Cancellations should  
be made 24hrs in advance.  
NO-SHOWS WILL BE BILLED.

*January 24, 2003*

*7:00 pm*

*Tower Club  
One Financial Plaza  
28th Floor  
Fort Lauderdale*

*RSVP by Jan. 17*



Please return with  
check to:

FYBA  
P.O. Box 460044  
Ft. Lauderdale, FL 33346

call for Visa/MC form

Phone: 954-522-9270  
Fax: 954-764-0697

# Officers Directors

## PRESIDENT

Walter Sea (MarineMax Hatteras)

## VICE PRESIDENT

Kevin Ralph (Cheoy Lee Shipyards N.A.)

## TREASURER

Kevin Merrigan (Northrop & Johnson)

## SECRETARY

Rob Newton (Koch, Newton, & Partners)

## DIRECTORS

David Gennett (Richard Bertram Yachts)

Barbara Tierney (Bradford Yacht Sales)

Art Holler (Koch, Newton, & Partners)

George Jousma (Richard Bertram Yachts)

Rob Newton (Koch, Newton, & Partners)

Bruce Schattenburg (The Sacks Group)

Bob Zarchen (Merrill-Stevens)

Andy Harwell (Florida Yacht Associates)

## COMMITTEE CHAIRMAN

Advertising & Publicity:

Barbara Tierney & George Jousma

Arbitration Ethics: Art Holler

Brokerage Yacht Show:

George Jousma & Kevin Merrigan

Charter Broker Liaison: Bruce Schattenburg

Forms: Art Holler

MIASF/Legislation:

Art Holler & Barbara Tierney

Membership: Bob Zarchen

Member Services:

Bruce Schattenburg & Andy Harwell

Seminars: Kevin Ralph & David Gennett

Social: Kevin Merrigan & Kevin Ralph

CYBA, MYBA, NYBA, YBAA & YC:

Barbara Tierney

## EXECUTIVE DIRECTOR

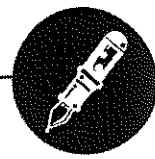
Rae Whitt

## ADMINISTRATIVE ASSISTANT

Jessica Chavez

# BOARD ROOM NOTES

From October 2002



**Treasurer's Report:** Funds were approved to cover Chuck MacMahon's travel expenses to attend the National Brokers Certification meeting in Baltimore from December 4th-6th.

- Approval was made to submit monthly payments to Holland & Knight towards accumulated legal expenses.
- Approval was made to continue the monthly contribution into the Vanguard Fund.
- Approval was made to allocate the yearly contribution to MIA SF for legislative/legal expenses to be paid before June, 2003.

**Membership Report:** Two Applications were tabled until further info. is received.

- No new applicants were voted on as the newsletter had not been published.

**Member Services:** A mini-office service will be offered to members at the FYBA Booth during the Ft. Laud. Show.

**MIASF/Legislation:** James Blount, Deputy Secretary of the DBPR expressed interest in meeting with the board members on Oct. 25. Art and David offered to meet with the DBPR.

**Publicity & Advertising:** Approval was made to hire P.R. Firm, Proby & Associates.

**Seminars:** Approx. 190 people attended the 2002 Yacht Sales & Law Seminar.

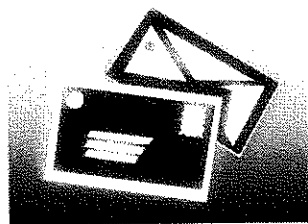
- It was agreed to schedule a New Boat Construction Seminar for April 2003.
- Dan Shea of Emarine has expressed interest in serving on the Seminar committee.

**OTHER BUSINESS:** The 3rd Thursday show for November will be held at Allied Richard Bertram in Stuart.

- It was agreed to not publish a roster this year but to make it available to download off of the FYBA website.
- The board was reminded that the following directors' terms will be expiring: David Gennett, Kevin Ralph, Rob Newton Andy Harwell and Art Holler. The following board members agreed to serve on the nominating committee: David Gennett, Art Holler, Rob Newton, and Kevin Ralph. Whit Kirtland of Merrill Stevens has expressed interest in becoming a candidate.
- Michael Moore of Holland & Knight updated the board on the BUC lawsuit. He reported that the courts have not yet ruled on whether FYBA should be held in contempt for Non-Compliance. He also reviewed the coverage of the various insurance policies.

**National Broker's Certification:** Bob Zarchen and Whit Kirtland of Merrill Stevens & Chuck MacMahon of MacMahon & Assoc. have taken the Certification test.

*Mailbag*  
letter from a member



## BOATER ALERT!!

Submitted by: Peter Grimm,  
Sparkman & Stephens

Please advise all of your boating friends and clients that some major misunderstandings (that is the nice way of putting it) have occurred recently with some towing firms. There is a major difference between towage and salvage!

Before accepting any assistance from a towing firm, please define either towage or salvage. If they say salvage, turn them down and request other assistance unless an emergency exists. In short BEWARE!

*Marine summit provides forum to discuss issues facing South Florida...The Fourth Annual Marine Industry Summit was held on Oct 17th at Ft. Lauderdale Hall of Fame. Over 125 industry leaders and government officials, including Mayor Naugle, gathered to discuss challenges the marine industry is faced with and to prepare for the future.*

The 2002 MIAF Summit focused on implementation of the Marine Master Plan, which was introduced at the 2001 Summit. Attendees were asked to brainstorm and participate in one of seven committees which had been previously established.

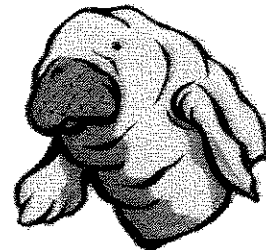
The committees consisted of: Economic Trends - Comprehensive Plans - Sites for Industry Expansion - Government Programs and Incentives - Intergovernmental Coordination - Public Education/ Industry and Image Workforce.

Committee chairmen reported on the accomplishments made in 2001 and set new goals for the coming year along with time commitments on projects already in progress.

Each year the marine industry provides roughly \$14.1 billion to the Florida economy, but the "lions share" comes from Broward County, which contributes \$8.8 billion of the total, says Frank Herhold of Marine Ind. Assoc. of South Florida. And, he adds, about 109,000 of the 180,000 marine jobs statewide are in Broward.

The summit has made a great impact on the marine industry since it's formation four years ago.

## Manatee Hearings Crucial to the Marine Industry



Seven public hearings are being held throughout the state to discuss the U.S. Fish & Wildlife Service's manatee protection proposal. Public hearings are being held in Tampa, Ft. Myers, Melbourne, Daytona Beach, Palatka, Gainesville & in Ft. Lauderdale on Dec. 12.

Many of the speakers in Tampa expressed their disapproval of the proposal, which would place a five-year moratorium on boat dock, ramp and marina construction throughout the Southwest portion of the state. Federal officials are estimating the economic impact of the moratorium could be in the \$43 million-a-year range, a figure that Tallahassee lobbyist Wade Hopping said during the hearing is far too low.

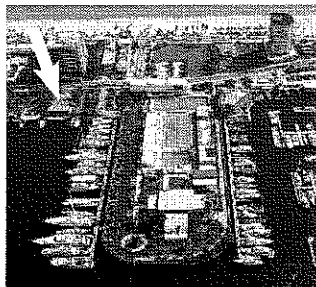
The plan could also seriously depress property values, limit boater access and cost marine businesses more than 200 jobs over the next five years.

Attendees at the Tampa and in Fort Myers hearings showed up wearing T-shirts that read "Stop the Manatee Insanity" and carrying signs declaring, "Docks Don't Kill Manatees."

Fish & Wildlife says it will accept written comments about the proposal until Jan. 10, and a final decision is set for May.

Public comments regarding the proposal must be received by Jan. 13. Comments can be written, faxed or e-mailed to: Field Supervisor, Jacksonville Field Office, U.S. Fish & Wildlife Service, 6620 Southpoint Drive South, Suite 310, Jacksonville, FL 32216; (904) 232-2404; or manatee@fws.gov.

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e-mail: argodidgie@cs.com

# THE MIDDLEMAN BETTER WATCH OUT

SUBMITTED BY: BARBARA TIERNEY ■ PRESIDENT, INTERNATIONAL YACHT COUNCIL

Around the mid to late 90's, there was an article in Forbes magazine about the internet and the new age of technology. When writing that article, Forbes asked one very broad question to a group of respected CEO's. The question was, quite simply, "Where do you see the internet going and how to you think it will impact business". These CEO's wrote long dissertations with anticipation of everything from customer billing to inventory control. That is all but one CEO. Bill Gates wrote an amazingly short paragraph that summarized everything. "The middleman had better watch out". Ask any travel agent how right Bill Gates was in his analysis.

There has always been the understanding that "information is power". But, never before in modern history have we had to deal with the management and collection of information and knowledge as a commodity. Yacht Brokers depend on our information and our knowledge as the 'value added' for the services we provide.

When that Forbes article was published, it was clear that any industry that made a living from their information, had better get a grip on their information if they plan to continue in business. Travel agents quickly fell victim to their fragmented information. Within just a few short years it has become common practice to book an airline ticket directly with the airline. Booking a hotel room in San Francisco is as easy as doing a click-through on Mapquest to find the hotels closest to the convention center. Travel agents are no longer the neighborhood agent who takes care of your needs. Travel agents have become a small group of large corporations that negotiate multi million dollar contracts with airlines and hotels and then resell those tickets and reservations at competitive rates.

The Real Estate industry is struggling to find the best answer for dealing with the internet. They established ownership of their information many years ago with their multiple listing system. That still leaves them with the formidable task of finding the best manner for delivering their information to the buying public. Realtor.com has enjoyed at least four years of success and is on its third complete rewrite. Another glaring example would be Stock Brokers. They totally depend on access to their information and the extent of their individual knowledge and like Travel Agents they too are hovering dangerously close to the new list of endangered species.

Not surprisingly, the Yacht Brokerage industry faces these same issues. Our information has become fragmented and the buyers are doing endless research before they call a broker and that's assuming that they will call a broker. When the buyer does call a broker, the buyer has no way to determine if that broker is ethical and in fact the buyer has no way of knowing if the person advertising the boat really is, in fact, a broker. In order to compete with this new dilemma the big brokerage firms have gotten even bigger. Bigger companies are spending more money to set themselves apart from the 'pack'. These larger companies have capital to take trades. They can hire additional support staff. They can put more boats into boat shows and these bigger companies can afford to pay advertising agencies to help market their listings. As a result there are far fewer local neighborhood brokerage firms and fewer new brokers getting into the business.

We may not know what the answers are at this point, but we surely know that Bill Gates was right. It all starts with our information and

*"The Middleman Better Watch out".*

# Yachtcouncil.org

## Your Listings! Your System!



Join now! For more information - [info@yachtcouncil.org](mailto:info@yachtcouncil.org) or call 954-578-8363

## New Service Introduced at the Ft. Lauderdale Show

Submitted by Cheryl McDonald of Marine Solutions

Marine Solutions, the premier provider of the only industry controlled Multiple Listing System for yachts (Yachtcouncil.org / Yachtcouncil.com), introduced the latest technology during the Fort Lauderdale International Boat Show to the brokerage community. Yachtcouncil.org members were handed the technology, which gave them the ability to travel with the entire yachtcouncil vessel database and the entire brokerage boat show vessel list, at the show. Marine Solutions has added a feature to the brokerage system, yachtcouncil.org, which enables the yacht broker to download all of the vessel information to all types of hand held portable devices running with the Palm Operating System. This includes hand held computers and Palm Pilots to name a few. Yachtcouncil.org is the only association controlled multiple listing system in the marine industry. "This state-of-the-art technology enabled the brokers to access the most credible information right from the dock or booth at the show. Increasing the amount of accurate information the broker was able to access assisted the brokerage community to meet the increasing demands from the consumer to have credible information. The ability to carry an entire database as well as update the information continuously enabled the broker to communicate on another level," says Allan Gardner, Executive Vice President and Chief Technology Officer of Marine Solutions. "This technology has opened up an entire arena of how the brokerage community conducts business. The efficiency, speed and credibility of the information the broker now has in an instant will enable the broker to surpass any other means of gathering information quickly," said Barb Tierney President of the International Yacht Council and Bradford Yacht Sales. "It truly empowers the brokerage professionals!" she said.

## Mark Your Calendar!

Mark your 2003 Calendar for shows  
produced by Show Management

Yacht & Brokerage Show  
February 13-17, 2003  
Collins Ave., Miami Beach

Palm Beach Boat Show  
March 27-30, 2003  
West Palm Beach, FL

The Suncoast Boat Show  
April 24-27, 2003  
Sarasota, FL

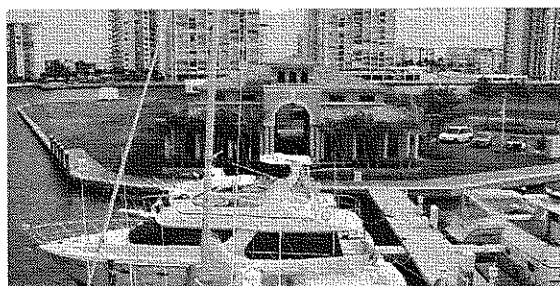
Emerald Coast Boat Show  
May 15-18, 2003  
Destin/Ft. Walton Beach, FL

Ft. Lauderdale Int'l Boat Show  
Oct. 30- Nov. 3, 2003

St. Petersburg Boat Show  
November 20-23, 2003

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e-mail: harborisnd@aol.com

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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

Timothy E. Holmes - Executive Yacht Brokerage, Inc.  
400 Alice Avenue, Stuart, FL 34994  
772-692-2272 Fax: 772-692-2223  
Bob Skidmore & Bob Stella

Richard T. Kirkland III - Windsor Marine, LLC  
792 Folly Road, Ste. 3, Charleston, SC 29412  
843-406-6800 Fax: 843-406-6811  
Dave Adams & Tom Chason

## Professional Associate

Bill H. Begley - Allied Richard Bertram Marine Group  
110 N. Dixie Hwy., Stuart, FL 34994  
772-692-1122 Fax: 772-692-1314  
Jon Burkard & Kevin Parker

Thomas E. Bodiker - Merritt Yacht Brokers, Inc.  
2040 S.E. 17th St., Ft. Lauderdale, FL 33316  
954-761-1300 Fax: 954-463-8617  
Richard Merritt & Bob Zarchen

Bruce J. Donaldson - Galati Yacht Sales  
P.O. Box 862, Anna Maria, FL 34216  
941-778-0755 Fax: 941-778-7156  
Carmine Galati & Joe Galati

Brian T. Franc - Galati Yacht Sales  
314 Highway 98 East, #104, Destin, FL 32541  
850-654-1575 Fax: 850-654-1306  
Carmine Galati & Joe Galati

A. Alan Green - Galati Yacht Sales  
1010 8th Ave. South, Naples, FL 34102  
239-430-2833 Fax: 239-430-2832  
Carmine Galati & Joe Galati

Ronald J. Pomella, Jr. - Port Royal Yachts  
1100 6th Ave. South, #202, Naples, FL 34102  
239-643-8020 Fax: 239-643-8040  
Rick Furtado & Chuck MacMahon

Dianne K. Stigall - Galati Yacht Sales  
1010 8th Ave. South, Naples, FL 34102  
239-430-2833 Fax: 239-430-2832  
Carmine Galati & Joe Galati

## Affiliate Active

Karen K. Miller - Royal Marine Insurance Group  
8300 Executive Center Dr., #102, Miami, FL 33166  
305-477-3755 Fax: 305-477-3858  
Craig Cadwalader & Julie Luppino

Scott Stamper - John G. Alden Insurance Group  
1300 S.E. 17th St., #220, Ft. Lauderdale, FL 33316  
954-525-0582 Fax: 954-525-0588  
Joe Marino & Jay Jones

# 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

Debra S. Hiers - Oversea Insurance Agency, Inc.  
1535 S.E. 17th St., #204, Ft. Lauderdale, FL 33316  
954-522-2262 Fax: 954-522-2201  
Nick Rudemaker & Steve Elario

Gary L. Mick - Intercoastal Financial Group  
1206 N.W. 170 Terrace, Pembroke Pines, FL 33028  
954-829-2088 Fax: 954-442-0491  
Chris Berkeley & David Ashley

Sander Moojen - Sevenstar Yacht Transport  
2019 S.W. 20th St., Ft. Lauderdale, FL 33315  
954-713-0390 Fax: 954-713-0391  
Kees Koolhof & John Broadbent

# New Members

## Professional Active

Dean Anthony - Dean Anthony Yachts  
2019 S.W. 20th St., #200, Ft. Lauderdale, FL 33315  
954-599-6250 Fax: 954-252-2175

Paul T. Carnell - World-Wide Yacht Brokerage  
1763 Capel Palos Dr., Melbourne, FL 32935  
321-794-5000 Fax: 321-242-9011

Barry J. Lipoff - Dolphin International Yacht Sales, Inc.  
1133 Fourth St., #310, Sarasota, FL 34236  
941-362-8889 Fax: 941-362-0632

A. Rulon Mansfield Jr. - Emerald Yacht-Ship  
P.O. Box 512461, Punta Gorda, FL 33951  
941-639-6987 Fax: 941-639-9498

Ronald McTighe - Marine Industries, Inc.  
1616 S.E. 10th Ave., Ft. Lauderdale, FL 33316  
954-779-1094 Fax: 954-463-0696

Sheldon A. Miller - Fun In The Sun Yachts  
940 N.E. 20th Ave., Ft. Lauderdale, FL 33304  
954-895-7729 Fax:

Lazaro R. Navarro - South Florida Yacht Sales, Inc.  
2550 S. Bayshore Dr., Miami, FL 33133  
305-854-6020 Fax: 305-854-5177

Richard Torgerson - LRT Management  
2955 W. State Road 84, B-4, Ft. Lauderdale, FL 33312  
954-792-7890 Fax: 954-587-2693

## Professional Associate

Paul Baker & Chris Holtzheuser - MarineMax Yachts & Brokerage  
2301 S.E. 17th St., Ft. Lauderdale, FL 33316  
954-463-5606 Fax: 954-525-8625



# New Members

## Professional Associate

- Barry J. Berger - Port Everglades Yacht Sales  
1300 S.E. 17th St., Ste. D, Ft. Lauderdale, FL 33316  
954-462-2628 Fax: 954-462-2638
- Herbert A. Bopp - Hideaway Yacht Group  
750 S. Federal Hwy., Pompano Beach, FL 33062  
954-943-3200 Fax: 954-943-3304
- Justin D. Blue & Joseph A. Walker - Marine Industries, Inc.  
1616 S.E. 10th Ave., Ft. Lauderdale, FL 33316  
954-779-1094 Fax: 954-463-0696
- Matthew V. Condon & William R. Starling - Galati Yacht Sales  
James M. Azzolini - Galati Yacht Sales  
314 Hwy. 98 E., Destin, FL 32541  
850-654-1575 Fax: 850-654-1306
- Steve Fill - MacMahon & Associates  
850 N.E. 3rd St., #206, Dania, FL 33004  
954-922-6667 Fax: 954-922-8818
- David G. Hendry - Lighthouse Yachts.Com  
2400 E. Commercial Blvd., Ft. Lauderdale, FL 33308  
954-727-2204 Fax: 954-727-2205
- Gregg T. Hutchinson - Port Royal Yachts  
1100 6th Ave. South, #202, Naples, FL 34102  
239-643-8020 Fax: 239-643-8040
- Edward L. Lambie - Harbor Marine of Brevard  
2210 South Front St., Melbourne, FL 32901  
321-725-9054 Fax: 321-729-8400
- Robert J. Lucas - Gilman Yacht Sales  
1212 U.S. Highway 1, N. Palm Beach, FL 33408  
561-626-1790 Fax: 561-626-5870
- David M. Nichols - Merle Wood & Associates  
888 E. Las Olas Blvd., Ft. Lauderdale, FL 33301  
954-525-5111 Fax: 954-525-5165
- Andrew T. Miles - HMY Yacht Sales, Inc.  
2401 PGA Blvd., #182, Palm Beach Gardens, FL 33410  
561-262-4222 Fax: 561-775-3153
- Michael Pollard - Emarine USA  
1535 S.E. 17th St., #111, Ft. Lauderdale, FL 33316  
954-618-0440 Fax: 954-618-0433

## Affiliate Active

- Pieter Wiersema - North Wind Yachts, Inc.  
2170 S.E. 17th St., Ft. Lauderdale, FL 33316  
954-462-2772 Fax: 954-462-2775
- Kyle Vollenweider - Newcoast Financial Services  
18167 U.S. 19 North, #499, Clearwater, FL 33764  
727-450-1160 Fax: 727-450-1151
- Leslie E. Adams - Palmer Johnson Yachts  
412 S.E. 17th St., Ft. Lauderdale, FL 33316  
954-763-6666 Fax: 954-763-1418
- Heidi S. Barnes - Maritime Finance, LLC  
901 S. Federal Hwy., Ft. Lauderdale, FL 33316  
954-764-3010 Fax: 954-764-0041

# New Members

## Affiliate Associate

- Joe G. Flynn - Trident Funding  
1535 S.E. 17th St., #B-207, Ft. Lauderdale, FL 33316  
954-525-3665 Fax: 954-525-6355
- Mark S. Lyon - Seacoast Marine Finance  
2601 E. Oakland Pk. Blvd., #601, Ft. Laud., FL 33306  
954-630-3430 Fax: 954-630-3345
- Jim Makely - Seacoast Marine Finance  
2601 E. Oakland Pk., #601, Ft. Lauderdale, FL 33306  
954-630-3430 Fax: 954-630-3345
- Patricia M. Trusel - Emarine USA  
1535 S.E. 17th St., #101, Ft. Lauderdale, FL 33316  
954-618-0440 Fax: 954-618-0494

## Support

- Dianne C. Ammons - The Moorings Yacht Sales  
2160 S.E. 17th St., Ft. Lauderdale, FL 33316  
954-462-3075 Fax: 954-462-2440
- Nancy S. Aubrey - International Yacht Collection  
1515 S.E. 17th St., #125, Ft. Lauderdale, FL 33316  
954-522-2323 Fax: 954-522-2323
- Debra Giese - HMY Yacht Sales Inc.  
2401 PGA Blvd., #182, Palm Beach Gardens, FL 33410  
561-775-6000 Fax: 561-775-6006
- Dawn J. Lawson - MacGregor Yachts  
2352 PGA Blvd., Palm Beach Gardens, FL 33410  
561-799-6511 Fax: 561-799-6211
- Emily A. Lohan - Marine Industries, Inc.  
1616 S.E. 10th Ave., Ft. Lauderdale, FL 33316  
954-779-1094 Fax: 954-463-0696
- Shannon E. McCoy - MarineMax Yachts & Brokerage  
825 N.E. 3rd St., Dania, FL 33004  
954-922-6627 Fax: 954-922-6104
- Tamara A. Monzon - HMY Yacht Sales Inc.  
817 N.E. 3rd St., Dania, FL 33004  
954-926-0400 Fax: 954-921-2543
- Sheila K. Smith - Galati Yacht Sales  
P.O. Box 862, Anna Maria, FL 34216  
941-778-0755 Fax: 941-778-7156
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# MARITIME & COASTGUARD SURVEYORS VISIT YACHTS OVER 24 METRES IN LENGTH IN MEDITERRANEAN

SUBMITTED BY PETER BAKER OF SUPERYACHT TECHNOLOGIES

Following concerns raised recently over various issues such as Certificates of Compliance, Maritime & Coastguard Agency Surveyors recently made various inspections of large yachts (of over 24 metres in length), registered in the United Kingdom and the Cayman Islands.

Only charter yachts were inspected, and the inspections covered the ports of Monaco, Beaulieu-sur-Mer, Antibes, and Golfe Juan.

Some time was spent with several Masters of vessels who variously requested further information on the Code and clarification on STCW requirements and manning.

Among the deficiencies noted during the inspections of various other yachts included:

- Fire pumps incapable of delivering water to main deck level within an acceptable time.
- BS 3595 lifejackets on board
- Lack of clarification regarding the provision of engineers on vessels with low gross tonnage but high engine power.
- Life raft HRU incorrectly rigged:
- Lack of Flag State Endorsements on Certificates of Compliance

John Garner, Deputy Director of Operations at the MCA said, "The Masters of the various yachts visited were pleased to see a representative from the MCA. The Master of one was happy to provide voluntary cooperation in the review of safety equipment requirements when asked if a note of his lifesaving and fire fighting equipment could be made. Others made the comment that a visit was long overdue and made the Inspector welcome. Everyone was cooperative with the inspections, and in most cases enthusiastic to show the MCA what they had and what they could".

Garner went on to say, "Other Masters had concerns regarding the manning requirements and the availability of qualified deck and engineering officers. Every vessel visited had questions regarding the MCA position on yachts and on the Large Yacht Code in particular. Most of the questions were of a technical nature on varied subjects including provisions for existing yachts, loadline, bilge pumping, stability, Halon replacement and radio. Every yacht had concerns on manning".

"We believe that this inspection campaign was worthwhile; rewarding from the enforcement point of view, and important in maintaining the profile of the MCA within the yachting community. We will now consider how to take a further inspection campaign forward bearing in mind the charter business cycle and how best to target yachts who may not be complying with the regulations correctly. These inspections are part of the ongoing efforts by the MCA to monitor the compliance with the Code and it will also give some practical feedback for the review of the Code."

*For further details contact: The Maritime & Coastguard Agency Press Office: 023 8032 9401*

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- Seaman's Book
- Ship's Identification Card
- Transfer Papers/Work Orders

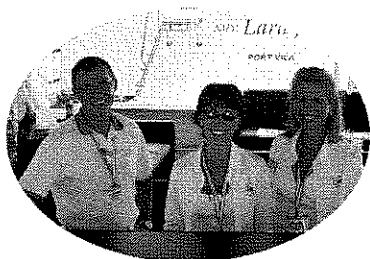
You may be asked to produce this item again at the airline check-in counter.

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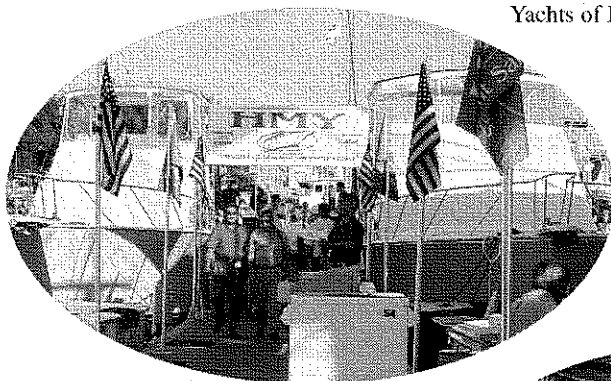
# Fort Lauderdale International Boat Show



The Camper & Nicholsons group



Jim McKee and Jeff Stanley of Gilman Yachts of Ft. Lauderdale

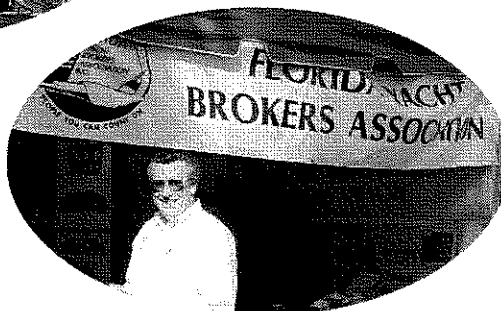


The docks were full of action

Cell phones were busy



Don Canavan of Rex Yachts



Bob Seldon of Bob Seldon Yacht Brokerage



Chuck MacMahon of MacMahon & Assocs.



Jeff Stanley of Gilman Yachts of Ft. Lauderdale

Initial boat show records indicate that there were over 130,000 visitors. That represents an increase of 14-15% over last year and that figure may even be as high as 18%, said Kaye Pearson boat show producer. The show, whose 3 million square foot of exhibit space was sold out, required 2500 to set up and nearly 1500 to take down.

The largest yacht on display at the show was *BIG ROI*, a 206' yacht with a price tag of \$25 million.

## Superyacht Society Announces Award Winners

Honoring the best-of-the-best, the 12th annual 2002 International Superyacht Design Awards Gala took place Oct. 31 at the Harbor Beach Marriott, Ft. Lauderdale. This Awards Gala recognized the top builders, designers and a distinguished leader in the yachting industry. The evening was sponsored by Show Management and Kaye Pearson.

Awards given to the best megayachts launched the previous year include:

### Best Power

43m+: *Detroit Eagle*  
Length: 46.63m (153')  
Builder: Feadship

### Best Power

32m-43m: *Surprise*  
Length: 34.85m (115')  
Builder: McMullen & Wing

### Best Power

23m-32m: *Waterford*  
Length: 30.60m (101')  
Builder: Sovereign Yachts



Pete Luckenbach

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## Bahia Mar updating dockage bigger to accommodate boats...

New docks being installed at the Bahia Mar Yachting Center in Ft. Lauderdale will boost the facility's space for larger boats. The project involves taking out every dock in the marina and replacing it with a new one. Once finished, the marina's capacity will go from 332 to 250 slips.

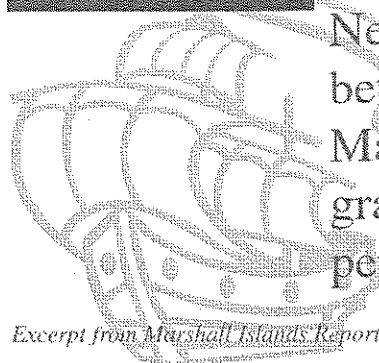
If it sounds as if the yachting center is shrinking, that's not the case. In this instance, less is more.

"The reason we are decreasing number of docks is to take in more mega-yachts," says Kevin Quirk, general manager of the Radisson Bahia Mar Beach Resort and Yachting Center. "We are meeting the needs of today's market and the future market."

The new docks will allow the marina to go from its current capability of docking 18 mega-yachts to handling 100 mega-yachts, 80 feet and up.

The new docks are expected to be completed in September 2003, just in time for the 44th Annual Fort Lauderdale International Boat Show.

## CRUISE PERMIT:



New Agreement  
between US and  
Marshall Islands  
grants cruising  
permit privileges

*Excerpt from Marshall Islands Report, International Registries*

The United States and the Republic of the Marshall Islands have entered into a reciprocal agreement concerning cruising permit privileges. This agreement authorizes Marshall Islands registered pleasure yachts visiting port in the United States to receive a cruising license upon request. Cruising licenses exempt yachts from United States Customs' formal entry and clearance procedures. Moreover, possession of a cruising license means yachts only pay fees at the first port of entry. Cruising licenses are valid for one year. Under the agreement, the Marshall Islands Government extends the same privileges to United States registered pleasure yachts that sail in the territorial waters of the Republic of the Marshall Islands.

For more info. about yacht registration in the Republic of the Marshall Islands or the procedures to obtain a cruising license, please contact any IRI office worldwide or visit [www.register-iri.com](http://www.register-iri.com)



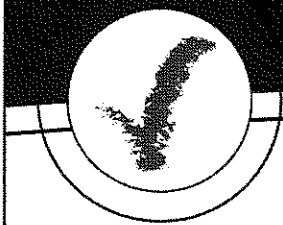
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# CANDIDATE PROFILES

## *Board of Directors 2003-2004*

The following are profiles of the candidates  
who have been selected by the Nominating Committee  
to serve on the Board of Directors for 2003-2004.

### David Gennett (Richard Bertram, Inc.)

David is originally from Nashville, where he attended school and college at Memphis State University. He began his industry career in 1968 after a stint in the Navy aboard the USS Dewey, a guided missile frigate. In 1968, upon leaving the Navy, he was employed at Rock Harbor Marine in Nashville. The company's three boat dealerships won distinguished sales awards from each and beginning in 1985 were the largest inland dealers for Sea Ray and Carver. In 1988, he had expanded to five locations and was elected President of the Middle Tennessee Boat Dealers Association.

He sold the company in 1990 and moved to Ft. Lauderdale. Since in Lauderdale he has worked as a broker for most of the past 12 years at Allied Marine and Richard Bertram. 2002 completes his third term on the board of directors, serving as President in 2001.

### Anderson Harwell (Florida Yacht Associates)

Andy Harwell is the managing partner of Florida Yacht Associates with offices on Florida's West Coast in Sarasota. He grew up on Key Biscayne, during the 60's and 70's and located to Florida's West Coast in the mid 1970's. A fishing enthusiast all his life, entering the boating industry as a profession was just a matter of when, and that came in the late 70's. Andy studied abroad in Wetzikon, Switzerland during the mid 1970's and completed his studies in Accounting at the University of South Florida. Andy has held a number of positions within the industry, in both sales and manufacturing at Chris Craft, and has worked in several retail positions including Sales Manager at Galati Marine from 1992 to 1996. He is currently a member of the Association's Board of Directors and is encouraged by the addition of a number of new members from Florida's west coast. The further development and expansion of the West Coast's membership is a top priority.

### Art Holler (Koch, Newton & Partners)

Art was founding director of the FYBA in 1988, and has served three terms as president. He was involved in drafting the By-laws and Code of Ethics of the association, chairs the Arbitration & Ethics Committee, and chairs the Forms Committee. Art has also served as a director of the MIAAF, and is a director of the International Yacht Council. He also represents the FYBA as a director of the Florida Water Access Coalition. This marks his 31st year as a yacht broker, and he is currently with Koch, Newton, & Partners.



# CANDIDATE PROFILES

## *Board of Directors 2003-2004*

The following are profiles of the candidates  
who have been selected by the Nominating Committee  
to serve on the Board of Directors for 2003-2004.

### Whit Kirtland (Merrill-Stevens Yachts)

Whit Kirtland is a sixth generation Floridian and represents the third generation of Kirtlands in the maritime field. Whit's grandfather, Richard Kirtland was a master shipwright from the 1920's through the 1950's. Whit's father Fred Kirtland who began his career as a yacht broker in 1960 is today President of Merrill-Stevens Dry Dock Company, Florida's oldest corporation and one of the oldest, continuously operating maritime entities in the world.

Whit, an avid diver and boater, has spent his entire life in South Florida. He started his career 30 years ago, working summers at Merrill-Stevens. Following his education, he worked as a shipmate aboard the 49 foot tug, "Anita Backus" and later served as a mate aboard the "Blue Jacket" a 110 foot Feadship. Whit has also sailed the SORC circuit as a "grinder" aboard a 51 foot Swan.

Whit became a Merrill-Stevens broker in 1982 and over these 20 years has been an advocate for yachting through his participation in the Marine Council, the Marine Industries Association and the Florida Yacht Brokers Association. Whit is one of the first brokers in Florida to sit for and pass the Certified Professional Yacht Brokers exam.

Whit has represented Dutch, French and Italian "building yards" in the marketing and ultimate sale of a number of their new construction projects. Whit is highly regarded among his client base, within the yachting industry and among his professional colleagues for his integrity, skill and the enormous scope of his yachting knowledge.

### Rob Newton (Koch, Newton, & Partners)

Rob is owner of Koch, Newton, & Partners, a full service yacht sales and charter company. His background in yachting came naturally; Rob's father was the founder of American Marine Ltd., builder of Grand Banks and Alaskan Yachts. Upon graduating with a degree in International Management from California State University, San Luis Obispo, Rob went into business with his father building custom sportfishers and Herrshoff designed cat ketch sailboats. Rob joined the yacht brokerage in San Diego in 1987 and later moved to Ft. Lauderdale to focus his energy on the large yacht marketplace. Since the foundation of Koch, Newton, & Partners five years ago, Rob has established himself as an industry leader in brokerage yacht sales.

### Dan Shea (Emarine USA)

Dan W. Shea's marine industry career has spanned more than 30 years. His yachting experience began as an apprentice yacht builder and deck hand and evolving to General Manager of custom yacht building companies. In this time he has worked in and evolved with a dynamic industry that has grown from small scale local yacht builders and regional family cruising to multi-national organizations producing and supporting world ranging mega-yachts. During this special era in the evolution of yachting Mr. Shea has participated in the construction, management, design and sales of more than 70 yachts. Of these most have been custom and over 80'. Motor yachts, cruising and racing sail yachts, ranging from the world's first composite carbon fiber boat to the largest yacht to be built of Aluminum alloy at 195'. As an independent businessman and licensed yacht broker, Mr. Shea is focused on yacht sales, project development, marketing and building sales networks. In the past four years these efforts have supported the development and sale of FERRETTI Custom Line / CRN, RIVA and PERSHING YACHTS. In addition Mr. Shea manages the yacht sales interests in the Americas for IZAR, the second largest commercial shipbuilder in Europe.

# OFFICIAL BALLOT

## Florida Yacht Brokers Association



### ELECTION OF DIRECTORS TO THE BOARD:

PO Box 460044 • Ft. Lauderdale, FL 33346  
Phone: 954-522-9270 • Fax: 954-764-0697

Ballot must be received by mail or fax  
prior to 5:00 PM, January 22, 2003

Pursuant to Article VII of the By-Laws, the members listed below have been selected by the Nominating Committee to serve on the Board of Directors for the year 2003- 2004. The nominees receiving the highest number of votes will be elected. They have agreed to serve if elected, and have the support of the Officers and Directors of the current Board.

PLEASE VOTE FOR ONLY 5 of the following nominees:

VOTING IS RESTRICTED TO PROFESSIONAL MEMBERS (LICENSED SALES PERSONS ONLY)

- 1 David Gennett (Allied Richard Bertram Marine Group).....
- 2 Anderson Harwell (Florida Yacht Associates) .....
- 3 Art Holler (Koch, Newton & Partners) .....
- 4 Whit Kirtland (Merrill-Stevens Yachts) .....
- 5 Rob Newton (Koch, Newton & Partners) .....
- 6 Dan Shea (Emarine USA) .....

SIGNATURE \_\_\_\_\_ LICENSE # \_\_\_\_\_ DATE \_\_\_\_\_

NAME \_\_\_\_\_ COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

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# Bulletin Board

1. The Moorings Yacht Brokerage firm is looking for a **broker/salesman** for busy Ft. Laud. location. New boat dealer as well as extensive brokerage sales. Catamaran sales a plus. Immediate leads & listings available. Fax confidential resume to 954-462-2440 or call George at 954-462-3075 Ext. 105.

2. MarineMax Yachts & Brokerage is looking for the best **brokers & listing secretaries** to join our professional team. MarineMax is now accepting applications from experienced & licensed brokers for its Fla. locations. Brokerage Mgmt. positions also available. Contact Steve Gale at 800-327-1799 or fax resume to 954-922-6105.

3. Heart Marine is looking for an **Experienced Administrative Asst.** with strong office skills, pleasant/outgoing demeanor and eagerness to work. Looking for a long-term commitment. Competitive salary & benefits. Great working atmosphere. Fax resume in confidence to 954-585-8849 or email to sales@heartmarine.com.

4. Wanted: **Experienced Power Broker** to sell new yachts, custom builds & brokerage. Confidential. Contact Gary Oviatt at cell: 954-410-2455.

5. **Bookkeeper/Broker's Assistant:** Northrop & Johnson is looking for a high-energy, self-motivated person able to handle multiple tasks in a busy office. Must have brokerage bookkeeping experience with heavy emphasis on closings and will answer to CFO. Computer skills needed include Quickbooks, Word, ACT, and multiple listing systems. E-mail resumes to Kevin@njyachts.com

6. **Sales Rep. for yacht financing.** Applicants must have experience in the solicitation of customers wanting to obtain yacht financing on their new/used boat purchase. Attention to details, client follow up & willingness to work hard and long hours with team attitude a must. Phill Hawkins, Sterling Assoc.: 954-568-5047. Confidential.

7. **Experienced salesman** wanted for brokerage and new boat lines. Contact Kevin Ralph in confidence 954-527-0999 or e-mail kevinr@cheoyleena.com.

8. The Marine Group of Palm Beach has an opening for a **professional** who can turn high quality leads into sales for new & brokerage vessels from 40-100. Superb support staff & low-pressure atmosphere. Confidential inquiries to mroberts@marinegroup.com.

9. Looking for one well established, reputable **yacht broker** with a good client base to sell large new construction yachts and megayacht brokerage yachts. Better than average commission splits, great office, support staff and location. Contact Frank Grzeszczak, Palmer Johnson at 954-494-7096 cell or 954-765-5555 office.

10. **Sales Secretary:** Marina One is looking for a dedicated & professional individual to fill a full-time position. Must be self-motivated, detail oriented & familiar with the marine industry. To assist with all aspects of admin. support for the Sales Dept. Computer skills are a must. Fax resumes to: Human Resources @ 954-427-4611.

11. **Yacht Salesman** needed, self-motivated, experienced, dynamic for young established yacht brokerage, new waterfront office, and very rewarding commission plan 954-684-1563.

12. Specialty retail store seeking sharp individual for **merchandising/sales asst.** position. Must be proficient in Microsoft Word & Excel and able to adapt quickly to other computer programs. Should be extremely organized, flexible, have good customer service and communication skills. Salary negotiable benefits available. Please fax resume to 954-537-9575.



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# International Yacht Council Helps Brokers Serve Clients More Effectively Worldwide

SUBMITTED BY PROBY & ASSOCIATES

Whether supporting a new certification program or offering state-of-the-art technology solutions, the International Yacht Council (IYC) is dedicated to helping yacht brokers serve their clients more effectively. Since its formation in 2000, the IYC has also become a strong advocate for the global yacht brokerage industry, representing both the interests of its six member associations and their individual broker members.

"Broker associations that have worked together for as long as 80 years have finally joined under one global federation -- the IYC," says Walter Sea, President of the Florida Yacht Broker Association (FYBA). "By combining their experience and enthusiasm, the member associations are able to advance the worldwide interests of the yacht brokerage profession, while helping members generate more sales."

In addition to the FYBA, the International Yacht Council includes five other not-for-profit broker associations: Yacht Brokers Association of America (YBAA), Mediterranean Yacht Brokers Association (MYBA), California Yacht Brokers Association (CYBA), British Columbia Yacht Brokers Association (BCYBA) and Northwest Yacht Brokers Association (NYBA).

"We are a group of professional yacht brokers promoting cooperation with our fellow brokers on a level playing field with consistent and strict codes of conduct and ethics," says Michael Myers, President of the Yacht Brokers Association of America. "YBAA is pleased and excited to be a part of the IYC."

The IYC and its member associations offer a broad range of tangible benefits to individual brokers, including a new Certified Professional Yacht Broker (CPYB) designation. For the past two years, the FYBA, YBAA and NYBA have been developing the program, and testing of the first applicants began this fall. "Already the CPYB program has generated inquiries from outside the United States," says Sea, "and when fully implemented, this certification program will be widely promoted to the public."

To make it easier to connect with brokers and their clients around the world, the IYC, through Sunrise, Florida-based Marine Solutions, offers an industry-controlled online multiple listing service for brokers through [www.yachtcouncil.org](http://www.yachtcouncil.org), as well as the general public through [www.yachtcouncil.com](http://www.yachtcouncil.com). These web sites help assure brokers that they have accurate vessel listing information, as well as tools to better serve their customers.

Recently, Marine Solutions added a new feature to the online informational system, enabling brokers to download all of the vessel information directly to handheld portable devices. "This ability to carry an entire database, as well as update the information continuously, will

enable the brokerage community to communicate on another level," says Allan Gardner, Executive Vice President and Chief Technology Officer of Marine Solutions.

Sharing information with brokers around the world is one of the prime benefits of IYC, according to Carlo Agliardi, President, Mediterranean Yacht Brokers Association. "The basic goal of MYBA has been to raise the ethics and professionalism of our business, and IYC certainly supports that goal," says Agliardi.

MYBA has helped its members through the sharing of listings with other members, and the development of standard contracts for purchases, sales and charters. "Use of our contracts, which are recognized by law firms around the world, leads to quicker and easier transactions because there is less discussion about the contractual terms," Agliardi says. "On top of that, we have developed a web-based charter listing system for all MYBA members."

California was the first state to require brokers and sales personnel to be licensed and bonded, and the California Yacht Brokers Association (CYBA) goes one step further, says Jim Johnson, President. "The CYBA and the IYC promote the qualities that I feel all respectable brokers and salespeople strive for," he says. "That is to ensure that each client is treated fairly and to always maintain a high standard of ethics, while conducting the day-to-day business of a yacht broker. By conducting and holding ourselves to this higher standard, we can be proud of our industry and never hold our head down."

The CYBA offers its members an arbitration and grievance service that has served as a model for other organizations. "We provide fair and equitable hearings in a timely manner for all parties involved," Johnson says. The association has also developed a close working relationship with the state's Department of Boating and Waterways.

The Florida Yacht Brokers Association, like other IYC members, offers a variety of educational seminars, as well as broker-only trade shows that showcase new listings, as well as social events that let members stay in close touch with each other. For instance, the FYBA recently offered members a hands-on tour of the Lazzara Yachts and Westship factories in Tampa. "The west coast market [of Florida] is so spread out that it's hard to find a critical mass," says FYBA member Jim Eckels, Jim Eckels Yacht Brokerage. "The tours were very informative."

As FYBA's Sea concludes, "We educate our members on how to do business in a professional manner and to make boat buying and selling a positive experience for all involved."

For more information about the IYC and its broker associations, visit [www.yachtcouncil.com](http://www.yachtcouncil.com).

Under IYC mantle,  
Regional  
Associations Join  
Forces to Advance  
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# Sea Change

The 2003 ShowBoats International Magazine features an annual Global Order Book detailing the level of yacht-building activity around the world. Some key excerpts from the Order Book 2003 appear below.

Editors from Showboats International report that considering the tumultuous economic and political conditions of the past 12 months, the slight 4.7% drop in the world order book for luxury yachts over 80 feet in length appears a modest, even benign, market response.

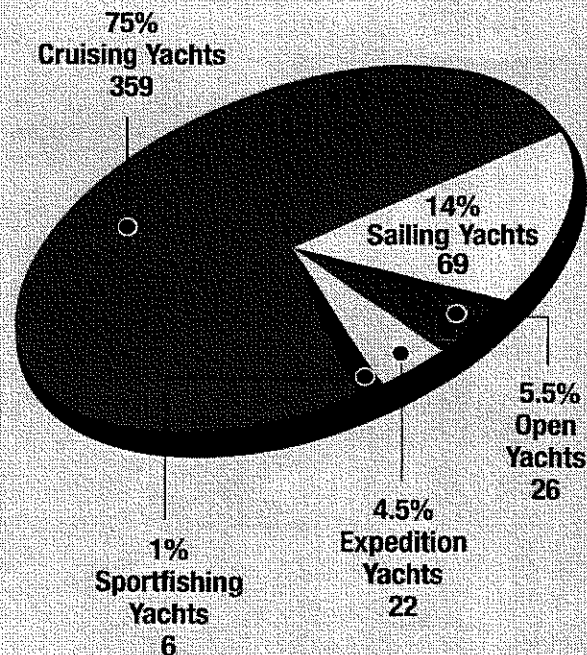
The 2003 Order Book reports that there are 482 yachts over 80' under construction today. The 2002 Order Book reported 507 and the 2001 Order Book reported 428.

For the second year in a row, Benetti stands atop the custom builder rankings. Lurssen remains in second position, while Feadship and Amels traded third and fourth positions. New to this year's top 10 custom builder rankings are Oceanfast of Australia and Sensation of New Zealand.

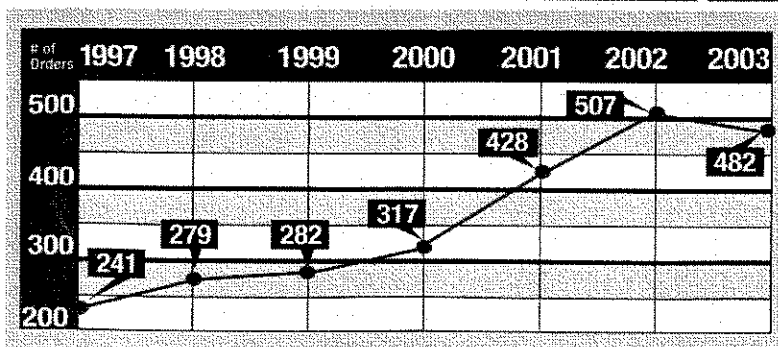
*A Word About The Data used with permission  
Data compiled by bill Ando & Ken Masi  
For a complete report please see SBI Jan 2003 Issue*

- Luxury yacht order book down 4.7%
- Italy up 12% \* US down 16%
- 58,540 linear feet (11 miles) of 80' plus yachts under construction
- Azimut- Benetti Group remains top world builder
- Trends: small yachts down, large yachts up

## TYPES OF YACHTS BEING BUILT



## CHARTING INDUSTRY PROGRESS



## ORDERS BY LENGTH & YEAR

Length	Sailing Yachts					Motor Yachts				
	'99	'00	'01	'02	'03	'99	'00	'01	'02	'03
80'-89'	7	14	16	17	18	48	62	103	141	114
90'-99'	8	4	5	10	8	36	43	36	44	46
100'-119'	12	14	17	14	14	72	71	95	103	100
120'-149'	12	14	16	16	15	39	47	68	74	69
150'+	3	8	10	15	14	45	40	62	73	84
<b>TOTAL</b>	<b>42</b>	<b>54</b>	<b>64</b>	<b>72</b>	<b>69</b>	<b>240</b>	<b>263</b>	<b>364</b>	<b>435</b>	<b>413</b>

### Top 10 Builder Nations

Yard Name	Number of Projects	Average Length
1. Italy	178	112'
2. US	82	115'
3. Netherlands	55	149'
4. UK	34	101'
5. Germany	11	264'
6. New Zealand	22	121'
7. Taiwan	18	162'
8. Australia	11	164'
9. Turkey	11	133'
10. Canada	12	9'

### Top 10 Custom Builders

Yard Name	Number of Projects	Average Length
1. Benetti	25	143'
2. Lurssen	8	297'
3. Amels	10	188'
4. Feadship	9	184'
5. Perini Navi	8	192'
6. Ocean Fast	5	190'
7. Royal Denship	7	127'
8. Trinity	6	148'
9. Heesen	6	135'
10. Sensation	5	159'

### Top 10 Builders

Yard Name	Average Length	Number of Projects
1. Azimut/Benetti	119'	51
2. Ferretti	98'	41
3. SNP Rodriguez	98'	30
4. Lurssen	297'	8
5. Sunseeker	88'	25
6. Amels	188'	10
7. Feadship	184'	9
8. PeriniNavi	192'	11
9. Horizon	94'	14
10. Westport	115'	14

# Calendar OF EVENTS

DEC

14 Winterfest Boat Parade  
Intracoastal, Ft. Lauderdale

JAN  
'03

24 Annual Dinner Meeting  
Tower Club, Ft. Lauderdale

## SAMS(r) Florida Caribbean Regional Meeting

FEBRUARY 7, 2003

Broward County Convention Center, Room #302

Surveyors can receive 6 CE Credits for attending the meeting and additional credits by attending IBEX seminars. AMS Tests will be given on February 6. ABYC will make a presentation about the relationship between ABYC and Marine Surveyors and explain the ABYC Accreditation Training Programs. Other presentations will be on Cargo Surveys and SUNY Maritime's Marine Training Program. A discussion will be held on Int'l Assoc. of Marine Investigators and Marine Surveyors. Bill Fredell, SAMS(r) VP of Membership, and Jim Guin will present a discussion on report content and formatting. Surveyors need to improve their image to the boating public and industry and a lasting way to do that is by providing quality reports. For additional information contact Jim Guin, Regional Director

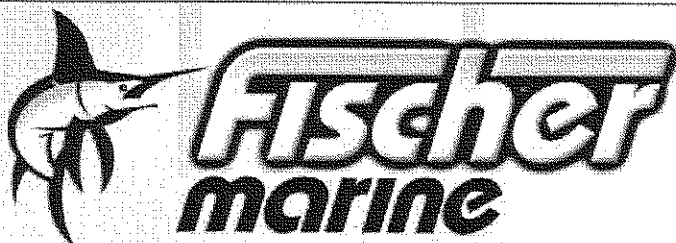
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## on the move

**Linda Rigos** previously with MacMahon and Assocs. is now with Peter Kehoe and Associates at Sands Harbor Marina: 101 N. Riverside Drive, #123 Pompano Beach, FL 33062. Ph: 954-767-9880 Fax: 954-767-9884.

**Alain C de Grelle** has joined North Wind Yachts, Inc as its Director of Sales & Marketing for the US. De Grelle, North Wind Yachts, Inc. 2170 S.E. 17th St., Ft. Lauderdale, FL 33316. Ph: 954-462-2772 Fax: 954-462-2775.

**Savage Brown** yachts has moved its office from St Petersburg to the beach on Treasure Island. Their new address is: 9546 W Gulf Blvd. Treasure Island, FL 33706 Ph: 727-367-2900 Fax: 727-367-2600.

**Gary Fretz** previously with Ardell Yacht & Ship is now with The Catamaran Co., 4005 N. Federal Hwy., #200, Ft. Lauderdale, FL 33308. Ph: 954-457-1878 Fax: 954-457-1898.

**Bob Baker**, previously with Walczak Yacht Brokerage is now with Anchor Yacht Sales, 3541 St. Rd. 84, Ft. Lauderdale, FL 33312. Ph: 954-797-0030 Fax: 954-797-6682.

**Esther Gillam** has relocated to Allied Richard Bertram Ft. Laud. office: 401 SW 1st. Ave., Ft. Laud., FL 33301.

**Bob Saxon Associates** has moved to Camper & Nicholsons/BSA office at 1535 SE 17th St., #B208, Ft. Laud., FL 33316. Ph: 954-760-5801 Fax: 954-467-8909.

## Office Space

Office for rent in upscale building off of 17th Street in Fort Lauderdale. NO LEASE OR DEPOSIT REQUIRED. Parking, alarm system, kitchen, and option to share DSL internet service, reception area, newly FURNISHED. Call: 954-462-0116.

Office Space for Rent at Harbour Towne Marina. Three water-front offices, conference room, reception area. Call for details. 954-205-4022.

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PHONE: 954-525-1666 E-MAIL: MISSKAREN@BELLSOUTH.NET

# License Activity

Supplied by The Department of Business and Professional Regulation  
(850) 488-1636 • <http://www.state.fl.us/dbpr/html/lsc/index.html>

OCTOBER 2002

## Temporary Licenses

Scott Andrew Bursa  
Robert A. Burwell, Jr.  
Donald B. Chace  
Gunnar Christensen  
Michael Jay Cidlowski  
Thomas Cleator  
Nancy I. Cobb  
Tony J. Crumrine  
Ricardo Jacobo Diaz  
Pilar Jolie Finkel  
Gregory J. Fitzpatrick  
Kimberlin Freetly  
Jerry Robert Geller  
Andrew Everts Greene  
James Charles Henson  
Jasper Highsmith  
Charles Holland  
Reno W. Ivy  
Albert Carlton Jamson  
Brian Howard Jogue  
Thomas S. Maynard  
Liam Y. McGrady  
Jeffrey Scott Oliver

## Temporary Licenses

Bernard Siddall, Sr.  
Thomas Shelby Taylor  
Tyler Carver Terry  
Fred J. Trombly  
Susan Jayne Whiddon  
George D. Williams

## Active Licenses

Clifford Allenby  
Michael Ray Bailey  
Christopher Barboni  
Leonard Arthur Burke  
Frank William Caraher  
Richard Carbia  
John Joseph Ciullo  
Terry Robert Clark  
Robert Louis Covington  
Robert Lee Easterling  
Carlos Miguel Flores  
John Fraenheim, Jr.  
Dawn Marie Guzzetta  
Robert L. Hendershott  
Fred Hundhammer

## Active Licenses

William Arnold Hunt, II  
Thomas Jenkins  
Edward Kirk  
William Jay Kurtz  
John Robert Lucas  
Peter Chris Markatos  
Spencer C. Markatos  
Timothy McClellan  
Joseph McDonald  
Dennis R. Mercer, Jr.  
Nigel Mison  
Jeffrey Morello  
Richard Navarro  
Michael Francis Neves  
Clen Cotten Overton  
Edward Paquette  
Albert Michael Pescitelli  
Robert Pierce  
David Paul Plank  
Ronald Pomella, Jr.  
Robert Rosenbaum  
Paul Andre Rubin  
Robert Saxon

## Active Licenses

Gina Silvestri  
William Martin Steward  
Jeannie F. Stofman  
Leo E. Thibault  
Stephen Van Voast  
Michael Joseph Wahl  
Victor Louis Wennink

## Expired Licenses

John Burton Becker  
Roberto Bianchi  
Gregory Blackledge  
James Arthur Booth  
Douglas Clark Halford  
John F. Heffernan  
Norman Larsh  
Granville Le Compte  
Raul Jesus Lopez  
Edward Harold Mrozek  
William Pritchard  
Jack Rogers  
Destiny J. Thonnes  
William Oscar Ware

## Expired Licenses

Eva Louise Warner  
John Scott Whelchel

## Cancelled Licenses

Arthur Bollman  
Gregory Parker Child  
Tyler Choyke  
Michael Flanigan  
Lenny Dean Gillespie  
David Goldfield  
L.D. Gresham  
Allan J. Halpern  
Jason Thomas Lozeau  
Anthony J. Miller  
Nancy Finch Moore  
Enzo Pianelli  
Tommy Ray Quick  
Richard Anthony Riche  
William Joe Young  
Kevin Willard Zimbrick

# Administrative Actions

Supplied by the Department of Business and Professional Regulation  
(850) 488-1636 • <http://www.state.fl.us/dbpr/html/lsc/index.html>

**Name:** Michael C. Shanley, Key Biscayne, FL

**Preliminary Statement:** The Division issued a Notice of Intent to Deny License because he failed to demonstrate his entitlement to license under section 326.004(6).

**Finding of Fact:** The Division received information showing that Shanley has been convicted of two felonies. In 1987 Shanley was convicted on charges of importation of a controlled substance and in 1990 on charges of conspiracy to import a controlled substance. Acts were committed while using boats. In Aug. 2002 Shanley filed a request for hearing. On Sept. 2002 Shanley withdrew his request for a hearing stating "he did not wish to pursue a yacht salesperson license at this time".

**Name:** John B. Haslett, Ashville, NC

**Statement of Issues:** Whether civil penalties should be imposed upon respondent, John Haslett, formerly licensed as a yacht and ship broker for failing to maintain escrow funds.

**Finding of Facts:** Haslett received a check in the amount of \$10,000 from a client for the purpose of making bids on yachts. The check was deposited in Haslett's escrow account in Sept. 1999. Haslett made four offer on yachts on behalf of his client, none of which resulted in the purchase of a yacht. Approximately a year after making the escrow deposit the client requested the return of his \$10000 deposit, but Haslett refused to return the clients deposit money. In investigating the matter the Division found Haslett had an Irrevocable Letter of Credit with a bank. As of Jan. 2001 Haslett's escrow account had a negative closing balance.

**Relief, Order and Remedy:** A \$5000 civil penalty is imposed against respondent Haslett. The client is entitled to draw on Haslett's letter of credit for \$10,000 plus prejudgment interest calculated from date of deposit.

**Name:** David L. Mathews

**Preliminary Statement:** On July 2002, Mathews requested an information hearing.

**Finding of Fact:** In Sept. 2000, a client made a deposit of \$14000 for the purchase of a 50' Ocean Super Sport Yacht. The deposit was received by Mathew's partner, Scott Seegot, an unlicensed individual, Seegot deposited the check in the operating account instead of an escrow. The purchase fell through and the client demanded the return of his deposit. Mathew informed the client that the deposit money was no longer available. The client was reimbursed the full amount by Mathews. The nature of Mathew's violation is an escrow violation. A salesperson who receives any deposit is required to immediately deliver the deposit to the broker who holds the salesperson's license for deposit into an escrow account Fla. Admin. Code R 61B-60-006(2). In this case, however, Mathew's former business associate, Seegot, who was unlicensed, appears to have committed the actual escrow violation.

**Relief, Order and Remedy:** A civil penalty of \$2500 is imposed on the respondent.

# DBPR Definitions

The following are definitions supplied by the Department of Business and Professional Regulation for the Licensee Activity  
(850) 488-1636 • <http://www.state.fl.us/dbpr/html/lsc/index.html>

● **Canceled:** A license is canceled when the employing broker writes a letter and sends the original license back to the DBPR of a salesperson or broker in his employment. It remains canceled until such time the salesperson or broker gains employment at another brokerage house.

**Expired:** A license is expired two years from date of issuance. A renewal notice is sent to the licensee 60 days prior to expiration at the last address on file.

**Temporary:** A temp. 90 day license is issued upon receipt by the

Dept. while the licensees fingerprints are being processed by the Fla. Dept. of Law Enforcement and the FBI.

**Suspended:** A license is suspended when the bonding company notifies the Dept. that the bond is canceled. It remains suspended until the bond is reinstated or a new bond is provided.

**Active:** A license is active upon a favorable report from the FBI. A license may also be active upon written notification from an employing broker that a salesperson or broker is now in his employ.

## FYBA MEMBERSHIP FACTS

FYBA with YPI 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 is for individuals and companies directly related to the yacht brokerage industry.

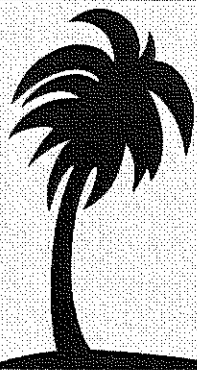
### CURRENT MEMBERSHIP

800 Members

While the majority of its membership is comprised of Florida 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 & forms
- Published membership roster
- National advertising
- Trade only Boat Shows  
Bahia Mar (7 per year)
- Trade only Boat Shows  
Palm Beach (5 per year)
- Member of the Int'l Yacht Council Ltd.
- FYBA Website



### 3rd Thursday Broker's Show in Stuart

The Nov. Third Thursday Show was held at Allied Richard Bertram in Stuart. About 25 boats participated in the show. Special thanks to our sponsors, Trident Funding & Jonathan Burkard for coordinating the event. The next show is scheduled for January. Location: TBA

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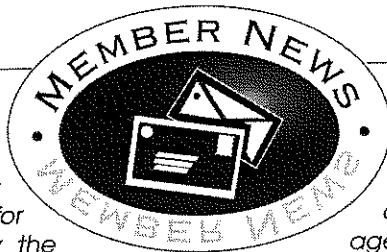
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**Allied Richard Bertram Marine Group** has been named "Bertram Dealer of the Year" for 2002. The prestigious award was given by the Bertram Yacht factory to the Bertram dealer that has achieved the highest annual sales volume for the year of all dealers worldwide. For more information contact Allied Richard Bertram Executive Offices: 954-462-5527.

**The Sacks Group** proudly announces the addition of the 66' ASTONDOA, DOLCE VITA, the 102' CRESENT, MISS MICHELLE, the 111' Broward, STRAIT JACKET, and "SAVANNAH" a 118' 2000 InterMarine Motoryacht to their Central Agency Fleet. For brochures and availability, contact the Charter Specialists at The Sacks Group Yachting Professionals, 954-764-7742 or e-mail info@sacksyachts.com.

**Fraser Yachts** announces the launch of new industry standard for emergency notification. Fraser Yachts, utilizing the MedLink Global Response Center services of MedAire, Inc., has established a highly sophisticated, 24/7 response capability for managing any and all emergency notifications as part of their Int'l Safety Mngmt. (ISM) Code program. The system is for use when a yacht encounters problems like fire, flooding, collision, critical plant failure, environmental damage, etc. The yacht contacts the MedLink Global Response Center and provides relevant info, to the Center's communication specialists who activate Fraser Yachts' emergency response system. Medlink, 1511 E. Commercial Blvd., PMB 148, Ft. Lauderdale, FL 33334. Ph: 954-784-3567 Fax: 954-784-3568.

**Concord Marine Electronics** announces that SeaTel offers broadband-at-sea - the wave call 4003. This broadband maritime communication system provides business-class connectivity for yachts, providing 512kpbs inbound and 128kpbs outbound. The SeaTel 4003 provides high-speed service in the Americas, Continental, Europe, and the Med. For more info. and pricing call Billy Hawkins at 954-779-1100.

**Westrec Marinas** announced the acquisition of the lease for Sunrise Harbor Marina an exclusive mega-yacht facility located on the Intracoastal Waterway at Sunrise Blvd. Sunrise Harbor will be administered by Westrec Marinas Southern Regional Office located in Dania, FL. John Louis, Westrec's Southern Reg. Manager will directly oversee all operations at Sunrise Harbor Marina. Westrec Properties, 801 N.E. 3rd St., Dania Beach, FL 33004. Ph: 954-926-0300 Fax: 954-922-5485.

**Sevenstar**, the Travel Agency for Yachts, has announced the successful opening of its agent's new office in Ft. Laud. (Sol Yacht Transport).

The move marks a further expansion of Sevenstar's impressive global network, which supports the safe and fast transportation of yachts by a fleet of 80 ocean-going carriers. The new office is situated in the Lauderdale Marine Center. This location fits very much within our company philosophy of getting as close as possible to our customers," comments Managing Director Kees Koolhof. "Taking a personal approach to business, we can not only guarantee yards & owners alike that their yacht will arrive in premium condition at its destination. Our added value services vary from arranging a berth to dealing with customs clearance." Sevenstar's head office is in Holland, the hub of the European yachting industry. The company oversees a global network of agencies, with direct representation in the UK, Finland, Monaco, Germany, Spain, and New York. Sevenstar Yacht Transport, 2019 S.W. 20th St., Ft. Laud., FL 33315. Ph: 954-713-0390 Fax: 954-713-0391.

**First New England Financial** recently joined forces with North Fork Bancorporation headquartered in Melville, NY. Providing mega-yacht financing for the last 26 yrs. First New England Financial is excited to have the lending power of a \$20 billion bank behind them. FNEF now has the ability to finance loans up to \$15MM. Their Ft. Laud. team has over 75 yrs. combined yacht-financing experience, and together they have financed in excess of one billion dollars in yacht loans. First New England Financial, 1600 S.E. 17th St., #300, Ft. Lauderdale, FL 33316. Ph: 954-763-1089 Fax: 954-763-1055.

**Intercoastal Financial Group** has expanded its lending presence in VA, MD, and NJ. IFG has hired Lisa Saylor, formerly of First New England to represent the company in NJ and the NE. The team brings over 25 yrs of combined lending experience to pilot your customers into their boats smoothly & affordably. Intercoastal Financial Group, 124A N. Second St., Fort Pierce, FL 34950. Ph: 561-464-5885 Fax: 561-464-6907.

**Seacoast Marine Finance** is pleased to announce the expansion of its marine finance division. The expansion will be in California because it is the hub for marine finance in the western US. Their growth will expand with representation in Seattle, San Francisco, Newport Beach and San Diego. The office will be located at 2801 West Coast Highway, #300, Newport Beach, California. Ph: 949-764-2610; toll free 800-233-6542.

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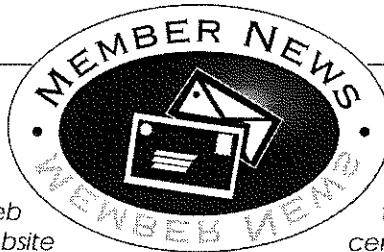
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### **Allied Richard Bertram Marine Group**

**(ARBMG)** announced the launch of its new web site [www.alliedrichardbertram.com](http://www.alliedrichardbertram.com). The website features the Platinum Yacht Collection, Marine Group Division, Charter Division and Service Division. The site's content includes information on the latest product offerings from Tiara Yachts, Azimut, Bertram Yacht, Ferretti, Benetti and Custom Line. It also features planned events such as rendezvous, boat shows, open houses and press releases describing the organizations ever growing accomplishments. For more information, visit [www.alliedrichardbertram.com](http://www.alliedrichardbertram.com).

**MarineMax, Inc.**, the nation's largest boating retailer and the world's largest Hatteras yacht dealer, gives "dream boat" new meaning with the announcement of an exclusive agreement with Hatteras. Through this deal, MarineMax will become the sole distributor of the Hatteras Custom Yacht Series, a line of 82- to 100-foot yachts, in North America, South America, the Caribbean and the Bahamas through January 2006. MarineMax Motor Yachts, 2301 Southeast 17th Street, Ft. Lauderdale, FL 33316. Ph: 954-463-5606 Fax: 954-525-8625.

**Northrop and Johnsons Ft. Lauderdale** announces that the firm had another successful Ft. Lauderdale Boat Show. Michael Nethersole closed his 56' McMullen & Wing, EVANGELYNE, just before the boat show and now has his 71' Bellure, KATAMA, under contract. Michael has recently delivered the 33m CBI Navi, MAG II, to his client who is planning to take her to the Caribbean for the winter. Kevin Merrigan has the North American Yacht & shipbuilding GENESIS 153 under contract. His client was the first person on board the yacht on opening day and before he left, chose to make the yacht his own. The shipyard has been incredibly cooperative in the transaction and the new owner is looking forward to taking his first cruise on the yacht in early January 2003. Kevin also has the 57' Nordhavn, ANNABELLE IV, under contract as well as OASIS, the Ocean 71. Kevin's new listing is AERIE, the magnificent 124' Delta with a Jonathan Quinn Barnett interior. Ann Avery is co-central agent with Hank Halsted of our Rhode Island office for the Rivolta 90, a dynamic new sloop. Gregg Child has just listed the 74' Hatteras, AVONDALE LADY, which has enjoyed many recent improvements. Northrop and Johnson Yachts-Ships, Inc., 1901 S.E. 4th Ave., Ft. Lauderdale, FL 33316. Ph: 954-522-3344 Fax: 954-522-9500.

**Fraser Yachts Worldwide** is pleased to announce their appointment as central agent for the 130' Fiberglass expedition yacht Lady Katherine. The yacht is finishing work in Toulon France and will arrive in South Florida in late January. The price is 2.5 million. Gerry Hull is the central agent. Fraser Yachts Worldwide, 2230 S.E. 17th Street, Fort Lauderdale, FL 33316. Ph: 954-463-0600 Fax: 954-763-1053.

**CNI Fort Lauderdale's** Joe Killian has listed NEWCASTLE VOYAGER, a 38m/125ft 'Expedition Yacht' built in 2002 with a 4500-mile range. She will be exhibited at the Miami boat show in February. Killian also has conceptual designs for a 140m/460ft expedition yacht and other (smaller) projects. Camper & Nicholson, 801 Seabreeze Blvd., Ft. Lauderdale, FL 33316. Ph: 954-524-4250 Fax: 954-524-4249.

### **International Yacht Collection**

concluded the sale of two of their centrals. Jim Eden sold his central listing, FLYIN BAIA, the 1999 80' Baia. Mark Elliott's central listing, AUDRA ANNE, the 1992 110' Queenship sold and the new owners immediately placed her into IYC's charter fleet. Mark has received the central listing for ATLANTICA, the 2000 135' Christensen and Jim Eden has received the central listing on MARATANI VIII, the 1996 100' Azimut. International Yacht Collection, 1515 S.E. 17th St., #125, Ft. Lauderdale, FL 33316. Ph: 954-522-2323 Fax: 954-522-2333.

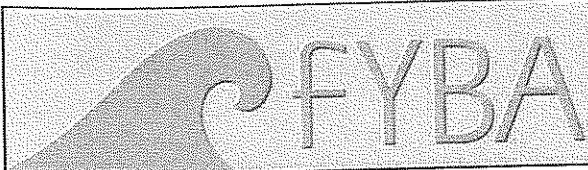
**Hal Jones & Co.** received an award from Grand Banks Yachts, recognizing the Fort Lauderdale-based yacht dealer as a top-performing dealership for Grand Banks in the United States. The awards presentation was made during the annual Grand Banks dealer meeting at the Bahia Mar Hotel on October 30, 2002. Hal Jones & Co. was saluted for its distinguished year, with sales totaling over \$6 million in Grand Banks, Eastbay, and Aleutian Class yachts. Grand Banks Yachts, Ltd. is a Singapore-based yacht manufacturer, offering Grand Banks, Eastbay and Aleutian Class yachts through a worldwide dealer network. Hal Jones & Co. 1900 S.E. 15th St., Ft. Lauderdale, FL Ph: 954-527-1778.

**The Marine Group of Palm Beach** is the Southeast stocking dealer for Ocean Alexander MY's from 42-90'. In stock at the Palm Beach Gardens location is a 548 Pilothouse and a 640 Pilothouse. Broker participation is encouraged, please call 561-627-9500 or visit their website: [www.marinegroup.com](http://www.marinegroup.com).

**Monaco Marine Group USA** has been appointed the Exclusive Distributor for Vicem Yachts full line of yachts from 51 to 105 feet. Monaco Marine Group USA will be stocking boats as well as building customized yachts to order for clients and market Vicem Yachts through the brokerage community. The quality and workmanship of Vicem yachts is unsurpassed at any price! For brochures and layouts of Vicem Yachts, contact Monaco Marine Group USA by phone: 954-462-0116, or email: [info@monacomarineusa.com](mailto:info@monacomarineusa.com).

**Marina One** is expanding into the Palm Beaches with new Formula, Fairline and Brokerage Sales. Conveniently located at the PGA Marina facility, complete with fork-lift and travel-lift services. Boat displays will be direct frontage on PGA Blvd. with additional in-water slips on-site. Marina One currently operates two locations in the Deerfield Beach / Boca Raton area with sales, service and indoor rack storage of over 400 boats. "This expansion is the result of the growing demand of our products and services in this area", states Jeff Hamilton, Sales Manager. Marina One, 2385-B PGA Blvd. Palm Beach Gardens, FL 33410. Ph: 561-625-5440 Fax: 561-625-3221.

**Boston Yacht Sales** received several honors at the 2002 Hatteras Dealer Meeting during the Fort Lauderdale Boat Show. Michael Myers, President of Boston Yacht Sales was recognized by Hatteras for his 30th anniversary as a Hatteras dealer. Boston Yacht also received a "Gold Sales Achievement" award for Hatteras sales. Boston Yacht Sales, 275 River Street N., Weymouth, MA 02191. Ph: 781 331 2400 Fax: 781 331 8215.



## Membership & Sponsorship Information

### Event Sponsorship Benefits

#### *Platinum* \$10,000 and over

- \* Exposure at event sponsored (table with material, Banner, Mini-presentation)
- \* Set of mailing labels
- \* Comp. broadcast faxes
- \* Plaque of Appreciation
- \* Special mention at the Annual Dinner
- \* 4 comp. tickets to the FYBA Annual Dinner
- \* Option of flyer or (2) 1-pg ads in FYBA News
- \* Option to display advertising material at the FYBA booth in the Yacht & Brokerage Show

#### *Gold* \$5,000 up to \$10,000

- \* Exposure at event sponsored (table with material, Banner, Mini-presentation)
- \* Set of mailing labels
- \* Comp. broadcast faxes
- \* Plaque of Appreciation
- \* Special mention at the Annual Dinner
- \* 2 comp. tickets to the FYBA Annual Dinner
- \* 1 full page ad in FYBA News

#### *Silver* \$2,500 up to \$5,000

- \* Exposure at event sponsored (table with material, Banner, Mini-presentation)
- \* Set of mailing labels
- \* Comp. broadcast fax
- \* Certificate of Appreciation
- \* Special mention at the Annual Dinner
- \* 1 half page ad in FYBA News

#### *Bronze* \$1,000 up to \$2,500

- \* Exposure at event sponsored (banner)
- \* Set of mailing labels
- \* Comp. broadcast fax
- \* Certificate of Appreciation
- \* Special mention at the Annual Dinner
- \* 1 quarter page ad in FYBA News

#### *Additional Sponsors*

##### Product/Service/Cash Donations

- \* Exposure at event sponsored (banner)
- \* Certificate of Appreciation
- \* Business Card ad in FYBA News

### Membership Description and Requirements

#### *Professional Membership*

For Professional Yacht Brokers and Salesmen who are bonded and licensed by the State of Florida under the Yacht and Ship Brokers Act.

**ACTIVE** The owner, principal, stockholder partner or officer of the firm. Current "Brokers" license in Florida.

Annual dues for Dade, Broward & Palm Beach counties \$ 150  
Annual dues for all others within and outside Florida \$ 75

**ASSOCIATE** Other sales personnel associated with the firm. Current "Broker" or "Salesman" license in Florida (temporary license not eligible)

Annual dues for Dade, Broward & Palm Beach counties \$ 50  
Annual dues for all others within and outside Florida \$ 35

Active and Associate Professional Sponsorship requirements  
Two (2) "Active" Professional members

**SUPPORT** Unlicensed employees of Professional member's firm

Annual dues \$ 25

Support Sponsorship requirements  
Two (2) "Active" or "Associate" Professional members.

#### *Affiliate Membership*

For individuals and/or businesses directly related to the yacht brokerage industry.


**ACTIVE AFFILIATE** The owner, principal, partner or manager of the firm directly related to the yacht brokerage industry.

Annual dues for Dade, Broward & Palm Beach counties \$ 150  
Annual dues for all others within and outside Florida \$ 75

**ASSOCIATE AFFILIATE** Other employees of the firm directly related to the yacht brokerage industry.

Annual dues for Dade, Broward & Palm Beach counties \$ 50  
Annual dues for all others within and outside Florida \$ 35

Active and Associate Affiliate Sponsorship requirements  
Two (2) "Active" or "Associate" Professional or Affiliate members

		<h1 style="margin: 0;">Membership Application</h1>	
<b>PROFESSIONAL</b> (within Dade/Broward/Palm Beach) <b>PROFESSIONAL</b> (all others within/outside Florida)		Prof. Active \$150 <input type="checkbox"/> Prof. Active \$75 <input type="checkbox"/>	Prof. Associate \$50 <input type="checkbox"/> Prof. Associate \$35 <input type="checkbox"/>
<b>AFFILIATE</b> (within Dade/Broward/Palm Beach) <b>AFFILIATE</b> (all others within/outside Florida)		Affil. Active \$150 <input type="checkbox"/> Affil. Active \$75 <input type="checkbox"/>	Affil. Associate \$50 <input type="checkbox"/> Affil. Associate \$35 <input type="checkbox"/>
Applicant	First Name	M.I.	Last Name
Company Name		Position	
Company Address		Fla. License No. & Expiration Date	<input type="checkbox"/> Broker <input type="checkbox"/> Salesperson
City	State	Zip	Web Site E-mail
Phone	Fax	Type of Business	
Home Address		City	State Zip Home Phone
Sponsors			
Name	Firm	Phone	Sponsor Signature
Name	Firm	Phone	Sponsor Signature
Business References			
Firm	Contact Name		Phone
Firm	Contact Name		Phone
Personal Data		Have you been engaged continuously in the business since? <input type="checkbox"/> Yes <input type="checkbox"/> No If not, during what years were you in business?	
Highest level of education		First entered yacht brokerage business (date/firm)	
List any firms previously associated with		In what other business have you been engaged?	
Active Professional Members Only	Federal ID#	Fl. Sales Tax#	City Occupational License
Institution in which you maintain your escrow/trust account		List branch/franchise offices, addresses, & manager's names	
If a Corp./Partn., list officers, partners, & stockholders		State names of any salespersons associated with you	
Name	Position	Name	Name
Name	Position	Name	Name
Do you currently represent any new boat manufacturer? <input type="checkbox"/> Yes <input type="checkbox"/> No If yes, list manufacturers:			Percentage of new sales vs. brokerage
How did you hear about the FYBA?			
I agree that, if approved for membership to the Florida Yacht Brokers Association, Inc., to abide by the By-Laws and Code of Ethics of the Association, a copy which I have read.		Check for \$_____ enclosed made payable to FYBA	
Applicant's Signature _____		Date _____	
P.O. Box 460044, Ft. Lauderdale, FL 33346 Phone: 954-522-9270 Fax: 954-764-0697 e-mail: fyba@fyba.org • www.fyba.org			

SECTION A

SECTION B

SECTION C

# FYBA

Florida Yacht Brokers Association  
P.O. Box 460044  
Ft. Lauderdale, FL 33346  
Ph: (954) 522-9270 Fax: (954) 764-0697

e-mail: [fyba@fyba.org](mailto:fyba@fyba.org) • website: [www.fyba.org](http://www.fyba.org)



*Wishing you a Beautiful  
Holiday Season  
and a New Year of  
Peace and Happiness!*

*From the FYBA  
Officers, Board of Directors and Staff*

*President, Walter Lee; Vice President, Kevin Ralph; Treasurer, Kevin Merrigan; Secretary, Rob Newton; Directors,  
David Gonnott, Andy Harpell, Art Holler, George Jousma, Bruce Schattenburg, Barbara Tierney, and Bob Karchen.  
Staff, Rae Whitt and Jessica Chavez*