

J U N E  
08

# FYBA news

A MONTHLY PUBLICATION FOR THE MEMBERS OF THE FLORIDA YACHT BROKERS ASSOCIATION

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Arbitration Ethics:

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Carmine Galati & Cromwell Littlejohn

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Charter Broker Liaison:

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Sponsorship: Bob Zarchen & Tom George

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Jonathan Burkard, Tom George,

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Bourgoignie & Tom George

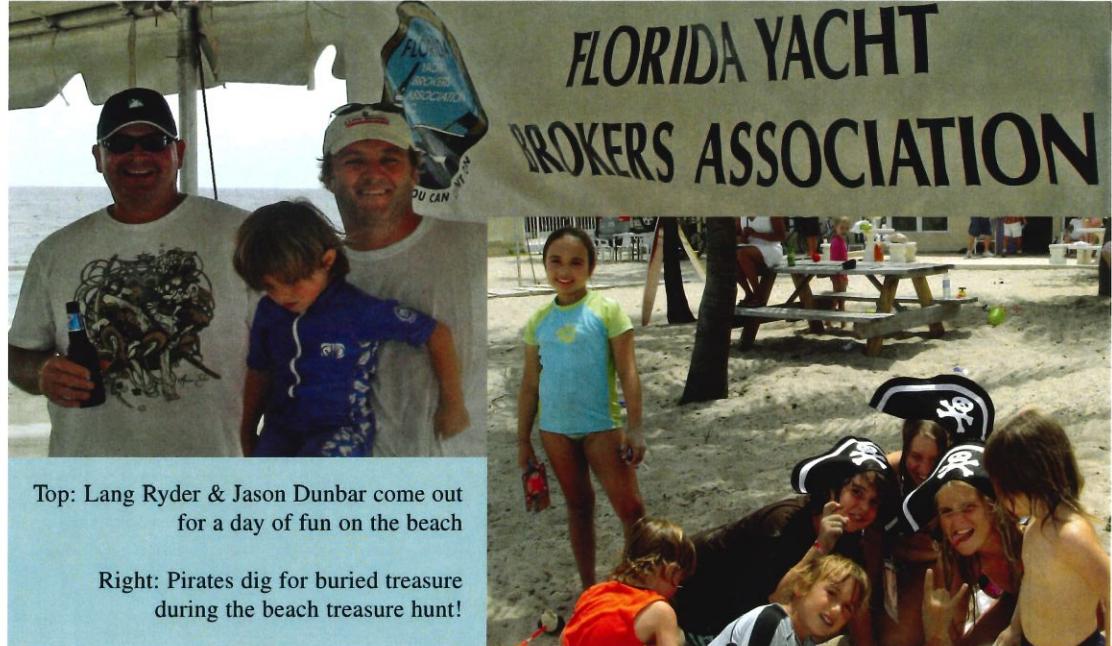
**EXECUTIVE DIRECTOR**

Rae Whitt

## FYBA Members Enjoy the Summer Beach BBQ

Thank you to Seacoast Marine Finance, The Triton, Luke Brown Yachts, Brown & Brown Marine Insurance and Praktek for sponsoring the event on June 28! FYBA members and their families enjoyed a day filled with sunshine and good times.

(See page 7 for more)



## Stay Involved with 3 Upcoming FYBA Seminars!

### Educational Charter Seminar – Ft. Lauderdale / Wednesday, July 23, 2008

Lauderdale Yacht Club.

See page 23 for registration form

### Listings to Closings & the Law Seminar – St. Petersburg, FL / Wednesday, July 30, 2008

Followed by Broker's Open House

Sponsored by Fowler White Burnett, P.A., Total Dollar Insurance and Power & Motoryacht

See page 24 for registration form

### Listings to Closings & the Law Seminar – Ft. Lauderdale / Thursday, August 7, 2008

Followed by Broker's Open House

Sponsored by Fowler White Burnett, P.A. & ASAP Marine Documentation & Registration

See page 25 for Listings to Closings & the Law registration form

## A SELLER'S DUTY TO DISCLOSE IN A YACHT TRANSACTION

By Danielle J. Butler

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## calendar of events



### July

- 4 Fourth of July Holiday
- 9 2nd. Wed. Charter Open House
- 17 3rd Thurs. Brokers Open House
- 23 Educational Charter Seminar (see page 23)
- 30 Listings to Closings & the Law Seminar & Brokers Open House - West Coast of Florida (see page 24)

### August

- 7 Listings to Closings & the Law Seminar and Brokers Open House Ft. Lauderdale (see pg. 25)
- 13 2nd Wed. Charter Open House
- 21 3rd Thurs. Brokers Open House

### September

- 1 Labor Day
- 5-7 Tamp Boat Show
- 10 2nd Wed. Charter Open House
- 10-15 Cannes Boat Show
- 11-14 Newport Int'l Boat Show
- 18 3rd Thurs. Brokers Open House
- 24-27 Monaco Boat Show

### October

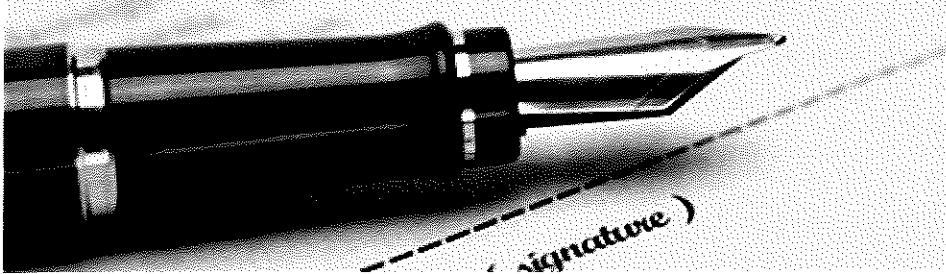
- 1 Yacht Sales & the Law Seminar Sheraton Airport Hotel

An important question that arises in every brokerage transaction is when is it necessary to disclose a defect in the yacht to the buyer, and what type of defect needs to be disclosed. A simple matter of failing to disclose a known defect to a yacht can lead to thousands of dollars in litigation and countless hours of unnecessary headaches. In order to avoid this pitfall, it is helpful to be educated and prepared on the applicable requirements imposed by Florida law.

First, Florida courts have made it clear that any material misrepresentation or failure to disclose may give rise to liability for both the seller and the broker. However, what is a material defect is largely unclear. When maritime law is unsettled in certain areas, it is helpful to look to similar fields of law for their rulings regarding similar issues. In this case, we look to real estate law for answers.

Real estate law uses two different standards for determining the duty to disclose. In commercial real estate transactions, the law follows the traditional common law principle of "let the buyer beware," meaning that the onus is on the buyer in the transaction to discover any potential defects with the property. The idea behind this rule of law is that both parties in a commercial real estate transaction are sophisticated business people who should bring their experience and skill to the table in a transaction. As sophisticated business people, they should be able to spot any potential problems with the property.

On the other hand, residential real estate transactions in Florida take a different approach. In residential transactions the general rule is that the seller must disclose all known and discoverable defects to the buyer. The reasoning behind this rule is that the typical buyer in a residential real estate deal does not have extensive experience buying property and doing deals. Therefore the buyer's lack of knowledge in this field should not put him at a disadvantage in the transaction. This raises the question: Which of these principles should be employed in yacht transactions? It could be argued that the typical large yacht buyer is a very sophisticated business person, and the principle of "let the buyer beware" should apply. On the other hand, because this is a pleasure purchase and not a business purchase, it can be argued that the more buyer friendly residential standard should be used. It is important to remember that in using the term "sophisticated party," members of the legal community are not simply referring to intelligent people involved in the day to day streams of commerce. Rather they are referring to business people that are working on an equal playing field with one another. For example, a manufacturer of boat parts would have the same amount of knowledge of the field of yacht parts as a buyer and distributor of yacht parts, simply because they deal in the same field with the same products. Conversely, the buyer and distributor of yacht parts would not be on an equal playing field with a recreational boater who walks into the retail store and buys a part for his boat. While that recreational boater might know a lot about boats, it isn't his day to day job to know the ins and outs of boating and the law does not want to force him into becoming an expert simply to buy a part for his boat.



# MARITIME LAW

## A SELLER'S DUTY TO DISCLOSE IN A YACHT TRANSACTION

Continued from page 2

With that in mind, it is very possible that the courts would find that the residential standard should apply to yacht transactions. While it is true that the buyer of a very expensive yacht may be a phenomenal business person who has seen huge success in his or her particular field, it is not their day to day business to deal in yacht transactions. While they may be very business savvy, they do not deal with the ins and outs of the yachting industry on a daily basis. Therefore, the law should not force them to become experts in this field simply in order for them to enjoy the luxury of a pleasure yacht purchase. Once we have gotten past the standard to be applied, the question of what is and what is not a material defect remains unresolved. There is no clear cut answer to this question in the eyes of the law. Generally, the question that the court will ask is "what would a reasonable person want to know when considering whether or not to buy a yacht?" If the defect is something that could change the buyer's mind, then it is probably a material defect. Examples could be chronic problems with the yacht, engine problems, fire damage, wiring trouble, hull defects, and many other problems that could cause a buyer to not want to purchase a yacht. This is an unsettled, but important, facet of yacht transactions. Mere oversight of a material defect or failure to disclose can lead to potentially substantial liability for the seller. In the end, it is better to be safe than sorry when dealing with disclosures in yachting transactions.

\* The information offered in this column is summary in nature and should not be considered a legal opinion.

\*\*Danielle J. Butler is a Partner in the Admiralty and Maritime Practice at Fowler, White, Burnett, P.A. Ms. Butler handles both litigation and transactional matters within the yachting and pleasure boating community. She may be contacted at 786-543-1141 or [dbutler@fowler-white.com](mailto:dbutler@fowler-white.com).

# MEMBER NOTICE:

All standardized contracts are currently under review by FYBA counsel. In the interim, please note the following changes. The disclosure statement in the Central Listing Agreement (CA) and the Purchase and Sale Agreement (PSA) has been removed. It states "Owner warrants and represents to Broker that Owner will disclose in writing all known defects and/or deficiencies in the Vessel which would materially impact a Buyer's decision to purchase the Vessel".

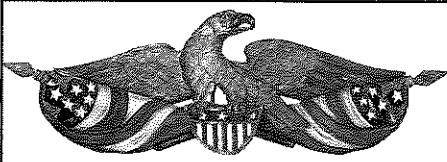
Please take note of an additional change: DOR Affidavit for Exemption (# GT-500003) listed below will only be available from the Department of Revenue. FYBA will no longer provide the Affidavit with the FYBA logo.

Affidavit for Exemption of Boat Sold for Removal from Florida by a Nonresident Purchaser form #(GT-500003)  
(Visit: <http://dor.myflorida.com/dor/forms/2001/GT-500003.pdf> to obtain form)

13th Annual

## *Yacht Sales & THE LAW*

Presented by FYBA & The Marine Council



**Watch Your Email & FYBA  
Website for More Details!**

Sponsored by:  
**Brown & Brown  
Marine Insurance**

Wednesday, October 1st  
Sheraton Airport Hotel / Dania, FL

Sponsored by:  
**Alley, Maass, Rogers  
& Lindsay, P.A.**



## mailbag LETTERS FROM MEMBERS

### Update on Sam Israeloff

Sam seems to be responding to his chemo & radiation treatments in a positive way. He is currently living in the home he built in Fort Lauderdale with full time 24 hour nursing care. His daughters are managing his health care from their homes in Chicago & Washington DC. Sam's friends have been visiting him @ home & joining him for outside activities include Marlins Baseball, boating, and area dining. He is feeling better and has an ever increasing positive attitude. I would like to encourage friends & associates to "drop by" his home on SW 21st street or contact him at home @ 954 522 4151.

Thank You All for Your Prayers & Contributions to "Sams Fund" for our Friend & Peer Sam Israeloff. I have received messages, mail & phone calls from around the World with concern & prayers for Sam's well being & speedy recovery. I personally thank you all for stepping up when it matters.

Donald Lee Canavan  
President & CEO - Rex Yacht Sales

## THIRD THURSDAY BROKERS SHOW

sponsored by

**Trident Funding**

Thanks to Jim Foley, Bob Allen, and Julio Santana

*Host Boat: Goose Bumps*

July 17, 2008  
Location: Bahia Mar

Watch website &  
email for details

**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!

Company \_\_\_\_\_

Contact \_\_\_\_\_

Phone \_\_\_\_\_

Boat Name \_\_\_\_\_

Type \_\_\_\_\_

Year \_\_\_\_\_

Length \_\_\_\_\_ Beam \_\_\_\_\_ Draft \_\_\_\_\_

Asking Price \_\_\_\_\_

I, \_\_\_\_\_ do hereby authorize  
the marina to charge the following credit card for dockage,  
tax, and incidental charges.

Circle one: AMEX MC VISA

Card# \_\_\_\_\_ Exp. Date \_\_\_\_\_

Card holder name \_\_\_\_\_

Authorized Signature: \_\_\_\_\_

*For Dockage Rates call Dockmaster at 954-728-3578*

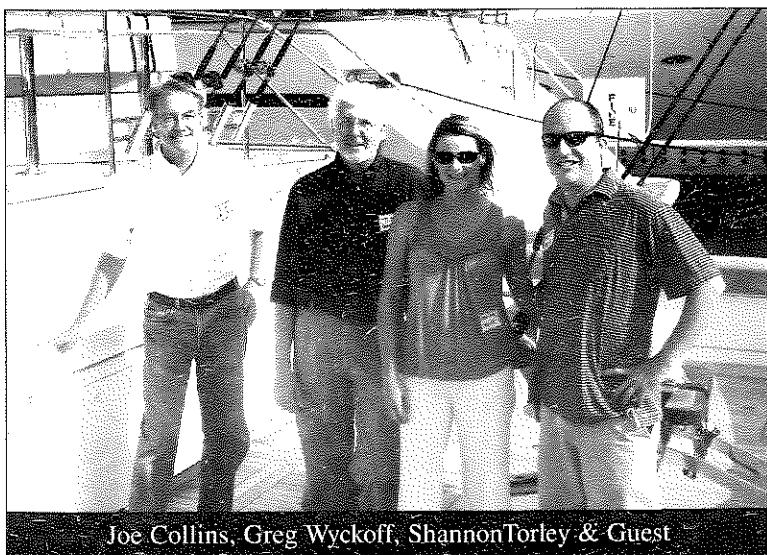
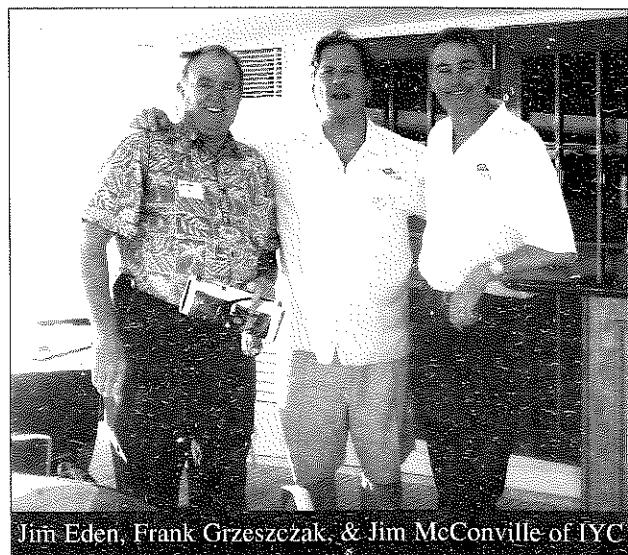
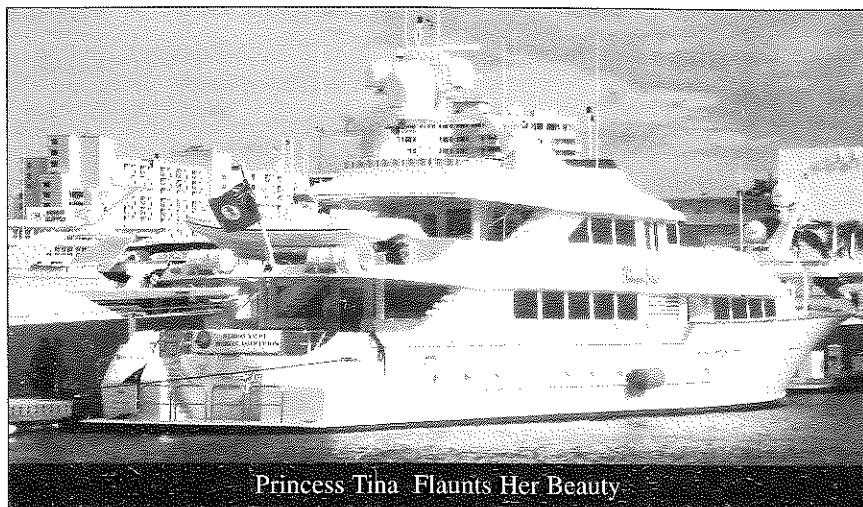
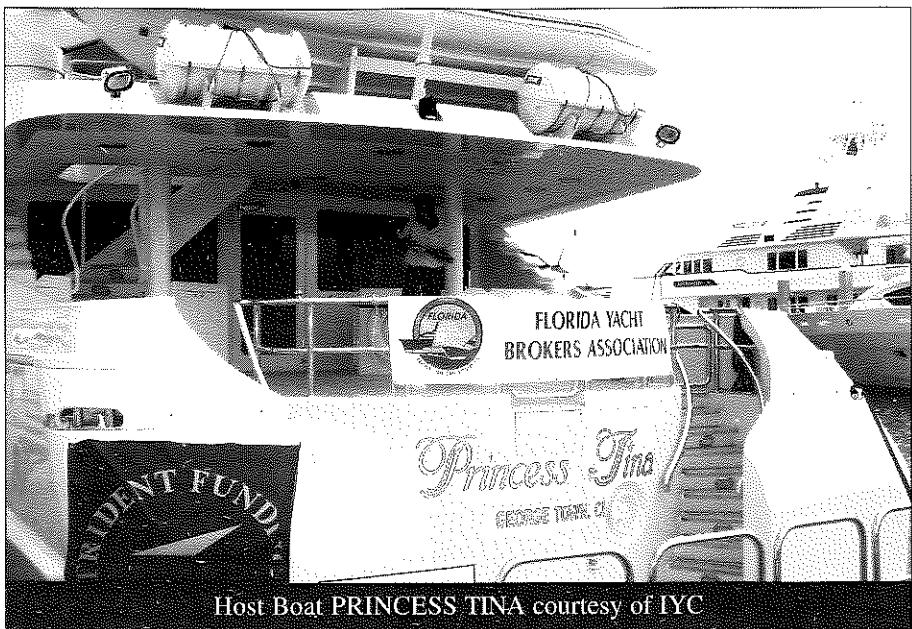
*Please call FYBA and fax a copy of this form to reserve a spot*

**FLORIDA YACHT BROKERS ASSOCIATION** Phone: 954-522-9270 Fax 954-764-0697

# June Third Thursday Brokers Show

Despite rainy weather earlier in the day, the skies cleared for the June Brokers Open House, held on Thursday, July 19 at Bahia Mar. Over 70 professionals walked the docks and toured the 13 vessels showcased in the show, ranging in size from an AERE 12' inflatable catamaran to a 131' Palmer Johnson. Those who attended were treated to drinks and delicious hors d'oeuvres onboard host boat PRINCESS TINA, a 130' Broward provided by Mark Elliott, Chany Sabates III, and Frank Grzeszczak of IYC. The show was a great way for members to network and socialize and was a good time had by all!

Prudent Funding sponsored the event; special thanks to Jim Foley, Bob Allen and Julio Santana.



IYC (International Yacht Collection, LLC.), is pleased to announce the addition of five new superyachts to their charter fleet. At their Monaco office, IYC has added the M/Y SERENITY ATLANTIC. The 2004, 88.6 ft, M/Y SERENITY ATLANTIC has three (3) staterooms all en-suite and can accommodate up to seven (7) guests. The SERENITY ATLANTIC is available at a rate of EUR 52,000/48,000/wk. high/low rate in the West Med - Riviera/Corsica/Sardinia for both Summer 2008 and Winter 2008/09. Tel: +1 +377 97 98 24 24 Email: monaco@iyc.com

The IYC Ft. Lauderdale Office has added the M/Y NAMOH, M/Y KELLY SEA, M/Y LUCKY SEVEN and M/Y LA DOLCE VITA. The 2003, 125ft. Cheoy Lee M/Y NAMOH can accommodate ten (10) guests (sleeping) in her five (5) en-suite staterooms. There are seven (7) crew and can cruise at a comfortable 20 knots. NAMOH has two (2) Waverunners and a 17ft. Zodiac Eclipse with a 115 hp Yamaha. She is available at a rate of \$125,000/wk. in the New England area for the Summer 2008 and also for \$125,000 for Winter 2008/09. Her Winter charter schedule is TBD. The 2008, 112ft. Westport M/Y KELLY SEA is nicely designed with a spacious interior. KELLY SEA's tenders and toys consist of a 15ft. Nautica with 90hp Yamaha, a 3 person SeaDoo, two (2) Vesper Scooters, See through kayaks, fishing tackle and water skis. She is available for \$49,500/wk. for both the Summer 08 and Winter 2008/09. Her operating area for Summer is New England and Winter 2008/09 is the Caribbean. The 2002, 112ft. Westport M/Y LUCKY SEVEN has a crew of four (4) and can accommodate eight (8) guests. LUCKY SEVEN carries a large selection of water toys, such as 18ft. Novurania tender, Brownies Aqua Lung, fishing tackle, two (2) kayaks, a 27ft. Jupiter with 2x 225hp Yamaha's, and two (2) Waverunners. She is available at a rate of \$42,500/wk. for the Bahamas in the Summer 08 and the Winter 2008/09. The 2004, 80ft. Lazzara M/Y LA DOLCE VITA has a crew of two (2) and can comfortably accommodate 6 guests (sleeping). She carries a 14ft. Novurania RIB with 60hp Yamaha, two person SeaDoo, snorkel gear and fishing tackle. The LA DOLCE VITA is available at \$27,500/wk. for both the Summer 08 and Winter 2008/09. Her operating area is the Bahamas. For information on any of these vessels contact IYC: Tel: +1 954.522.2323 Email: charter@iyc.com

Allied Yacht Charters would like to remind you that our lovely 78' Cheoy Lee LADY SHARON GALE is available thru the summer in St. Martin at the weekly fee of \$19000 a week plus expenses for up to 6 guests and 3 crew. Please visit her at her broker friendly site [www.ladysharongale.com](http://www.ladysharongale.com) and call Nicole Haboush at 305-213-8778 with inquiries.

After 3 months of diligent work, M/Y MONALIZA has become a commercially registered vessel which allows them to charter

under their new Marshal Island flag. This internationally recognized approval for safety and pollution preventions allows the yacht to operate as a commercially-registered yacht and she is the first Westship Yacht to achieve this status worldwide. This new documentation will allow M/Y MONALIZA to legally charter in the Mediterranean. Built in 2001, this 140' Westship sleeps 10 guests in 5 cabins and carries a full crew of 8 led by Captain Scot Rosburg. M/Y MONALIZA will arrive in the Western Med in late June and charters for 100,000 Euros per week plus expenses in Low Season and 110,000 Euros per week plus expenses during High Season. She will be cruising the Caribbean this Winter at a rate of \$115,000 per week plus expenses. Contact (954) 764-8219 or email [marketing@sacksyachts.com](mailto:marketing@sacksyachts.com).

## 26th Annual Newport Spring Charter Show June 23-27, 2008 / Newport, RI

The 26th Annual Spring Charter Show got off to a great start on Monday afternoon, June 23, 2008 with a Captain's briefing at the Newport Shipyard and a crew bash to follow under the tent at show headquarters. Despite a little inclement weather for the 4 days, it did not hamper the attendance or activities.

The show officially opened Tuesday, June 24, 2008 with registration for all agents, brokers, press and vendors at the hospitality desk under the tent at the Shipyard. All yachts were open for viewing from 12:00 – 5 PM. That evening, the Welcome Party and dinner commenced at 6:30 PM and was hosted by Atlass Insurance, KVH Industries, Yacht Record and Lunenburg Foundry. The attendance was marvelous and all brokers and agents got a chance to catch up on the latest industry news.

The following days included the following: CYBA International Charter Broker Recognition Party for all registered brokers, AYCA Seminar at Vanderbilt Hall for any who wished to attend, Wednesday Night Yacht Hop with 12 yachts participating with Captain and Crew dressed in themed attire, Nicholson Yachts Annual Yacht Hop and the Annual Chowder Competition sponsored by Distinctive Charter Yachts International Magazine.

With 25+ yachts ranging from 55' to 165' and over 125+ brokers/vendors and press, a wonderful time was had and once again a very successful charter show ended on Friday, June 27, 2008 at 5:00 PM. Everyone headed out of town and we are looking forward to next year's event. We wish to thank Patty Martin and Ed Rowe of Newport Yacht Management and their staff for putting together a successful and fun-filled show.

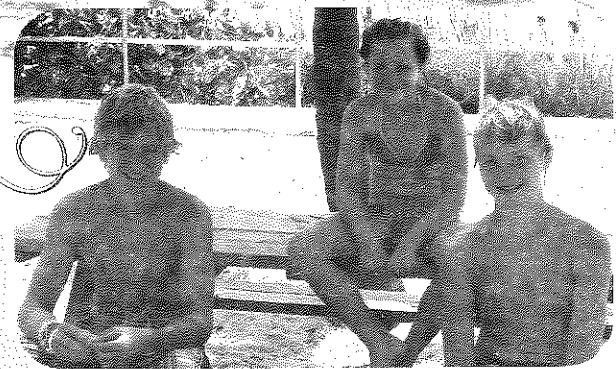
See you all next year!

Marian Walker, FYBA Charter Committee Member, The Marine Group, Ft. Lauderdale, FL

# Summer Beach BBQ

## PHOTO RECAP

>  
KIDS  
ENJOY  
THE SUN  
& FUN



A GOOD DAY TO WORK ON YOUR TAN!



## THIRD THURSDAY BROKERS SHOW

sponsored by

Trident Funding

Thanks to Jim Foley, Bob Allen, and Julio Santana

Host Boat: TBD

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!

Company \_\_\_\_\_

Contact \_\_\_\_\_ Phone \_\_\_\_\_

Boat Name \_\_\_\_\_

Type \_\_\_\_\_ Year \_\_\_\_\_

Length \_\_\_\_\_ Beam \_\_\_\_\_ Draft \_\_\_\_\_

Asking Price \_\_\_\_\_

I, \_\_\_\_\_ do hereby authorize  
the marina to charge the following credit card for dockage,  
tax, and incidental charges.

Circle one: AMEX MC VISA

Card# \_\_\_\_\_ Exp. Date \_\_\_\_\_

Card holder name \_\_\_\_\_

Authorized Signature: \_\_\_\_\_

For Dockage Rates call Dockmaster at 954-728-3578  
Please call FYBA and fax a copy of this form to reserve a spot  
FLORIDA YACHT BROKERS ASSOCIATION Phone: 954-522-9270 Fax 954-764-0697

# { new members }

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.

(Voted on at May Board Meeting)

## Professional Active

*Jason Nasiatka\* - Lucid Marine  
1700 E. Las Olas Blvd., #301, Ft. Lauderdale, FL 33301  
Phone: 954-318-7973, Fax: 954-318-7974*

## Professional Associate

*Dennis D. Demole - AAA Yacht Sales  
790 Mullet Rd., #35, Cape Canaveral, FL 32920  
Phone: 321-961-2222, Fax: 321-783-0012*

*Brent D. Hermann - The Catamaran Company  
4005 N. Federal Hwy., #200, Ft. Lauderdale, FL 33308  
Phone: 954-727-0016, Fax: 954-727-0024*

*Andrew T. Parkinson - Merritt Yacht Brokers, Inc.  
2890 State Rd. 84, #105, Ft. Lauderdale, FL 33312  
Phone: 954-761-1300, Fax: 954-463-8617*

## Affiliate Active

*Junette Stevens\* - HSBC Bank  
1600 S.E. 17th St., Ft. Lauderdale, FL 33316  
Phone: 954-467-8772, Fax: 954-779-7797*

## Affiliate Associate

*Andrew J. High, Fowler White Burnett, P.A.  
100 S.E. 3rd Ave., #1100, Ft. Lauderdale, FL 33394  
Phone: 305-789-9200, Fax: 305-789-9201*

## Support

*Laura K. George - Classic Yachts International  
1900 S.E. 15th St., Ft. Lauderdale, FL 33316  
Phone: 954-527-2778, Fax: 954-523-1805*

*Julie McKay - Merle Wood & Associates, Inc.  
888 E. Las Olas Blvd, 4th Fl., Ft. Lauderdale, FL 33301  
Phone: 954-525-5111, Fax: 954-525-5165*

*Ashlie Megrichian - Northrop and Johnson Yachts-Ships, Inc.  
17 Rose Dr., Ft. Lauderdale, FL 33316  
Phone: 954-522-3344, Fax: 954-522-9500*

*Marcie Williams - Northrop and Johnson Yachts-Ships, Inc.  
17 Rose Dr., Ft. Lauderdale, FL 33316  
Phone: 954-522-3344, Fax: 954-522-9500*

## MIASF Announces 2008-2009 Board of Directors & Award Recipients

The Marine Industries Association of South Florida (MIASF) is pleased to announce the results of its recently held annual board elections to fill four vacant positions on the MIASF Board of Directors. This year's elections produced several changes to the Association leadership. Officers and Directors for the 2008-2009 term are:

*J.J. McConnell, Gilman Yachts of Fort Lauderdale - President  
John Stephens, Lewis Marine Supply - Vice President  
Mark Hanke, Merritt's Boat & Engine Works - Secretary/Treasurer  
Kristina Hebert, Ward's Marine Electric - Past President  
Tom Ackel, Bluewater Chairs - Director  
Mark Bailey, Merrill-Stevens - Director  
Trey Irvine, Pipewelders Marine - Director  
Patrick Knowles, Patrick Knowles Designs - Director  
Kitty McGowan, NautiCom Communications - Director  
Scott Miser, Rybovich - Director  
Cathy Petowsky, Lauderdale Marine Center - Director  
Jim Renfrow, Fairline Florida - Director  
Jay Reynolds, J.P. Reynolds Co. - Director*

New to the Board are Trey Irvine, Patrick Knowles, Kitty McGowan, Scott Miser, and Jim Renfrow. Retiring from the Board are Jim Bronstien, Wes Dickman, Jeff Dana, John Mann, and Craig Muir. The new Board will be officially announced at the Annual Awards Gala June 7th at the Harbor Beach Marriott.

The MIASF also recently selected Wes Dickman as recipient of its 2008 Golden Anchor Award. Dickman, founder and CEO of The Dickman Group, has been active for many years in marine issues, and served on the association's board from 1986 to 1988 and again from 2004 to 2008. Also honored with Awards of Excellence for contributions to the marine industry over the past year were Dr. Fran Bohnsack, director of the Miami River Marine Group; waterway cleanup activist and Coral Springs Vice Mayor Roy Gold; and Capt. Karl Schultz, commander of Coast Guard Sector Miami and captain of the port. The Project of the Year Award went to Roscioli Yachting Center.

# { new members }

*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.*

**(Announced via email June 13, Voted On At June Board Meeting)**

## Professional Active

**Henry F. Halsted\*** - *Northrop and Johnson Yachts-Ships, Inc.*  
5 Marina Plaza, Newport, RI 02840  
Phone: 401-848-5500, Fax: 401-849-0620

**B. Y. Lo\*** - *Cheoy Lee Shipyards, N. America, Inc.*  
801 Seabreeze Blvd., Ft. Lauderdale, FL 33316  
Phone: 954-527-0999, Fax: 954-527-2887

## Professional Associate

**Paul B. McFadden** - *Sarasota Yacht & Ship Services, Inc.*  
1306 Main St., Sarasota, FL 34236  
Phone: 941-365-9095, Fax: 941-955-1727

**Robert P. Nordstrom** - *World Class Yacht Sales, Inc.*  
1717 Kiltruss Drive, Venice, FL 34292  
Phone: 727-945-7500, Fax: 727-945-8300

**George J. Potochny** - *Classic Yachts International*  
1900 S.E. 15th St., Ft. Lauderdale, FL 33316  
Phone: 954-527-2778, Fax: 954-523-1805

**Leonard Mark Zembrowski** - *Sun Power CMP Yacht Sales*  
19137 S.E. Federal Hwy., #5, Jupiter, FL 33469  
Phone: 561-741-1994, Fax: 561-741-1939

## Affiliate Active

**Dennis Foster\*** - *Foster's Marine Group*  
3001 W. State Rd. 84, Ft. Lauderdale, FL 33312  
Phone: 954-523-5735 Fax: 954-523-8250

**P. Tristan Bourgoignie\*** - *Tristan Bourgoignie, P.A.*  
1200 Anastasia Ave., Coral Gables, FL 33134  
Phone: 305-200-0350, Fax: 305-444-5646

  
**PAUL SQUIRE, SAMS**  
**DAVID PRICE, INC**  
**FULL SERVICE MARINE SURVEYORS**

1323 SE 17th Street, #260  
Fort Lauderdale, FL 33316  
FR: +33(0)4.8973.3287  
UK: +44(0)1752.426.127  
US: +1(954)463.6946  
FX: 1(954)364.7996  
Simex@comcast.net  
[www.dpi-marinesurveyors.com](http://www.dpi-marinesurveyors.com)  
[www.marinesurveyor.com/Simex](http://www.marinesurveyor.com/Simex)

## Affiliate Associate

**Vito J. Miceli** - *Power Cruising Magazine*  
1500 Cordova Rd., #204, Ft. Lauderdale, FL 33316  
Phone: 954-463-4004, Fax: 954-463-4080

## Charter Active

**Katja Kukovic\*** - *Worldwide Boat LLC*  
1560 Jefferson Ave., #8, Miami Beach, FL 33139  
Phone: 305-396-3873, Fax: 786-472-9620

## Charter Associate

**Diana Meza** - *Ardell Yacht & Ship Brokers*  
1550 S.E. 17th St., Ft. Lauderdale, FL 33316  
Phone: 954-525-7637, Fax: 954-527-1292  
Craig Cadwalader & Mike Sharpe

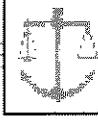
## Support

**Renee Bailie** - *Merle Wood & Associates, Inc.*  
888 E. Las Olas Blvd., 4th Fl., Ft. Lauderdale, FL 33301  
Phone: 954-525-5111, Fax: 954-525-5165

**Kelli L. Markunas** - *Ocean Style Yachting, LLC*  
555 N.E. 15th St., Miami, FL 33132  
Phone: 305-371-7761, Fax: 305-371-6748

**Lisa M. O'Connell** - *Northrop and Johnson Yachts-Ships, Inc.*  
5 Marina Plaza, Newport, RI 02840  
Phone: 401-848-5500, Fax: 401-849-0620

**Teri R. Woodward** - *Merle Wood & Associates, Inc.*  
888 E. Las Olas Blvd., 4th Fl., Ft. Lauderdale, FL 33301  
Phone: 954-525-5111, Fax: 954-525-5165

  
**Perry & Neblett**  
[www.YachtLawyer.com](http://www.YachtLawyer.com)

**James H. Perry II**  
Attorney at Law

Telephone: 305-856-8408 • Facsimile: 305-8568409 • Cell: 305-321-7000  
2550 South Bayshore Drive • Suite 11 • Miami, Florida 33133  
Email: Perry@YachtLawyer.com

# { 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.*

(To be Voted On At July Board Meeting )

## Professional Active

*Harold Machiz\* - Willmar USA, Inc.  
850 N.E. 3rd St. #207, Dania Beach, FL 33004  
Phone: 954-713-0113, Fax: 954-252-4304  
Gary Fretz & Mark Lipkus*

## Professional Associate

*Joe Costa-Black Pearl Yacht Sales, LLC  
2525 Marina Bay Dr. W., Ft. Lauderdale, FL 33312  
Phone: 401-524-0905  
Bob Crow & Don Strong*

*John J. Ciullo - Camper & Nicholsons USA, Inc.  
651 Seabreeze Blvd., Ft. Lauderdale, FL 33316  
Phone: 954-524-4250, Fax: 954-524-4249  
Bob Saxon & Andrew Cilla*

*Louis J. Dvorak - Oviatt Marine, Inc.  
802 N.E. 20th Ave., Ft. Lauderdale, FL 33304  
Phone: 954-760-6222, Fax: 954-760-9946  
Gary Oviatt & Johnny Woods*

*Jeff L. Mobley - MarineMax/Hansen Yacht Sales  
3344 Lakeshore Blvd., Jacksonville, FL 32210  
Phone: 904-384-3113, Fax: 904-384-6550  
Roger Hansen & Tom George*

## Professional Associate

*(continued)*

*Chris P.D. Rimmer, Ocean Independence  
1845 Cordova Rd., #204, Ft. Lauderdale, FL 33316  
Phone: 954-240-3207, Fax: 954-524-9320  
Jack Zacks & Andrew Cilla*

*Robert C. Seeger - MarineMax Yachts & Brokerage  
1601 Ken Thompson Pkwy., Sarasota, FL 34236  
Phone: 941-388-4411, Fax: 941-388-4536  
Roger Hansen & Tom George*

*Brian C. Stone - MarineMax Yachts & Brokerage  
1601 Ken Thompson Pkwy., Sarasota, FL 34236  
Phone: 941-388-4411, Fax: 941-388-4536  
Roger Hansen & Tom George*

*Dan F. Ullian - Marlow Marine Sales, Inc.  
4204 13th St. Ct. W., Snead Island, FL 34221  
Phone: 941-729-3370, Fax: 941-729-4955  
David Marlow & Roger Cole*

*Jennifer L. Wicker - Sun Power CMP Yacht Sales  
833 N.E. 3rd St., Dania Beach, FL 33004  
Phone: 954-237-2200, Fax: 954-237-2222  
Chuck Pickover & Lon McCloskey*

## Maritime Museum Adds New Directors to Board

Fort Lauderdale Maritime Museum board chairman, Jimmie Harrison, has announced the appointment of eight new members to the museum's board of directors. "We needed more of the movers and shakers of the marine industry on our board", said Harrison, "especially now, as we go full throttle into our fund raising campaign." New members of the museum's board include Bob Roscioli of Roscioli Yachting Center, and Selvin Passen, M.D., owner of Lauderdale Marine Center, both of whom

have also pledged substantial financial support for the museum. Roscioli said, "all of us who make a living from the marine business need to get behind the museum and support it to the hilt. It's time to give back", he added.

The other new board members are Steve Hudson, Hudson Capital Group; Bob Saxon, Camper & Nicholson, USA; Wes Dickman, Dickman Group; Michael Moore, Moore & Company; Vivien

Godfrey, Bluewater Books; Becky Gunter, Southern Boating Magazine; Betsy Blouin, Events Management; and Rae Whitt, Florida Yacht Brokers Association. Ken Denison, whose family is iconic in our local marine industry, has long been a member of the museum's board and has also pledged substantial financial support to the museum. Former Congressman E. Clay Shaw agreed to join the museum's board in May, as an honorary member.

# Take Action: EPA Releases Permit Proposal, Threatening Freedom of Nation's Recreational Boaters

(nmma.org)

On June 17, 2008 the Environmental Protection Agency (EPA) published the Clean Water Act proposal in the Federal Register that will impose new requirements on recreational boaters to learn about and follow specific practices mandated by the federal government to operate their boats and manage their everyday, overboard water discharges. Mandated by a court order in 2006 that focused exclusively on commercial vessel ballast water, the proposal includes two draft permits that are an unprecedented, new regulation on American recreational boaters, demonstrating the urgent need to pass the Clean Boating Act of 2008 (S. 2766 and H. R. 5949) as these new regulations will take effect on October 1, 2008. Along with the Federal Register notice, EPA also released two draft permits, fact sheets and multiple additional supplementary documents, all of which add up to a confusing mess for boaters. EPA's Clean Water Act proposal unnecessarily creates a complex and confusing permitting scheme for recreational boaters, throwing them into a regulatory regime designed for land-based industrial facilities like sewer treatment plants. As a result, America's 18 million recreational boat owners will be required to observe a multitude of new rules and practices, yet they won't be provided clear information as to how to comply with these new federal requirements by EPA, exposing them to a high degree of regulatory uncertainty, compliance issues and legal jeopardy involving citizen lawsuits and \$32,500 per violation per day penalties.

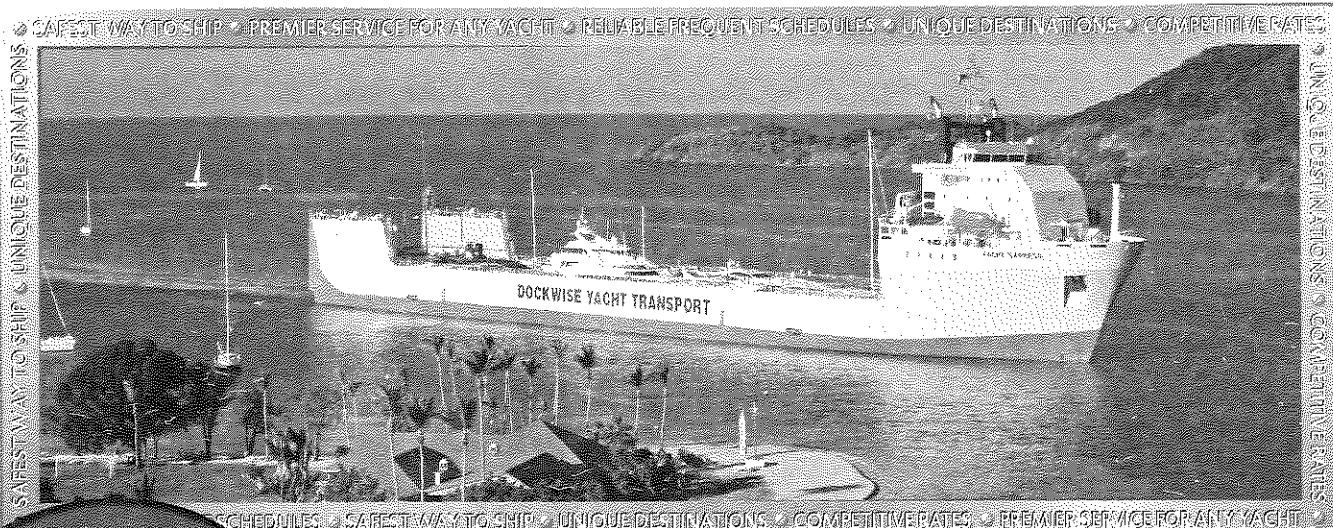
The EPA proposal also allows individual states to implement their own boating permits, creating the potential for mass confusion with

a patchwork of differing state-by-state laws for boaters. Equally problematic is that recreational boats above a certain length will be categorized as commercial ships and will be required to follow a different and more complex set of permit rules applicable to commercial vessels. There are two proposed general EPA permits: One for boats under 79 feet, and another for recreational boats 80 feet and above. This second permit, which also encompasses commercial ships, is even more complicated and makes an arbitrary and unreasonable distinction among recreational boats based on footage in order to classify them as commercial boats.

The National Marine Manufacturers Association (NMMA) and BoatU.S., along with a broad coalition of partners, are leading the charge to prevent this unnecessary new regulation on America's boaters. "Congress must pass the Clean Boating Act before it's too late and the federal government steps in to regulate how average Americans enjoy a day on the water," said Scott Gudes, vice president of NMMA Government Relations. "We only have until September 30, 2008 to accomplish this goal; time is running out for Congress to do the right thing," Gudes continued. The boating industry and recreational boaters who want to take action to prevent this new regulatory proposal from becoming law should visit BoatBlue.org and take just a few minutes to send a message to their Representatives and Senators, urging them to support recreational boating and pass the Clean Boating Act of 2008. For more information about the Clean Boating Act of 2008, visit BoatBlue.org or contact Mathew Dunn at (202) 737-9760.

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## FYBA Introduces New Monthly Column

"FYBA Asks Its Members" will be a new monthly column in each newsletter, featuring stories from YOU- our readers and our members! Please feel free to send us any stories on how you got started in the industry, memorable moments from your career, why you enjoy working in the industry, or any advice you have for new professionals entering the industry.

Please send your stories, comments, or advice to  
[membership@fyba.org](mailto:membership@fyba.org). Thank you for your participation!



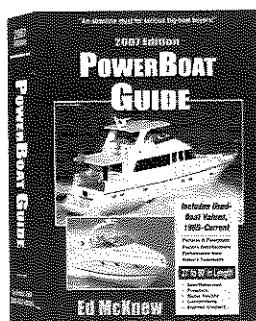
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Surveyor

309 Farmington Drive  
Plantation, Florida 33317  
[worldyachtsurvey@aol.com](mailto:worldyachtsurvey@aol.com)

Cell: 305.342.1893  
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Tel: 954.797.5087

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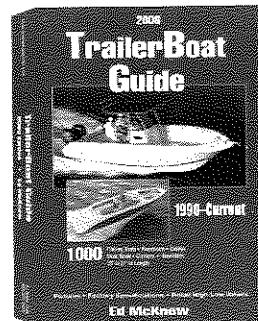
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## FYBA ASKS ITS MEMBERS:

# How did you get your start in the Yacht Brokerage Industry?

"I retired in 2002 at a fairly early age. Having fished offshore most of my life, the last number of years owning Carolina Boats, I was encouraged by Jamie MacGregor to put my background and experience to work. With his help and guidance, I formed MacGregor Yachts of the Carolinas in 2003 which became Cape Fear Marine-Yacht Group in 2006 to better reflect my location and the Carolina boats we specialize in building and selling. Having been on the buyer side of the brokerage desk for 35 years has given me a good perspective of the relationship needed to be successful for both parties. I cannot overemphasize how important Jamie's guidance and encouragement meant to me. It is crucial to have an excellent mentor in any endeavor. Also, my wife of 39 years said she lasted 2 months after my retirement before she told me I had to go back to work. Now everyday is like Saturday, I love it!"

*-Paul Ingle, MacGregor Yachts of the Carolinas*

"I graduated from college in 1970 with an extensive sailing background in class boats on the Connecticut River and some experience on Long Island Sound racing larger boats. I did an SORC as the "Captain" and from there sailed 75,000 miles in five years and did all the races on both coasts of the U.S., Caribbean, New Zealand (sailed to New Zealand from Honolulu after the Trans-Pak), Australia, England and Europe. Then in 1975 I was called by Ardell to run a yacht on a sea trial that I had sailed aboard. Shortly after I became a "trainee" broker with Ardell and I have been in the business since."

*-Bill Sanderson, Camper & Nicholsons*

I was convinced to TRY being a broker by Sam Israeloff. At that time I was a yacht captain with 18 years experience and was on a vessel that was listed with a different broker. Sam was working with REX Yacht Sales. I had met Sam a number of times in the Caribbean when he had his own management company and again through a personal friend. The agreement I had with the owner of the vessel was that as long as the boat was kept up I could pursue other work. I was doing some free lance CAD work with Radio Holland with the hopes of finding a new build project when Sam approached me at "Chucks Steakhouse" one evening and said there was a desk open at REX and he thought I would make a good broker. I had thought about becoming a broker maybe someday ( I have a sales background from school), when I got old and could do nothing else useful in the industry, but not at that time when I was in full stride as a yacht captain and I told Sam this. I also knew that it was a hard job and I was not certain I had the abilities to do it. He looked at me with his head a bit cocked to the side and said well you have a "bit of free time now, why not get a bit of practice in and see what it is like from the inside? So I thought well it would be a bit of an education, what do I have to lose and said Ok. To make a long story short, by the time the boat sold six months later I had sold a 50' Gulfstar, a 48' Carver and had a bunch of clients I was working with. In my mind I was still looking for the right captains job but enjoying being a broker until then. I have now been a broker for 15 years, enjoyed and enjoying every bit of it and have just started my own company. Somewhere along the way I realized that this was that "just" right captain's job. Thanks, Sam."

*-John DeCaro, All Ocean Yachts*



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NEWS

Merrill-Stevens's Fort Lauderdale office is pleased to announce the following recent sales:

GFT 100' new construction by John Booyesen, AURELIA ANN, 94' Broward by Charles Bickle, MARTINA, 46' Sunseeker, RAGAZZA, 115' Denison and ROMPEMAR, 76' Leopard. New central listings for Jeromy Mold include MARY ANNE, 216' Gdansk barquentine, and the 132' Holland Super Yachts Expedition new construction. Merrill-Stevens Shipyard is currently working on MAJOR WAGER, 163' Feadship, making modifications to the sun deck, including the addition of a buffet, bar, refrigerator, wine cooler, grill, etc. BLACK HAWK, 123' Feadship, is undergoing a major mechanical and cosmetic refit. LADY ALLISON, 153' Feadship, just completed an eight-week mechanical up-grade. Work has also recently been completed on TAJIN, 147' Trident; PREDICTION, 143' Hakvoort; BETTY, 126' Royal Denship, and work is nearly complete on TRIUMPHANT LADY, 147' Sterling.

Shadow Marine of Fort Lauderdale is the Southeast Dealer for Offshore Yachts and is pleased to announce that Ron Tedeschi has sold and delivered a New 54' Offshore Pilothouse Motor Yacht due to direct results from the 2008 Miami International Boat Show.

Curtis Stokes of The Sacks Group Yachting Professionals recently listed the 61' Royal Passagemaker SPINEL on a central agency listing. Located in Palm Beach, FL, she is listed at \$1,350,000. For additional details or to make arrangement to view SPINEL, please contact Curtis Stokes at 954-684-0218 or 954-764-7742.

The Sacks Group Yachting Professionals has a new central agency listing on the Motor Yacht GOOSE BUMPS, a 2007, 78' Hargrave Custom Yacht. GOOSE BUMPS has 4 staterooms and is listed for sale at 4,295,000 USD and is located in Fort Lauderdale, FL. For more information, please contact Central Agent Gibbs Lukoskie at 954-764-7742.

IYC (International Yacht Collection, LLC.), is pleased to announce that Mark Elliott has successfully completed three (3) sales transactions in the last two (2) weeks, with a combined total of 470 linear ft. sold and representing asking prices amounting to \$64.5 million. Mark sold two (2) of the three (3) yachts he displayed at the recent Palm Beach Boat Show at the Rybovich marina: the 147ft. Sterling M/Y TOOTH FAIRY and the 162ft. Feadship M/Y INDEFENSIBLE. Mark also recently sold the 2005, 161ft. Trinity M/Y ZOOM ZOOM ZOOM to a longtime charter client, with the M/Y ZOOM ZOOM ZOOM remaining at IYC for charter availability. Mark Elliott can be reached at Tel: +1 954.522.2323 or Email: melliott@iyc.com.

IYC Management is pleased to announce the addition of two (2) new yachts to their central listing: Jim McConville's central listing, the 2001, 98 ft. Destiny M/Y CROWNED EAGLE was recently added. This beautifully customized yacht has four (4) staterooms with an on deck master stateroom. Price: \$4,900,000, Chany Sabates III and Frank Grzeszczak's central listing, the 2000, 131 ft. Palmer Johnson M/Y SECOND CHANCE was also recently added. She has five (5) staterooms including the master on the main deck, separate his/hers master baths, Jacuzzi on the flybridge and separate dining salon. Price: \$15,500,000. Contact IYC at Tel: 954.522.2323 Email: info@iyc.com

Burger Boat Company is pleased to announce that it has been commissioned to build a new 43 meter (140') custom motor yacht. This vessel has been designed over the past 18 months by Burger's team in conjunction with an experienced yachting family who currently own their third Burger-built boat. This project also accomplishes Burger's planned objective to start construction of one new yacht in mid 2008, with completion expected by mid 2010. During the second half of 2008, Burger has the availability and intends to commit to the construction of one additional new custom yacht which, depending on size, is expected to be delivered in late 2010 or early 2011. Since October 2007, Burger has launched two vessels and currently has four custom yachts under construction, two of which will be completed by the end of the third quarter 2008.

Killian Yacht & Ship is pleased to announce the sale of the 112' Westport, ARIETTA, by Joe Killian. The new name of the vessel is STORM CHASER. The yacht will be available for charter in the Bahamas and Caribbean in the coming months.

Robert J. Cury & Associates is pleased to announce the sale and delivery of the following vessels in the last two months! We wish to thank all corresponding brokers who assisted with these sales: MAGIC, 130' Northern Marine Tri-Deck MY - Sold by David Wiest, listed with Bob Cury; WHITE STAR, 112' Westport MY - Sold by Bob Cury; BELLA CONTESSA, 106' Lazzara MY - Sold by David Wiest; CHANGING CHANNELS, 92' Crescent MY - Listed with Mark Osterhaven, Sold by Westport Yachts; and TOREMENTA REMERA, 60' Hatteras SF - Sold by Raymond Young. The firm is also very pleased to announce their new central agencies on two Broward Motoryachts. The LADY SUSAN, 124' 1989 Broward Tri-Deck MY, Central Agent Bob Cury and the STRAIT JACKET, 111' 1999 Broward Cockpit CMY - Central Agent Raymond Young.

Member

BRAND NEW  
EXCITING!  
8

NEWS

Northrop Northrop and Johnson Sales Division is thrilled to announce the sale of **WHITEHAWK** for the second time within a period of 4 months by Michael Nethersole. **WHITEHAWK**, 105' Bruce King, is a ketch rig yacht built in 1978 by O. Lie-Nielsen in Maine to the design of Bruce King. At the time of her construction, **WHITEHAWK** was the largest vessel ever built using the Wood Epoxy Saturation Technique system. For additional details kindly contact Michael Nethersole at [mnethersole@njyachts.com](mailto:mnethersole@njyachts.com) or 954 522 3344

Northrop and Johnson Sales Division is delighted to announce the quick sale of Kevin Merrigan's central listing **AB-7** within 30 days of being listed. **AB-7**, a 1976, 105' Poole Chaffee, is a robustly constructed, exceptionally voluminous motor yacht that has been well maintained and updated since her launch in 1977. For further details please contact Kevin Merrigan at [kmerrigan@njyachts.com](mailto:kmerrigan@njyachts.com) or 954 522 3344

United Yacht Sales enjoyed an excellent 2nd quarter, despite the sluggish economy. Two new offices opened; the first being United / Keys in Islamorada and the second, United / Gulf Coast in Destin, Florida. Over all, sales for the second quarter were up 21% over the same period in 2007, closing on 78 transactions on vessels valued at over \$23,000,000. Listings increased from 560 to 618 from 2007, 2nd quarter.

CNI welcome several new central listings, including the 2001, 126' Royal Denship **BETTY** listed by **CONTACT** **Con-4252B0641DA** \c \s M Georges Bourgoignie from CNI Miami. Refitted in 2007, **BETTY** is a beautiful classic motor yacht with state of the art technology in all her systems. The 2000, 60' Swan **EXTRAORDINARY** is also another new listing by Georges. Staying with CNI Miami, Fernando Nicholson lists the 2006, 86'2" **Cerri SEVEN**. With accommodations for eight guests, she has been maintained in immaculate condition. Moving to CNI Palm Beach, the 2002, 103' Cheoy Lee **BLUE** and the 2007, 148' Perini Navi **HELIOS** are new central agencies listed by Bill Sanderson, along with the 2003, 54' Hatteras **QUEEN MARY** listed by Michael Rafferty.

Launched at the New York Yacht Club in May, the Camper & Nicholsons International Superyachting Index provides an in-depth analysis into the industry's different segments. Using a cross reference of industry data, the landmark study shows the realities of a booming sector that has evolved from a cottage industry into one of the world's strongest-growing luxury markets. A snapshot of three segments: the current fleet of superyachts (80' or larger), the brokerage market and the charter market, the report provides historical and current data and a cross analysis of the industry, with projections for the future markets. For further information on the Index contact Liz Bormida, [lb@fti.enyachts.com](mailto:lb@fti.enyachts.com)

CNI is pleased to announce that their Summer office in Newport is now a permanent base for CNI. Jeff

Beneville, who also heads up the New York offices, will be primarily based in the new Newport office. Located within the grounds of the Newport Shipyard, activity in the area is already busy as Newport is the home of the PUMA Racing Team for their Volvo Round the World Race campaign. With the summer season on its way CNI expects to see a lot of superyacht traffic.

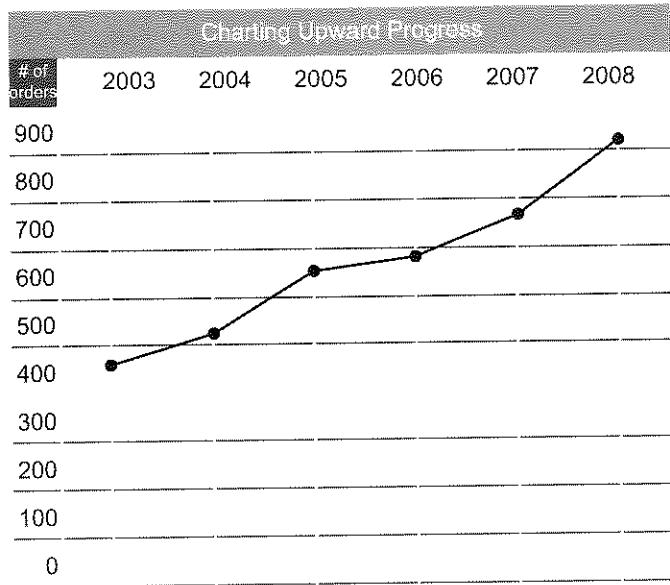
Bill Sanderson of CNI Palm Beach announces the sale of the 105' Windship **CHARDONNAY** C. Georges Bourgoignie of CNI Miami announces the sale of the 2005, 80' **Lazara LEADING LADY**.

Ocean Independence managing partners Peter Hürzeler and Nicholas Dean recently announced their company's acquisition of Cavendish White. Cavendish White's former owner and Managing Director, Michael White, will retain an active role in the expanded company. Corporate headquarters will remain in Zurich, while offices will merge in the UK and in the US. Cavendish White's offices in Athens and Dubai will increase Ocean Independence's worldwide locations to 12. The Cavendish White Fort Lauderdale office has moved into the Ocean Independence location at 1845 Cordova Road, Suite 204 in the Harbor Shops. Contact 954-524-9366

Sunrise Resort and Marina, located in Freeport on Grand Bahama Island, is offering a free weekend to boaters at this newly renovated resort. Marina slips (70) will be available 17th-21st of July 08 at no charge with the exception of metered electricity and water usage. Reservations are recommended. Boaters will also have the pleasure of enjoying all the free amenities the resort offers such as bicycles, kayaks, paddleboat, snorkel gear, wireless internet, ping-pong table, pool table, fitness room, etc. Located only 70 miles from the Florida coast, the marina's recently dredged channel provides easy access. Visit [www.sunriseresortandmarina.com](http://www.sunriseresortandmarina.com) or call 1-800-932-4959 for information or reservations.

Classic Yachts International will be opening two new office locations, first in Fort Myers and later in the Tamp/St. Petersburg area. The new offices will be full-service Grand Banks dealerships, as well as offering yacht brokerage services. Classic Yachts International currently is the Grand Banks dealer on Florida's east coast. The company's expansion follows its appointment as the dealer for Grand Banks Yachts in the west coast of Florida sales territory. The company will offer the complete line of new Grand Banks Yachts, as well as select pre-owned brokerage yachts. The company has signed on Brian Duffy to head the Fort Myers sales team. A search for a new location and staff for the Tamp/St.Petersburg area office is underway. For more information, call 877-527-2778 or visit [www.cyi-ys.com](http://www.cyi-ys.com).

- 17.9 INCREASE OF YACHTS BEING BUILT OR UNDER CONSTRUCTION
- 21.5 MILES OF LUXURY YACHTS UNDER CONSTRUCTION
- ITALY, U.S., THE NETHERLANDS, UK, GERMANY, TAIWAN, TURKEY AND CHINA INCREASE ORDERS
- ORDERS FOR YACHTS IN THE 250 FT.-PLUS CATEGORY RISE 27.8%
- AUSTRALIA RETURNS AFTER 3-YEAR ABSENCE



The purpose of the report is to provide a body of data - compiled in a systematic fashion at the same time every year. The cutoff for the Order Book is September 1 each year.

See SHOWBOATS INTERNATIONAL December / January 2008 issue for a complete report. Thanks to Showboats for sharing this information with FYBA members.

Data compiled by Louise Rudeen Beckett

## 2008 ORDER

The 2008 Global Order Book (GOB) compiled by Showboats International features an annual report detailing the level of yacht-building activity around the world. Some key excerpts from the Order Book 2008 appear below.

ShowBoats International's 17th annual report on the international yacht industry shows a nearly 18 percent increase over last year for yachts 80 feet and longer, along with a surge in new superyacht projects.

### The Superyacht Century

According to the results of ShowBoats International's 2008 Global Order Book, the number of new orders for large luxury yachts has risen steadily throughout the entire decade. The Superyacht Century truly has arrived. The 2008 Global Order Book reveals that as of September 1, 2007, approximately 916 new yachts measuring 24.38 meters (80 feet) and longer currently are in build or are scheduled for construction at shipyards throughout the world. That's a 17.9 percent increase over last year's tally of 777 yachts, and nearly four times the 241 orders we reported in 1997, when ShowBoats first added yachts from 80 to 89 feet to our annual megayacht survey. Not only are there more new large yacht orders than ever this year, but the yachts themselves are getting bigger. The 2008 Global Order Book shows orders for 23 yachts in the 76.2-plus-meter (250-plus-foot) category, a 27.8 percent increase over 2007. Three of these yachts are over 100 meters (328 feet) long, with top yacht honors going to 160-meter (525-foot) Hull No. 978 being built by the ThyssenKrupp shipyard group in Germany.

TOP 10 BUILDER NATIONS			TOP 10 CUSTOM BUILDERS		
Yard Name	Number of Projects	Average Length	Yard Name	Number of Projects	Average Length
1. Italy	427	116'	1. Lürssen	14	328'
2. United States	104	129'	2. Benetti	14	228'
3. The Netherlands	65	161'	3. Trinity	19	171'
4. Germany	31	294'	4. ThyssenKrupp	10	290'
5. Taiwan	71	95'	5. Baglietto	16	146'
6. U.K.	57	101'	6. Heesen	14	152'
7. Turkey	38	137'	7. Perini Navi	11	165'
8. Australia	21	127'	8. Amels	8	205'
9. China	23	96'	9. CRN	8	204'
10. New Zealand	13	133'	10. Abeking & Rasmussen	6	216'

# BOOK SHOWS MEGAYACHT POWER

## BY ANDREW RUMSEY

### Orders for 200-249 ft. Yachts Jump 68%

One of the biggest revelations in this year's Global Order Book is the large jump in orders in the 61- to 76- meter (200- to 249-foot) yacht segment. Our results show 47 projects in this size range, which is a 67.9 percent increase over the 28 yachts we reported in 2007.

### Despite Tough Economy, Numbers Show Increase in orders for Smaller Vessels

While the upper end of the luxury yacht market is experiencing meteoric growth, there are industry-wide fears that sales for the smaller luxury yachts, particularly the 24.4- to 27.1-meter (80- to 89-foot) range, may soften in the wake of the current downturn in the recreational sportboat market. The results of the 2008 Global Order Book survey actually found a 22 percent increase in yacht orders since 2007 in this range. The next segment up, the 27.4 to 30.2 meter (90- to 99-foot) range, also showed an increase in orders from 2007.

### Italy Stays on Top As Other Nations Make Significant Jumps

Spurred by a spirit of innovation, a strong shipbuilding tradition and a trendsetting sense of style, Italy remains the most prolific yachtbuilding country in the world, with four times as many yachts on its shipyards' collective order books as its largest competitor nation, the United States. The dominant country in the industry since 2001, Italy reports 427 yacht orders this year, a 23 percent gain since 2007. However, several other nations made significant jumps this year as well. Australia returned to the Global Order Book list of Top 10 Builder Nations in the No. 8 spot after a three-year absence. Turkey tripled both its new yacht orders and the new-yacht footage in build since 2007, rising from ninth to seventh place. Taiwan's new yacht orders increased more than 60 percent since 2007.

## TOP 10 BUILDERS BY AVERAGE LENGTH

Yard Name	Number of Projects	Total Length	Average Length
1. Lürssen	14	4,593'	328'
2. ThyssenKrupp	10	2,900'	290'
3. Abeking & Rasmussen	6	1,299'	216'
4. Amels	8	1,640'	205'
5. Proteksan-Turquoise	7	1,280'	183
6. Trinity	19	3,249'	171'
7. Perini Navi	11	1,811'	165'
8. Heesen	14	2,123'	152'
9. Camuzzi Nautica	23	3,166'	138'
10. Westport	14	1,814'	130'

## ORDERS BY LENGTH & YEAR

Length in Feet	2008	2007	2006	2005	2004
80-89	253	207	216	207	140
90-99	114	109	86	71	67
100-119	179	155	146	145	112
120-149	175	152	110	115	83
150-199	125	108	90	84	68
200-249	47	28	28	21	22
250+	23	18	12	9	15

## TOP 20 BUILDERS

1.	Azimut-Benetti	98	11,820'	121'	1
2.	Ferretti Group	89	9,334'	105'	2
3.	Rodriguez Group	47	4,942'	105'	4
4.	Lürssen	14	4,593'	328'	8
5.	Sunseeker	48	4,546'	95'	3
6.	FIPA Group	40	4,278'	107'	6
7.	Sanlorenzo	35	3,475'	99'	9
8.	Trinity	19	3,249'	171'	5
9.	Camuzzi Nautica	23	3,166'	138'	16
10.	ThyssenKrupp	10	2,900'	290'	10

11. Heesen	14	2,123'	152'	12
12. Horizon	20	2,012'	101'	11
13. Westport	14	1,814'	130'	13
14. Perini Navi	11	1,811'	165'	15
15. Amels	8	1,640'	205'	20
16. Ocean Alexander	20	1,616'	81'	-
17. Kha Shing	14	1,435'	102'	-
18. Abeking & Rasmussen	6	1,299'	216'	-
19. Timmerman Yachts	11	1,296'	118'	-
20. Proteksan-Turquoise	7	1,280'	183'	-

## Theres a New Standard when choosing a Yacht Broker



When you work with a Certified Professional Yacht Broker, you may do so with the confidence that they have the experience and knowledge to handle every facet of a sale. A Certified Professional Yacht Broker has passed a rigorous exam, testing their knowledge on tax laws, ethics, closings, co-brokering and numerous other important details which are integral to a smooth transaction.

To find out more about the Certified Professional Yacht Broker program or to locate a CPYB designated broker near you, visit [www.cpyb.net](http://www.cpyb.net).



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## CPYB Number Reaches 481

As of June 27, the total number of brokers who have earned CPYB (Certified Professional Yacht Broker) designation had reached 481. Out of the 5 Yacht Brokers Associations, the Yacht Brokers Association of America (YBAA) account for 43% of all CPYB's with 206 CPYB members. FYBA comes in third with 93 CPYB members. Below are the numbers of certifications by association.

YBAA:	206
NYBA:	126
FYBA:	93
CYBA:	24
OYBA:	24

The CPYB designation recognizes professional, experience, training and mastery of core areas of expertise related to professional yacht broker skills and knowledge. For more information on the program, visit [www.cpyb.net](http://www.cpyb.net) or call Mary Lynn at 410 263-1014.

The Guide is \$99 for members of FYBA, NYBA, CYBA, and OYBA; and \$79 for YBAA members, CPYB brokers, and CPYB applicants. To order a copy of The Guide, visit [www.cpyb.net](http://www.cpyb.net).

## 3 Florida Firms Become CPYB Endorsed Firms

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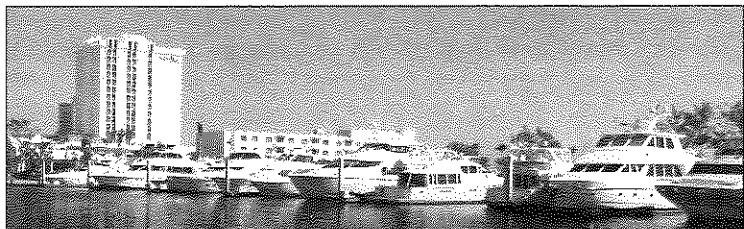
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**Email: [wrhodgens@yachtinsure.com](mailto:wrhodgens@yachtinsure.com)**

# CPYB Study Session & Exam Scheduled for August 11 in Sarasota

Gary Smith of Sarasota Yacht and Ship is leading a CPYB study and exam session on August 11, 2008 at Marina Jacks in Sarasota, Florida. A continental breakfast courtesy of Sarasota Yacht and Ship and Newcoast Financial will be at 8:45am. The study session will begin promptly at 9:15am and be completed at 12:00noon. The exam, for those who are eligible will begin at 12:45pm and end at 3:45pm.

The study session is based on information presented in the "Guide - For the Professional Practice of Yacht Brokerage & Sales." Please obtain a copy of the "Guide" and review the information before you attend the study session. There is no cost for the study session. The exam is only open to those brokers who have applied and been approved for the CPYB program. CPYB brokers are invited to attend the study session and will receive 6 continuing education credits towards their CPYB recertification. To reserve a seat call Mary Lynn at the CPYB office (410) 263-1014 or [mlhollan@cpyb.net](mailto:mlhollan@cpyb.net).



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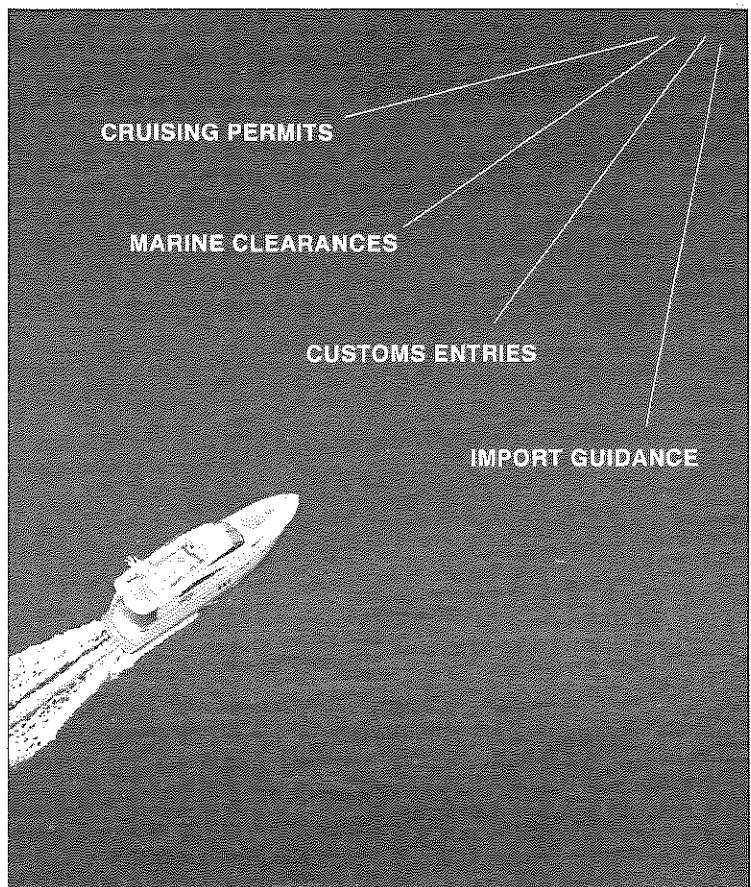
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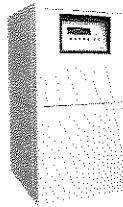


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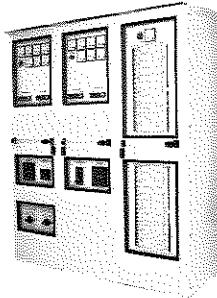
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Jeffrey Cox, previously with Alley, Maass, Rogers & Lindsay, P.A., is pleased to announce the opening of his new law firm, The Law Offices of Jeffrey W. Cox, LLC. Jeff, a former yacht broker, has been serving the yachting industry for over fifteen years. His office is located at 824 West Indiantown Road, Jupiter, Florida 33458. Contact Jeff at Phone: 561-747-8266  
[jeff@coxmaritimelaw.com](mailto:jeff@coxmaritimelaw.com)

"Ray "Rags" Weldon, long time member of FYBA, has left Ocean Independence and has now returned to running his own company, RNR Yacht Charters & Sales, established in 1980's. 809 SW 9th St., Ft Lauderdale, FL 33315 / Phone: 954-522-9563 / 1-800-525-2526 / Fax: 954-463-4525.

Cynthia Fish, previously with Ocean Alexander, is now with Classic Yachts International, 1900 S.E. 15th St., Ft. Lauderdale, FL 33316 / Phone: 954-527-2778 / Fax: 954-527-2838

Daisy Ortiz-Lenit, previously with IYC, is now with Camper & Nicholsons USA, 651 Seabreeze Blvd., Ft. Lauderdale, FL 33316 / Phone: 954-462-1462 / Fax: 954-462-1442 / [dl@ftl.cnyachts.com](mailto:dl@ftl.cnyachts.com)

Sunseeker Florida located in Dania Beach, FL is proud to announce the opening of our second office. Our new office is located at 2550 South Bayshore Drive, Suite 4, Coconut Grove, FL 33133. Telephone: 305-856-4050 / Fax: 305-856-4030.

David Greer, previously with Yacht Council, joins IYC's Charter Marketing Department. David comes to IYC with an extensive background in and knowledge of Yacht Brokerage, Charter Marketing and the Yacht Brokerage Industry's MLS. IYC is excited to welcome David to their Charter Marketing division. Contact [dgreer@iycc.com](mailto:dgreer@iycc.com)

Susan Harris, previously with The Sacks Group, joins IYC as a Charter Marketing Agent in IYC's Charter Marketing Department. With over 20 years of luxury hospitality experience, she is a great addition to IYC's Charter Marketing Department and their continued commitment to better serve their customers. [sharris@iycc.com](mailto:sharris@iycc.com)

Jessica Althoff (duPlessis), previously with Camper & Nicholsons, is now with Northrop & Johnson, 17 Rose Drive, Ft. Lauderdale, FL 33316 / Phone: 954-522-3344 / Fax: 954-522-9500 / email: [jalthoff@njyachts.com](mailto:jalthoff@njyachts.com)

David Hofmann & Mike Hansen are excited to announce their new yacht brokerage company, H&H Marine Sales. Drawing on over 30 Years of yacht sales experience, and representing manufacturers like, Fairline, Ferretti, Hatteras, Tiara, Pursuit, Formula, Wellcraft, Trojan, and others, Mike and Dave are ready for the new adventure. Within three weeks of starting H&H Marine Sales we have almost ten Central Listings and one pending contract. Our Featured listing is a beautiful 2007 62' Fairline Targa. Feel free to contact H&H Marine Sales at 954-328-7365 or [mhansen@hhmarinesales.com](mailto:mhansen@hhmarinesales.com).

# BULLETIN BOARD

**Marine Finance Specialists:** Scott Financial Services, a leader in the Marine Finance Industry, is expanding its sales force. If you have previous Marine Finance experience, we have openings for Finance Specialists in Washington State, Oregon, Northern California, the Great Lakes Region, and Toronto, Canada. Please forward your resume and cover letter to the National Sales Manager, Melanie Jolles, at [Melanie.Jolles@ScottLoans.com](mailto:Melanie.Jolles@ScottLoans.com).

**Yacht Sales:** Holmes & Owen Yacht Sales is seeking experienced yacht sales professionals in the northeast Florida area. Those seasoned individuals looking for a more independent environment will have the freedom needed to ply their trade. Exceptional commission structure. All inquiries will be kept confidential. Contact Barton Holmes or Tony Owen at 904-387-5432 or e-mail at [sales@hoyachtsales.com](mailto:sales@hoyachtsales.com)

**Full Time Yacht Broker:** Northrop and Johnson's Fort Lauderdale office is seeking to add to our sales team. We offer a work environment that is fun and satisfying, generous advertising, a support staff second to none, and a commission split that will keep you interested. If you are currently earning a good commission, then this is an excellent opportunity to expand your horizons and income. Contact Kevin Merrigan 954-522-3344 or [kmerrigan@njyachts.com](mailto:kmerrigan@njyachts.com). Confidentiality assured.

**Yacht Salesperson:** Yacht salesperson, both power and sail, for extremely busy yacht brokerage located in Fort Pierce, Florida. We are currently selling 75% sail and 25% power to client both in the US and around the world. We have more leads than we can handle and are seeking two experienced, loyal, salespeople. We are located in a full service marine with 365 slips and dockage for yachts up to 150ft. Please contact Kim Korman at Florida Yacht Sales/FCM Yachts at 772-489-0110 for a confidential interview.

**Office Space/Desk:** rental available with computer, copier and fax machine service available. Convenient south east location in FT Lauderdale. Space shared with active yacht broker, same location twenty years. Call Jay O'Neill (954)761-3275.

**Salesperson:** Classic Yachts International, Inc., Florida's Grand Banks Yachts Dealer, is looking for a seasoned and motivated salesperson for their Fort Lauderdale office. Please contact Steve Fithian at 954-527-2778 or e-mail to: [steve@cyi-ys.com](mailto:steve@cyi-ys.com).



Vicem Yachts is seeking an experienced Yacht Broker for our Fort Lauderdale office to represent our classically designed motor yachts. From 52' to 85', our yachts are as special as the people who buy them. The right candidate is a professional with exceptional presentation and communication skills, and at least two years experience selling yachts of the highest quality.

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**Yacht Brokers:** Little Harbor Yacht Brokers, a Division of Hinckley Yachts, is seeking experienced yacht brokers to expand our Ft. Lauderdale Office at Lauderdale Marine Center. Motivated brokers with experience primarily in the powerboat market are preferred. Comprehensive benefit package included. All inquiries confidential. Contact Bruce Szamier, office 954-524-1776 or e-mail [bszamier@lhyb.com](mailto:bszamier@lhyb.com)

**Yacht Broker:** Down East Yachting, a full line Sabre (power) and Back Cove Dealer is looking for an experienced and highly motivated broker to work with new boats and brokerage sales in their Jupiter, Florida office. Down East Yachting represents Sabre and Back Cove boats in Michigan, Illinois, Indiana and the East coast of Florida. All Inquiries will be kept highly confidential. Contact Greg Bego via email at [gregb@downeastyachting.com](mailto:gregb@downeastyachting.com).

**Experienced Yacht Broker:** J. Woods Marine Group is looking for an experienced, motivated yacht broker to join us at our beautiful waterfront location (with dockage available) on the Middle River in the heart of Fort Lauderdale. We guarantee qualified leads. Inquiries are confidential. Call 954-764-8770 or e-mail at [info@jwoodsmarine.com](mailto:info@jwoodsmarine.com).

**Yacht Broker's Assistant:** Two of the top brokers from The Catamaran Company are seeking a full-time assistant to join their team. This candidate must be a self motivated individual who enjoys a high paced environment capable of thinking outside the box. Business includes global sales of new and brokerage yacht sales. Must be proficient with computer skills and bilingual helps! Must have great customer service skills, be detail-oriented, hardworking and organized, have strong communication skills and the ability to follow direction is a must, and have the ability to multi-task and work unsupervised. Prior experience not necessary. Medical benefits offered after 90 probationary period. The Catamaran Company specializes in sail and power catamarans as well as conventional power and sailing monohulls. Sailing experience is preferred but not required. This is a great opportunity to get your foot in the door with one of the most successful brokerage houses in the industry. Please send resume to: [gaida@catamarans.com](mailto:gaida@catamarans.com)

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Yacht Brokers; **Little Harbor Yacht Brokers**, a Division of **Hinckley Yachts**, is seeking experienced yacht brokers to expand our **Ft. Lauderdale** Office at Lauderdale Marine Center. Motivated brokers with experience primarily in the powerboat market are preferred. Comprehensive benefit package included. All inquiries confidential. Contact Bruce Szamier, office 954-524-1776 or e-mail [bszamier@lhyb.com](mailto:bszamier@lhyb.com)

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# Tidbits..

Dockwalk, July 2008

**TWIC Deadline Extended:** The deadline for U.S. mariners to get a Transportation Workers Identification Credential (TWIC) has been pushed back to April 15, 2009. For more information, visit [twicinformation.tsa.dhs.gov](http://twicinformation.tsa.dhs.gov).

Dockwalk, July 2008

**A Yachting Degree?** Broward Community College is offering the Marine Engineering Management Program, a two-year accredited program designed to teach students engineering and maintenance skills to break into the industry and gain the experience to work around today's superyachts

**DYT Sailing to Greece & Sardinia:** Dockwise Yacht Transport is sailing to Greece and Sardinia, departing end of July. Greece Schedule: From Port Everglades to Pireaus, Greece - Depart July 31, Arrive August 30; From Newport, RI to Pireaus, Greece - Depart August 7, Arrive August 30. Sardinia Schedule: From Port Everglades to Olbia, Sardinia - Depart July 31, Arrive August 24; From Newport to Olbia, Sardinia - Depart August 7, Arrive August 24. Act now to reserve your space onboard the Super Servant 3. For more information, visit [www.yacht-transport.com](http://www.yacht-transport.com)

*Sun-Sentinel*

**South Florida megayacht marina expansion and redevelopment** projects are staying on course despite the tough economic times. While the entry-level boat sector has been hit hard by the ailing economy, all signs are pointing to continued growth in the high-end category. Boatyards and marinas are injecting millions to renovate and expand to better accommodate luxury boats 80 feet or more in length. In 2006, 1,500 megayachts visited South Florida, up from 800 in 1997, according to a 2007 report commissioned by the Marine Industries Association of South Florida and industry partners. And more of these luxury vessels are expected during the next winter boating season. In 2006, megayacht repair and maintenance work in the area had an estimated economic impact of \$219.8 million. The big boat visits also generated \$152.6 million in brokerage and charter commissions.

In 2007, 770 yachts from 75 feet to more than 136 feet were built worldwide, compared with 223 in 1997, the marine association's report said. Marinas with indoor boat slips are becoming commonplace as new waterfront dock space is increasingly harder to find.

*New Times Broward - Palm Beach*

**Manatee Nanny:** FAU's Harbor Branch Oceanographic Institute in Fort Pierce recently received a \$5.8 million federal grant from the Army Corps of Engineers to install manatee detectors on the six navigation locks around Lake Okeechobee. This is definitely a diamond-studded example of endangered-species programs. There are an estimated 3,000 manatees in all of Florida, so the "manatee acoustic detection sensor protection system" works out to just under \$2,000 per sea cow. And that's only if you assume that each of these mammals will at some point pass through one of those gates. According to the Florida Fish and Wildlife Conservation Commission, locks or gates have caused at least 191 manatee deaths statewide since 1974.

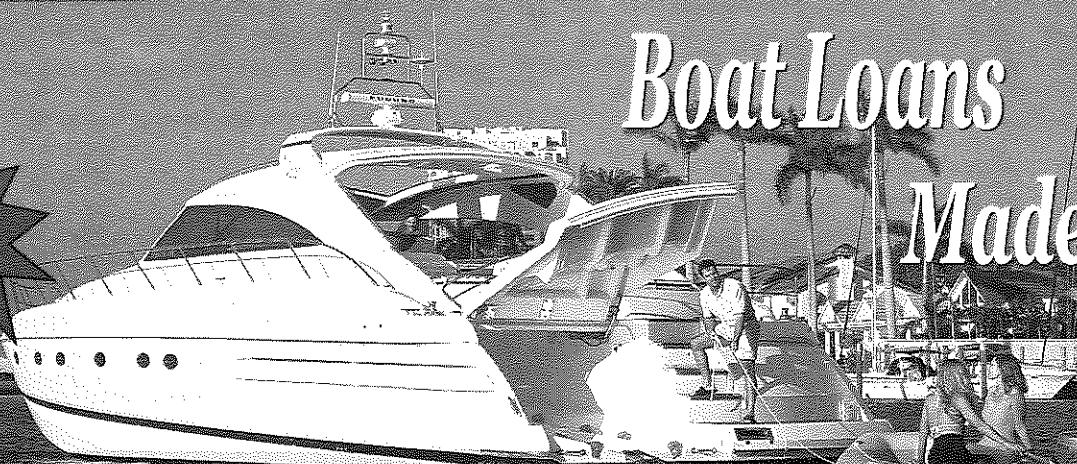
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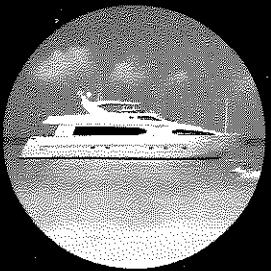
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**9:45 am - 4:00pm**

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## PANEL TOPICS

### **Charter Sales: The Seven Habits of Highly Successful Charter Brokers**

Speakers: Liz Howard, Fraser Yachts; Diana Mares, Camper & Nicholsons; Shannon Webster, Webster Yacht Charters; Janet Bloomfield, International Yacht Charter Group

### **Charter Management/Bookings: Best Practices for Working With Your**

*Charter Manager to Achieve a Successful Yacht Charter*  
Speakers: Pat Sacks, Fraser Yachts; Terry Hines, IYC; Marian Walker, The Marine Group; Nina Martinsen, Camper & Nicholsons

### **Insurance: Protecting Your Client: The Owner or Charterer**

Speakers: Spencer Lloyd, Brown & Brown Marine Insurance;  
Gary Carroll, Comprehensive Yacht Assurance

### **The Charter Team: View From the Bridge: Connecting All Details of a**

*Yacht Charter Vacation to Include Captain's Expectations, Agents, and Follow Through*

Speakers: TBA

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**Introduction:** Bob Zarchen of Merrill-Stevens Yachts

### **Speakers to Include:**

Jake Cox - Jake Cox & Associates (Florida Sales Tax)  
Trey Reeder and Helen King - Howard S. Reeder, Inc. (US Duty)  
Vicki Bedford - Dept. of Business & Professional Regulation (Know the Law)  
Mike Pennekamp - Fowler White Burnett (Listing Disclosure Responsibilities)  
Michael Moore - Moore & Co. (Offshore Closings)  
Danielle Butler - Fowler White Burnett (Closing Checklists)

### **Topic Highlights: (more information to come)**

**Broker's Responsibilities:** From Listing to Closing

**Listing a Boat in the State of Florida:** Florida Sales Tax & US Duty

**Listing Disclosure Responsibilities:** You, the Owner and a Survey

**Flagging the Vessel:** State, Federal, Foreign – Why, Where and How

**Offshore Closing:** Why and How

**Closing Checklists:** Be Prepared

**Know the Law:** (DBPR) Administrative Actions 2007 - 2008

Name(s)

Company

Email

Address/City/State/Zip

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If you would like to bill the amount due to your credit card,  Visa  MC  AmEx  
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4th Annual

# from LISTING to CLOSING & the LAW

A seminar presented by the FYBA

August 7, 2008  
8:30 am - 4:30pm  
Boat Show to Follow\*

Bahia Mar Resort &  
Yachting Center  
801 Seabreeze Blvd.  
Ft. Lauderdale, FL 33316

FYBA Members \$60  
Non members \$100\*  
Payment due prior to seminar

\*If membership application is submitted prior to the seminar you may attend at the member rate.

All day seminar includes continental breakfast, lunch, and hors d'oeuvres

make checks payable to:  
Florida Yacht Brokers Assn.  
P.O. Box 460044  
Ft. Lauderdale, FL 33346  
phone: 954-522-9270  
fax: 954-764-0697

Visa & Mastercard  
& AmEx Accepted

CPYB's attending will earn 8 credits towards recertification

Sponsored by:

**Fowler White Burnett, P.A.**  
**ASAP Documentation and Registration**

**Speakers: To Be Announced**

**Topic Line Up:**

**Listing a Boat in the State of Florida:** Florida Sales Tax & US Duty

**Changes In Lender Requirements**

**Insurance:** Insurance Exclusions

**Managing Closing Expectations/Timelines:** Foreign Flag, Domestic, Repossessions, Undocumented

**Maritime Liens:** Valid Liens, Filing and Satisfaction of Maritime Liens

**Shipping a Yacht:** Exporting and Importing

**Know the Law:** (DBPR) Administrative Actions 2007 - 2008

Name(s)

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## Membership Information

### 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 "Employing Brokers" license in Florida.

(Complete Sections A-C of application)

Annual dues: \$200

Active Professional Sponsorship requirements:

Two (2) "Active" Professional members

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

(Complete Sections A-B of application)

Annual dues: \$75

Associate Professional Sponsorship requirements:

Two (2) "Active" Professional members

**SUPPORT** Unlicensed employees of Professional member's firm (Complete Section A of application)

Annual dues: \$25

Support Sponsorship requirements:

Two (2) "Active" or "Assoc." Professional members.

### Charter Professional Membership

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

**ACTIVE CHARTER PROFESSIONAL** The owner, principal, partner or manager of the firm directly related to the charter yacht industry.

Annual dues: \$200 (Complete Section A of application)

Sponsorship requirements: Two (2) "Active" Professional members

**ASSOCIATE CHARTER PROFESSIONAL** Other employees of the firm directly related to the charter yacht industry.

Annual dues: \$75 (Complete Section A of application)

Sponsorship requirements: Two (2) "Active" or "Assoc."

Professional, Charter Professional or Affiliate 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: \$300 (Complete Section A of application)

Sponsorship requirements: Two (2) "Active" or "Assoc." Professional or Affiliate members.

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

Annual dues: \$75 (Complete Section A of application)

Sponsorship requirements: Two (2) "Active" or "Assoc." Professional or Affiliate members.



## 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 & 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.

Charter Professional Membership Class is for individuals and companies directly related to the charter yacht industry.

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

### CURRENT MEMBERSHIP - 1000 plus 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)
- Member of the Int'l Yacht Council Ltd.
- FYBA Website
- YS&L Seminar - Oct. 2008
- Listing to Closing - Ft. Lauderdale & West Coast FL
- Charter "Open House"
- Certified Professional Yacht Brokers Program

<b>PROFESSIONAL CHARTER AFFILIATE</b>	<b>Professional Active</b> <b>Charter Professional Active</b> <b>Affiliate Active</b>	\$200 <input type="checkbox"/> \$200 <input type="checkbox"/> \$300 <input type="checkbox"/>	<b>Professional Associate</b> <b>Charter Associate</b> <b>Affiliate Associate</b>	\$75 <input type="checkbox"/> \$75 <input type="checkbox"/> \$75 <input type="checkbox"/>	<b>Support</b> \$25 <input type="checkbox"/>
<b>Applicant</b>	<b>First Name</b>	<b>M.I.</b>		<b>Last Name</b>	
<b>Company Name</b>			<b>Position</b>		
<b>Company Address</b>			<b>Fla. License No. &amp; Expiration Date</b>		
<b>City</b>	<b>State</b>	<b>Zip</b>	<b>Web Site</b>		<b>E-mail</b>
<b>Phone</b>	<b>Fax</b>		<b>Type of Business</b>		
<b>Home Address</b>	<b>City</b>		<b>State</b>	<b>Zip</b>	<b>Home Phone</b>
<b>Sponsors</b>					
<b>Name</b>	<b>Firm</b>		<b>Phone</b>		<b>Sponsor Signature</b>
<b>Name</b>	<b>Firm</b>		<b>Phone</b>		<b>Sponsor Signature</b>
<b>Business References</b>					
<b>Firm</b>		<b>Contact Name</b>		<b>Phone</b>	
<b>Firm</b>		<b>Contact Name</b>		<b>Phone</b>	
<b>Personal Data</b>	<i>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?</i>				
<b>Highest level of education</b>			<b>First entered yacht brokerage business (date/firm)</b>		
<b>List any firms previously associated with</b>			<b>In what other business have you been engaged?</b>		
<b>Active Professional Members Only</b>	<b>Federal ID#</b>		<b>Fl. Sales Tax#</b>	<b>City Occupational License</b>	
<b>Institution in which you maintain your escrow/trust account</b>			<b>List branch/franchise offices, addresses, &amp; manager's names</b>		
<b>If a Corp./Partn., list officers, partners, &amp; stockholders</b>			<b>State names of any salespersons associated with you</b>		
<b>Name</b>	<b>Position</b>		<b>Name</b>	<b>Name</b>	
<b>Name</b>	<b>Position</b>		<b>Name</b>	<b>Name</b>	
<b>Do you currently represent any new boat manufacturer? <input type="checkbox"/> Yes <input type="checkbox"/> No If yes, list manufacturers:</b>					<b>Percentage of new sales vs. brokerage</b>
<b>How did you hear about the FYBA?</b>					

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 payable to FYBA

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

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

e-mail: fyba@fyba.org • www.fyba.org

Applicant's Signature

Date

SECTION A

SECTION B

SECTION C

PO Box 460044  
 Ft. Lauderdale  
 FLORIDA  
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 & the Law Seminar

Fowler White Burnett, P.A.  
 4th Annual Listings to Closings  
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#### SILVER SPONSORS

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 & the Law Seminar

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#### BRONZE SPONSORS

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 Band for Annual Dinner Meeting

#### CONTRIBUTING SPONSORS

Mike Whitt

## 3rd Thursday & Summer Beach BBQ: Recap of Events

