

# COMPASS

PUBLICATION FOR THE MEMBERS OF THE FLORIDA YACHT BROKERS ASSOCIATION

JULY / AUGUST 2014



## GOLF SCRAMBLE HITS A HOLE IN ONE

**OFF THE BEATEN PATH:**  
Nova Scotia Charter Itinerary

**PLUS:**  
**FYBA BROKERAGE  
FORMS UPDATE**

**EAST COAST YACHT SALES SUMMIT-THE BEST YET!**



# FYBA 2014 SPONSORS

LICENSED AND BONDED YACHT BROKERS

\$25,000 +

YACHTWORLD.COM

\$20,000 - \$24,999

ROBERT ALLEN LAW

\$10,000 - \$14,999

ALLEY, MAASS, ROGERS & LINDSAY, P.A.  
WILLIS MARINE SUPERYACHT INSURANCE  
MOORE & CO. | BANK UNITED  
SHOW MANAGEMENT

\$5,000 - \$7,499

TOTAL DOLLAR INSURANCE  
HOWARD S. REEDER, INC.

\$7,500 - \$9,999

YACHT CONTROLLER  
AIM MARINE GROUP  
CELEDINAS INSURANCE GROUP

\$2,500 - \$4,999

BANK OF AMERICA  
IGY MARINAS  
PORT LOUIS MARINA  
BOAT INTERNATIONAL MEDIA

YACHTCLOSER  
BOATQUEST.COM  
SANLORENZO  
CHIMA

ADVANCED MECHANICAL  
ENTERPRISES  
DANIA BARU ADVENTURES

\$1,000 - \$2,499

DENISON YACHT SALES\*  
HMY\*  
BROWN & BROWN\*  
INTERNATIONAL YACHT COLLECTION\*  
ADVANTAGE SERVICES\*  
DOCKWISE YACHT TRANSPORT\*

WORTH AVENUE YACHTS\*  
TOM GEORGE YACHT GROUP\*  
MERLE WOOD & ASSOCIATES\*  
RPM DIESEL/DIESEL SERVICES  
OF AMERICA\*  
COX MARITIME LAW\*  
ZEELANDER\*

SEACOAST MARINE FINANCE\*  
BRADFORD MARINE YACHT SALES\*  
ATLASS INSURANCE GROUP\*  
SARASOTA YACHT & SHIP\*  
MIASF\*  
BECKER & POLIAKOFF\*

\*2014 GOLF SCRAMBLE HOLE SPONSOR | TO JOIN THESE SPONSORS CALL FYBA 954.522.9270



# CONTENTS

JULY / AUGUST 2014

## FEATURES

### 4 FYBA Special Thanks

BY ANN VERNON,  
FYBA EXECUTIVE DIRECTOR

### 6 2014 Updates: FYBA Purchase and Sale and Listing Agreement

BY STEPHANIE KLEIN, BOB ALLEN &  
CHRISTOPHER ANDERSON,  
ROBERT ALLEN LAW

### 20 Charter Itinerary: Nova Scotia: Canada's Atlantic Playground

BY CAPTAIN BILL HAWES,  
M/Y DESTINATION FOX HARB'R TOO

## DEPARTMENTS

### 5 From the Executive Director

### 10 Member News

### 15 Market Update

*Florida Brokers Report Mixed Results for First Half of 2014*

BY GARY BECKETT, TURNKEY  
COMMUNICATIONS & PUBLIC RELATIONS

### 19 Bulletin Board

### 22 In Memoriam

### 23 Charter News

### 25 New Members

## EVENTS & SEMINARS

### 12 FYBA Golf Scramble Recap

### 16 Yacht Sales Summit Recap

### 18 July Brokers Open House Recap

## COMPASS EDITORIAL TEAM

Editor-in-Chief: Randi Myers

Managing Editor: Shay Loudenslager

Art Director: Darcey Thompson, DMT Design, Inc.

Editors/Writers: Louisa Beckett, Gary Beckett,  
Turnkey Communications & Public Relations, Inc.



## CALENDAR OF EVENTS

AUGUST	14	Yacht Sales Summit – Sarasota
	21	Brokers Open House
SEPTEMBER	18	Brokers Open House
OCTOBER	1	Yacht Sales & the Law Seminar
	8	Charter Seminar & Open House
	30	Fort Lauderdale International Boat Show Begins



## ON THE COVER

Cover photo credit: SL 106.  
Sanlorenzo Americas

NOTE: The articles and information contained in COMPASS represent the opinions of the authors and editors and should not be construed to be those of the Florida Yacht Brokers Association. Nothing contained herein is to be considered as the rendering of legal advice for specific cases, and readers are responsible for obtaining such advice from their own legal counsel. The articles and information herein are intended for educational and informational purposes only.

## BOARD OF DIRECTORS

### PRESIDENT

Gary Smith, Sarasota Yacht & Ship

### VICE PRESIDENTS

Cromwell Littlejohn, Merle Wood & Associates  
Bob Saxon, International Yacht Collection

### TREASURER

Bob Zarchen, Ardell Yacht & Ship Brokers

### SECRETARY

Paul Flannery, HMY Yacht Sales

### DIRECTORS

Bob Denison, Denison Yacht Sales  
Frank DeVarona, Yachting Experts  
Jeff Erdmann, Allied Marine  
George Jousma, Sanlorenzo  
Lon McCloskey, The Marine Group  
Bruce Schattenburg, Allied Marine

## COMMITTEE CHAIRMEN

### Advertising/Publicity:

Bob Denison, Cromwell Littlejohn, Tom Gresh  
Cindy Sailor, Marc Welch & Grant Henderson

### Arbitration & Ethics:

Paul Flannery, Bob Zarchen & Bob Saxon

### Boat Show Committee:

Lon McCloskey, Cromwell Littlejohn, Gary Smith,  
Bob Denison, Bob Saxon, Chuck Cashman, George  
Jousma, Steve Gale, Phil Purcell & Tom Sanders

### Charter Professionals Committee:\*

Cromwell Littlejohn, Daphne d'Offay & Jeff Shaffer

### Forms:

Paul Flannery, George Jousma & Jonathan Burkard

### Membership:

Bob Saxon, Paul Flannery, Frank De Varona,  
Cindy Sailor & Cromwell Littlejohn

### Seminars & Events:

Bob Saxon, Bob Zarchen & Gary Smith

### Sponsorship:

Bob Zarchen, Bob Saxon & Lon McCloskey

### Public Affairs:

Jeff Erdmann, Lon McCloskey, Bruce Schattenburg,  
Bob Zarchen, Ken Joyce & Grant Henderson

## MARINE ORGANIZATIONS & ASSOCIATIONS

MIASF Anchor: Ann Vernon

MYBA: Bruce Schattenburg

YBAA: Bob Denison

AYCA: Cromwell Littlejohn

NMMA & MIAF: Jeff Erdmann

MIAPB: Lon McCloskey

USSA: Ann Vernon & Jeff Erdmann

CYBA: Bob Zarchen

NYBA: Bob Denison & Jeff Erdmann

CAC: Staley Weidman

### MLS:

Bob Denison, Frank DeVarona & Gary Smith

## FYBA STAFF

### EXECUTIVE DIRECTOR

Ann Vernon

### DIRECTOR OF OPERATIONS

Randi Myers

### DIRECTOR OF MEMBER SERVICES

Shay Loudenslager

\*see website for full committee listing

## SPECIAL THANKS

By Ann Vernon, FYBA Executive Director

# Quality Speakers & Sponsors

When events are perceived as easy from the outside, it's usually because the people on the inside make it look that way. In reality, it's not always so easy! The FYBA is extremely fortunate to have a group of loyal sponsors that year after year stay with our association. They not only give their money to help defray the costs of an event but many of them also give their time!

This has never been so evident as with the Golf Scramble and the East Coast and West Coast Yacht Sales Summits, events that either have or will take place this summer. YachtWorld, Robert Allen Law, and Show Management have donated 'big bucks' to support the above-mentioned events. This is not to discount the other sponsors who are as important to the FYBA: Howard S Reeder, Celedinas, Total Dollar, and Bank United. Please refer to our Sponsor Page on page 2 of this issue for the complete list of sponsors whom the FYBA Board and Staff would like to thank again. As many times as the FYBA may thank them, you can thank them too by using their products and services.

We also have been fortunate to have had some exceptional speakers at our FYBA seminars this year, including Courtney Chalmers of YachtWorld; Askhok Rajan, formerly of Merrill Lynch; Brian Gonzales and David Friedman of Wealth-X; Bob Focazio of Focazio Consulting, and Brian Butler of The Allied Group. These speakers, who usually can charge large fees for their speaking engagements, generously cut their fees to a pittance for our seminar series. The Seminar Committee gives them special thanks because they made this year's events especially valuable for the attendees.



Speakers and sponsors with FYBA Board members and staff at the 2014 Yacht Sales Summit.



## What Does the FYBA Mean to You?

As I start to write this article, I can't stop thinking about the Malaysian Airlines plane that was just shot down over eastern Ukraine. It makes me think about all the strife in the world that is caused by its being made up of so many different beliefs, religions, tribes, cultures and more.

As most of us know, it is only by working together that those of us with differing viewpoints can help to resolve issues. For example, FYBA was formed by people who competed with one another daily in business, because they also shared common goals and beliefs.



Newport Charter Show

What are the beliefs and goals of the FYBA? Do you remember why you joined the FYBA? Was it to get a better price on attending one or more of our events? Was it to network for professional advancement? Or was it because you actually share the common goals under which the association was formed?

The Florida Yacht Brokers Association was founded in 1987 to unite those professionals engaged in the practice

of buying and selling yachts in the state of Florida. However, when the FYBA's "founding fathers" were writing up the association's By-Laws, it went much farther than just that. They stated the FYBA's objectives clearly:



1. To unite those engaged in the yacht brokerage business for the purpose of promoting cooperation and professionalism among its members.
2. To promote and maintain a high standard of conduct in the transacting of the yacht brokerage business.

Two words resonate for me when I sit in the monthly Board meetings and the Directors are debating any number of topics: "professionalism" and "ethics". No decision is taken without remembering why this association came together in the first place.

The FYBA has expanded its objectives over the years. Paul Flannery summed it up nicely: "FYBA; An organization of yachting professionals promoting education, professionalism and ethical behavior while removing barriers to commerce and advocating for the industry."

I hope that you all are having a good summer. We have the West Coast Yacht Sales Summit coming up August 14<sup>th</sup> in Sarasota and the Third Thursday Open House on August 21<sup>st</sup>.

See You on the Docks,

*Ann*

### AD INDEX

AIM Marine Group.....	26	Dockwise Yacht Transport.....	8	JP Reynolds .....	23
C.U. Yacht Charters .....	22	Hargrave Custom Yachts		Keystone Point Marina .....	22
Concord Marine Electronics .....	8	..... Back Cover		Moore & Company.....	9
Crossnet International Transportation		Howard S. Reeder, Inc. ....	15	Robert Allen Law .....	7
.....Inside Back Cover		Irwin Law Firm .....	19	Stock Island Marina .....	24

To advertise in COMPASS please contact FYBA at 954.522.9270 or e-mail [fyba@fyba.org](mailto:fyba@fyba.org).

# 2014 Updates: FYBA Purchase and Sale and Listing Agreement

**T**he FYBA Purchase and Sale Agreement (PSA) and Listing Agreement forms were recently updated. The key changes to the forms are described below, including a comparison of the new provisions to the old provisions and the reasoning for each change. Most of the changes are not intended to vary the intent of the agreements. Their purpose is to clarify and deal with potential misinterpretations by “heading them off at the pass.”

There also were some very important changes to the PSA designed to strengthen its integrity. The first deals with the situation in which a buyer signs a PSA but never “antes up” the required deposit. Previously, a buyer could generally just “walk away scot-free” but no longer. A provision also was added so that, in the event of litigation, the prevailing party will get its attorney’s fees whereas previously each party to litigation paid its own freight.

Other important changes to the Listing Agreement deal with what happens when a person to whom a broker showed a yacht purchases it after the original listing has expired. In addition, the standard length of a listing was increased to one year.

## PSA UPDATES

**NEW PROVISION:** Whether or not the buyer inspects the yacht, he rejects it if he fails to provide timely written notice of acceptance: Although the PSA already provided in paragraph 3 that a buyer rejects the vessel if he doesn’t accept it in writing, it is now absolutely clear that no inspection is required in order for a rejection to occur. The change was made to deal with the potential argument that in order to be able to reject the vessel, a buyer had to inspect it – and if the buyer didn’t inspect, he waived his right to reject.

**NEW PROVISION:** The seller is solely responsible for the broker’s commission: Although this provision is already in paragraph 5 of the Listing Agreement (and is the law even without an agreement), it was added to the PSA because buyers ask the question often enough. Now, a broker can point to paragraph 5 of the PSA and reassure the buyer, since buyers aren’t parties to and don’t see the Listing Agreement.

**NEW PROVISION:** If the vessel is damaged and repaired after acceptance, the buyer now has an explicit right to inspect those repairs: If the vessel is damaged after

acceptance, the seller is obligated in paragraph 7 of the PSA to make repairs if they can be made for less than 5 percent of the purchase price and require fewer than 30 days to complete. Previously the PSA did not state the obvious, that a buyer had a right to inspect those repairs (and make an issue out of it if the repairs were not done properly). The update makes it clear that the buyer has the right to inspect such repairs.

**NEW PROVISION:** The seller will retain the buyer’s deposit, notwithstanding any other term in the contract, if the buyer fails to pay the deposit when due or the closing is not consummated due to Buyer’s nonperformance: The PSA already provided in paragraph 8 that the seller will retain the buyer’s deposit if the buyer breaches. But what happened if the breach was not paying the deposit?

The new language includes a hammer. The new approach is as follows: If a buyer signs a contract but doesn’t pay the deposit, he no longer can walk away by saying, “Hey, I had a right to reject by not accepting anyway.” The PSA responds to that type of buyer by saying clearly, “No siree, Bob!”

The message to a buyer is now, “If you are going to sign a contract, you had better be serious, because there is a consequence.” The consequence is that a yacht’s value is affected by an accepted contract, especially when the contract price reflects any reduction from the listing price. And if a buyer plays that game, he is at risk for the amount of the deposit he should have paid.

**NEW PROVISION:** The buyer warrants that he is not relying on any representations by the seller or the broker: Paragraph 10 was revised to make it clear that a buyer warrants he is not relying on any representation made by the seller or the broker. The previous version only included the broker. This change puts an accent on the concept that the sale truly is “as-is” and the buyer can’t rely on anything other than what is in the PSA.

**NEW PROVISION:** The prevailing party in any litigation arising out of the PSA is entitled to expenses, attorney’s fees, and costs for all pretrial, trial, and appellate proceedings: The attorney’s fee provision in paragraph 16 is new to the PSA. The addition of this provision discourages frivolous lawsuits, or parties taking unreasonable positions, because if there is going to be a lawsuit, the losing party will have to pay the costs and attorney’s fees of the prevailing party.



---

**NEW PROVISION:** All notices are effective upon delivery with proof of delivery retained. Notice is no longer accepted by U.S. mail: The notice provision in paragraph 16 was modernized to conform to today's business standards. The update removed the option to provide notice by U.S. mail and made notice effective upon delivery with proof of delivery retained. This change was also incorporated into paragraph 16 of the Listing Agreement. This should eliminate arguments about whether or not proper notice was given.

#### LISTING AGREEMENT UPDATES

**NEW PROVISION:** The term of the listing is now one year and it automatically renews for successive one year periods. After the first year, either party may terminate the Listing Agreement with 30 days' written notice: Previously either party could terminate the listing after 180 days with 90 days' written notice. The change to paragraph 9 makes things simpler by extending the time before termination is allowed to one year and shortening the number of days required for written notice of termination.

**NEW PROVISION:** A commission is due to the broker if within six months after the listing ends the seller sells the yacht to any party to which the broker physically showed it. At the seller's request, the broker must provide a list of persons physically shown the yacht: Previously a commission was due to the broker if within two years of the listing ending the seller sold the yacht to a buyer whom the broker or a sub-broker showed "or provided information". Also, under the previous version, no commission was due to the broker if the seller relisted and sold the vessel through a different broker.

The update to paragraph 10 of the Listing Agreement significantly changes this provision. The time frame for which the seller is responsible for a commission is tightened and there is a new requirement that the broker must have physically shown the vessel to that buyer. If requested, the broker must give the seller the list of persons to whom it physically showed the yacht – so it's a very good idea (it should be a requirement of each brokerage house) that every broker keep such list. In addition, the new language provides that a commission is due to the broker even if the seller relists the vessel with a new broker.

*Robert Allen Law is located at 1441 Brickell Avenue, Suite 1400, in Miami. Contact the firm at 305.372.3300 or visit [RobertAllenLaw.com](http://RobertAllenLaw.com).*



# THE BUSINESS *of* YACHTS

**ROBERTALLEN<sup>LAW</sup>**  
INTEGRATING LAW INTO BUSINESS<sup>®</sup>

FOR MORE INFORMATION  
PLEASE CONTACT  
[yachts@robertallenlaw.com](mailto:yachts@robertallenlaw.com)

THE FOUR SEASONS OFFICE TOWER  
1441 Brickell Avenue, Suite 1400  
Miami, Florida 33131  
Call (305) 372-3300 Fax (305) 379-7018

**ROBERTALLEN<sup>LAW</sup>.COM**



## YOUR YACHT IN THE SAFEST HANDS!

DYT Yacht Transport is the world's premier yacht logistics company, offering hassle-free yacht transport to the world's most desirable cruising playgrounds. Our goal is to make your yacht shipping experience as smooth and simple as possible, while offering you the unbeatable service you deserve. Why not choose **the most trusted name** in yacht transport for your next passage?

**DYT USA** T +1 954 525 8707 E [dyt.usa@yacht-transport.com](mailto:dyt.usa@yacht-transport.com)  
**DYT EUROPE** T + 39 010 2789411 E [dyt.europe@yacht-transport.com](mailto:dyt.europe@yacht-transport.com)

**YACHT-TRANSPORT.COM**



**FURUNO®**  
 ADDING A NEW  
**DIMENSION**  
 TO **3D**



**CONCORD MARINE ELECTRONICS**  
 INTEGRATED NAVIGATION, ENTERTAINMENT & COMMUNICATION SYSTEMS

2233 S Federal Highway • Fort Lauderdale, FL 33316 • 954.779.1100 • 954.779.7090 Fax  
[www.concordelectronics.com](http://www.concordelectronics.com) • email: [sales@concordelectronics.com](mailto:sales@concordelectronics.com)





MOORE  
— & —  
C O M P A N Y  
PROFESSIONAL ASSOCIATION



Moore & Company, P.A.

---

Maritime • Art • Aviation Law

[www.moore-and-co.com](http://www.moore-and-co.com)

◆ **DENISON YACHT SALES** is thrilled to announce the addition of the following yachting professionals to our growing team of yacht sales and charter brokers at our 11 waterfront offices: Charlie King, Charles Blickle, Larry Masterman, Dick Phillips, Randy Greenfield, Dan Paolillo, Dan Sammis, Steve Messenger, and new Yacht Charter Manager, Leslie Adams.

Denison Yacht Sales also announces the opening of three new marina offices, in Palm Beach Gardens, Fla. (Soverel Harbour Marina); Seattle, Wash. (Boatworld Marina), and Montauk, N.Y. (IGY's Montauk Yacht Club & Resort in the Hamptons).

**New Central Listings, all available for co-brokerage and priced aggressively:** 135' Fitzroy Sailing Yacht INMOCEAN, 121' Denison



◆ **HORIZON YACHTS** announces the sale of four E88 motoryachts in the U.S. market: three factory-build projects and one inventory yacht. The first factory-build E88 motoryacht, sold through Emerald Pacific Yacht Sales, will deliver to a second-time Horizon owner in Seattle this July; the second factory-build will deliver to new owners in Florida this September, and the third factory-build is slated for delivery in summer 2015 to new owners, as well. The E88 inventory motoryacht was recently delivered to her second-time Horizon owner in Florida. Contact Horizon Yacht USA at 561.721.4850 for more information.

Motor yacht NEWS, 110' Broward 2004 ENTREPRENEUR, 107' Denison VILLA BELLA, 102' Falcon BONITO, 82' Horizon OUR WAY, 72' Hatteras SHOWBOAT, 71' Symbol LADY LYNN; 70' Hatteras BIG WAVE; 67' Burger KATERINA; 64' Hatteras PATRIOT; 45' Mares Catamaran (DEALER DEMO).

◆ **LAZZARA LENTON YACHTS** is pleased to announce the sale of POMBOO, a 2004 Monte Fino 84', which has been given the new name POSITIVE ENERGY. In addition, we have two new listings: HI JINX, a 2012 Carver 54', and OH REELY, a 2004 Hatteras 54 Convertible. For more information please visit [www.LazzaraLenton.com](http://www.LazzaraLenton.com).

◆ **LUKE BROWN YACHTS** reports that business remains brisk with six closings in June and three so far in July as of this writing. John Todd, formerly of Burger Yacht Sales, and Parker Bogue, formerly of Bradford Yacht Sales, both have joined the firm.

Luke Brown Yachts has formed a new division, New River Boat Sales, headed up by Bruce Johnson, formerly

a yacht broker in Maine. The new division will focus on the sale of smaller vessels with an emphasis on high-end center console boats.

◆ **BRADFORD MARINE YACHT SALES** is delighted to report the sales of the 135' 1997/89 CARROUSEL,

built by Swiftships, and the 64' 2002 Jefferson YACHT TO TROT, listing broker Chris Surprenant. More recent sales include the 130' 1995 Hatteras TRANQUILITY and the 120' 1998 Sovereign LADY DIANE II, listing broker Whit Kirtland CPYB. In addition, recent new listings include 2011 75' Riva NAMEDROPPER, Iain Lawrie; the 2002 92' Tarrab CORK TRICK, Whit Kirtland CPYB; the 1987 80' Burger CAPRICHIO, Carlos Navarro, and the 2007 54' Vicem FLYING COLORS, Jack Nitabach.

◆ **GILMAN YACHTS** announces the following recent sales activity:

**Sold Vessels:** HEART THROB, 62' Neptunus 2005; LHASA LUCK, 62' Neptunus 2005;

LIQUID ASSETS, 46' Sea Ray 2004; CATATONIC, 34' PDQ Power CAT 2005; HUNTER, 55' Monterey 1985; GREEN EYES, 38' Billy Knowles SF 1993, and brand new build project, 105' Johnson 2015!

**New Listings:** LADY DE ANNE, 78' Hargrave 2006, asking: \$3,295,000, located in Palm Beach; 91' Tarrab 2012, asking: \$4,200,000, located in Fort Lauderdale; MR CHIPS, 70' Neptunus 2001, asking: \$1,395,000, located in Massachusetts; Misty K II, 62' Neptunus 2007, asking: \$1,250,000, located in Miami; SEAQUESTERED, 62' Neptunus 2005, asking: \$995,000, location For Lauderdale. Contact Jeff Stanley for information on any of these yachts. Also, Gilman Yachts reports the new listing SEA FOX, 100' Cheoy Lee Global Series 2008, asking: \$5,950,000, located in For Lauderdale, contact Marty Isenberg.

Gilman Yachts would like to welcome aboard MARTY ISENBERG to the Gilman Yachts family! Marty brings more than 30 years of experience to the yachting industry. He was born and raised in a family of yachtsmen and has owned and operated two boat-building companies successfully,





◆ **YACHTZOO** is pleased to announce the sale of its Central Agency listing, the 147' 2006 Izar/Navantia Motoryacht TUSCAN SUN. The yacht was sold in-house (listed by Rob Newton, with Bob McKeage representing the buyer.) The vessel is now cruising with her new owner in the Mediterranean.

The 107' 2008 Maiora TUSCAN SUN is now listed for sale with Yachtzoo. The five-stateroom yacht is currently lying in the south of France. The asking price has been set at €4,750,000. Please contact Central Agents Rob Newton at [rob@yacht-zoo.com](mailto:rob@yacht-zoo.com) or Bob McKeage at [bob@yacht-zoo.com](mailto:bob@yacht-zoo.com).

as well as project-managing major refits and new builds and serving as a director of sales and marketing throughout his career.

◆ **PIER ONE YACHT SALES** owners Len Garofoli and Tony Mondello announce that Paradigm Yacht Sales, located at Cape Harbour Marina in Cape Coral, Fla., has merged its company with Pier One Yacht Sales. This is the third brokerage firm to join under the Pier One banner in the last 18 months. The merger now makes Pier One Yacht Sales the largest brokerage firm between Charlotte and Lee County that has four fully staffed offices with a total of 22 brokers serving South West Florida. For more information contact Len Garofoli at 941.639.7777.

◆ **OUTER REEF YACHTS** is proud to welcome Tracy Hess as global Director of Marketing and Communications. Tracy brings to Outer Reef over 13 years of marketing, sales and communications experience, eight of which were within the yachting industry. She is responsible for managing and enhancing the well-respected image the company has maintained since 2001.

Also, Outer Reef Yachts announces the opening of its newest sales center,

located in Cartagena, Columbia. The Cartagena area is particularly attractive to Outer Reef Yachts as the area offers a strong home base for Latin America's elite yachting community, including boaters from Panama, Brazil, Mexico and Argentina. The office's first line of business was successful participation in the 1<sup>st</sup> Annual Panama Boat Show.

For more information, please contact Tracy Hess at [tracy@outerreefyachts.com](mailto:tracy@outerreefyachts.com) or 954.767.8305, or visit [www.outerreefyachts.com](http://www.outerreefyachts.com).

◆ **UNITED YACHT SALES (UYS)** has been appointed factory-direct representative for the state of New Jersey. Scott White and his team of seven brokers will be leading that effort. The factory demo boat HATTERASCAL will be docked at the UYS Cape May office for most of summer and will be attending several of the Mid Atlantic fishing tournaments.

UYS also has been appointed exclusive factory representative for the Newport Offshore series of custom Catamaran power yachts. The boat will be introduced at the Newport Boat Show this September.

UYS is enjoying its best year ever,

having closed on over 300 transactions in the first half of the year. Sales have increased over 20% from 2013 YTD.

◆ **DENA KENNEDY** is very excited to launch her new yacht brokerage – KENNEDY YACHTS. Dena has significant industry knowledge and a strong passion to build a company that is focused on delivering a great customer experience. The foundation of Kennedy Yachts' personal and business relationships always will be based on honesty, integrity and caring.

◆ **ATLAS MARINE SYSTEMS** announces that its main switchboard, emergency switchboard and shore power converter systems have been commissioned and are in service aboard the new Trinity Motor Yacht COCOA BEAN. The vessel meets ABS class requirements, is 243' in length and was constructed at Trinity Yachts shipyard in Gulfport, Miss. The main switchboard is designed to automatically operate three generators in parallel and provides seamless transfers to the shore power converters.

◆ **YACHTCLOSER** is delighted to announce that Allied Marine, a division of the Ferretti Group and one of the largest pre-owned yachting services in the country, has selected YachtClosers web-based contract management system to make the process of buying and selling a yacht easier and more efficient for its brokers and their clients.

YachtCloser also is proud to announce its new partnership with Shore Premier Finance, a direct marine lending division of Shore Bank. With YachtClosers new integrated tool called FinanceClosers, we now can streamline the credit application process with pre-populated forms and electronic signatures. With the click of a button, brokers now can simplify the financing process for their customers.

## 3rd Annual Golf Scramble



On Tuesday, June 3<sup>rd</sup>, FYBA held its 3<sup>rd</sup> Annual Golf Scramble at Jacaranda Golf Club. Eighty-five golfers participated in the scramble, and were fortunate enough to have perfect weather for a morning round of golf at this beautiful course, which has been host to many PGA, USGA and FSGA championships.

FYBA would like to thank main event sponsors Robert Allen Law and Show Management for their support of this year's Golf Scramble. Additionally, FYBA would like to thank Chima for sponsoring the awards, Sanlorenzo for sponsoring the beverage carts, and YachtCloser for sponsoring the Hole in One. For a list of all of the individual hole sponsors, please see the bottom of our FYBA 2014 Sponsors list on page 2.

Many thanks to everyone involved for a highly successful event!



***Congratulations to our 1st Place Team:***

Mark Erlewine, Andrew Lebuhn,  
David Sargus & Jeff Partin





1. Paul Flannery, Bob Allen, Bob Zarchen, Skip Zimbalist & Lon McCloskey
2. FYBA Executive Director Ann Vernon with staff from Seacoast Marine Finance
3. Lauren Hartman, Catalina Bujor and Uta Scarlata at the Dockwise Yacht Transport tent
4. Golfers enjoying the day
5. Michael Hartman, Tom Gresh, Steve Donnell & Jason Dunbar
6. Ingrid Anglin, Theo Dienes, Julie Zub & Mike Breadhl
7. Grant Henderson, John Jarvie, James Maitland & Mark Thiessen





## GOLF SCRAMBLE



8. Teeing off

9. The team from Robert Allen Law

10. Omar Franco, Skip Zimbalist, Bob Zarchen & Lon McCloskey

11. Laura Sherrod, Shuly Oletzky & Christian O'Brien

12. Steve Sheer and the team from Show Management



## MARKET UPDATE

By Gary Beckett,  
Turnkey Communications & Public Relations

# Florida Brokers Report Mixed Results for First Half of 2014

Florida Brokers specializing in the middle and upper end of the market – especially between 36 and 79 feet – reported strong results for the first half of 2014 as compared with the same period in 2013. Unit sales increased by almost 6 percent to 1,240 boats from 1,172, while dollar sales rose by 13 percent to \$408 million from \$362 million, according to Florida brokers reporting sales in YachtWorld's Soldboats.com database.

Sales of yachts over 80 feet largely were flat, with 75 boats sold, up from 73. However, dollar sales declined from \$708 million to \$495 million for a significant 30 percent decline.

Florida brokerage sales overall fell by 169 boats to 3,212; a 5 percent dip. Dollar sales declined by more than 14 percent to \$1 billion from \$1.2 billion, mostly due to the decreased value of superyacht sales, based on broker information reported to YachtWorld.com. The powerboat segment saw the largest percentage decline, with unit sales falling nearly 6 percent to 2,794 boats and dollar sales dropping by more than 12 percent to \$954 million.

Florida's brokerage sailboat sales were stronger, falling just 1 percent to 418 boats in the 2014 first half from 422 in the 2013 period. However, total dollar sales were down 42 percent to \$48 million, largely due to the decline in sailing yachts 80 feet and up, according to YachtWorld.com reports.

One important factor impacting Florida brokers in 2014 may be a declining inventory of quality, late-model used boats – especially those built after 2008. That's partly because so few new boats were built, especially for the 2009-2012 model years.

"Our firm saw relatively strong sales throughout the first and second quarters of 2014, including sales throughout the entire range of the market, from several high-quality large yacht tenders to superyachts well in excess of 60 meters," said Cromwell Littlejohn of Merle Wood & Associates, Inc., who is also FYBA vice president, adding that pricing seems to be firming up: "Fewer and fewer price reductions are being announced, and we're actually seeing a few price increases; something unheard of in the past few years."

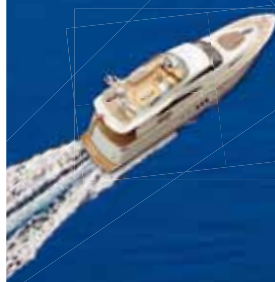
*This story was adapted from a version in the Q2 YachtWorld Market Index. To download a copy of the index courtesy of YachtWorld, please visit [www. https://s3.amazonaws.com/dmm-cdn-test/yachtworld/YW-US-2014-Q2-Market-Index-Final.pdf](https://s3.amazonaws.com/dmm-cdn-test/yachtworld/YW-US-2014-Q2-Market-Index-Final.pdf).*

CRUISING PERMITS

MARINE CLEARANCES

CUSTOMS ENTRIES

IMPORT GUIDANCE



## WE'LL TAKE IT FROM HERE

Howard S. Reeder, Inc. has been providing unsurpassed personalized expertise in U.S. Customs procedures and entries for over 50 years. Trust the leader and navigate customs with confidence.



*Howard S. Reeder, Inc.*

*Navigating Customs with Confidence Since 1940*

**Licensed U.S. Customs Brokers**

BOAT SHOW BONDS / MEGA YACHT ENTRIES  
DRAWBACK ENTRIES / IMPORT CONSULTING

**T:305-371-8431 F:305-381-6795**  
[www.howardsreederinc.com](http://www.howardsreederinc.com)



## East Coast Yacht Sales Summit

The East Coast Yacht Sales Summit held at Pier 66 in June was one of the most successful seminar programs ever presented by the FYBA.

"I always learn a lot at the FYBA seminars but today more than ever. Today's seminar was not only informative but it was really entertaining," said one attendee.

The Summit, which was sponsored by YachtWorld.com, Robert Allen Law, Howard S. Reeder, Inc. and Celedinas Insurance Group, comprised a full day of educational presentations, panels and networking opportunities. After breakfast, the program began with an introduction by FYBA Executive Director Ann Vernon and Summit Moderator Bob Denison, followed by insights into the State of the Industry by Courtney Chalmers and Joe Lingerfelt of Dominion Marine Media/YachtWorld.com, an Internet Ethics Panel, and an insightful presentation on Marketing to the Next Generation by Ashok Rajan, formerly of Merrill Lynch.

"These seminars always prove that I DON'T know it all after 40 years of yacht brokerage!" commented another attendee.

After lunch, Bob Allen of Robert Allen Law gave an FYBA Forms Update; Steele Reeder and Trey Reeder of Howard S. Reeder, Inc. and Warren Hayes of Alley, Maass, Rogers & Lindsay, P.A., led a panel discussion on USCG, Customs, Use Tax, and TIB; Brian Gonzales of Wealth-X gave a talk on Effective Affluent Client Target Marketing, and Bob Focazio of Focazio Consulting, gave a dynamic presentation on Sales Motivation – "You Are Better than You Think You Are." After closing remarks by FYBA President Gary Smith, the Summit ended with a cocktail reception sponsored by Bank United.

"The best and most relevant summit I have been to. Very helpful as a broker," said another professional who attended.

"Best FYBA event I have attended," commented another attendee. "Well planned, well executed, kudos to the FYBA team."



1.



2.



3.

1. Bob Denison moderating the Internet Ethics Panel

2. Chad & Rodney Robertson

3. Summit sponsors L to R: Roger Herd with YachtWorld, Bob Allen with Robert Allen Law & Tom Gresh with Celedinas Insurance Group. Not pictured: Steele Reeder with Howard S. Reeder, Inc.

4. Speakers, Sponsors and Board members L to R: Roger Herd, Bob Focazio, Ashok Rajan, Bob Denison, Frank De Varona, Tom Gresh, Brian Gonzales, Ann Vernon, Bob Allen, Jeff Erdmann, Paul Flannery, Bob Saxon, Jason Dunbar & Gary Smith.



4.



5.



6.



7.



8.



9.

5. Katya Jaimes, Brian Gonzales, Marc Welch & Pat Codere

6. Dirk Boehmer, Kathy Azuma & Gary Smith

7. Alastair Callender, Clayton Swart, Rob Carron & Sarah Callender

8. Stephanie Klein, Laura Ross, Peggy Garcia & Claudia Casalis with Robert Allen Law

9. Mark Karampelas, Jessica Engelmann, Rob Wojciechowski & Cindy Sailor



*After three straight months of shows washed out by often torrential afternoon rains, the weather finally cooperated for the July 17<sup>th</sup> Brokers Open House at Bahia Mar. More than 75 industry professionals attended the event and were able to view the 21 boats on display, ranging in size from 45' to 168'.*

*Attendees enjoyed networking along with food and beverages on the host boat, an 80' Offshore Motoryacht. Event sponsor Yacht Controller hosted the iPad drawing and Connor Cogan with Worth Avenue Yachts was the lucky winner!*

*FYBA would like to thank The Grateful Palate for catering the event and sponsors AIM Marine Group and Yacht Controller for their support.*

1. Whit Kirtland, Clayton Swart, Bruce Schattenburg, Ingrid Anglin, Jon Motta & A.J. MacDonald
2. John-Henry Falk with Yacht Controller
3. CORK TRICK 4. Host Boat OFFSHORE 80
5. Laura Hogle, Jeff Erdmann, Pam Creagan & Ann Vernon
6. John Olson, John-Henry Falk, iPad winner Connor Cogan and Chris Willits



#### YACHTS IN ATTENDANCE

GALLANT LADY	HULL #90011	FREEDOM
COPASETIC	ON A ROLL	RING-N-WET
VALKYRIE	OFFSHORE 80	INTERACTIVE
TOTO	KOPKAPY	NEW BOAT
STOP THE PRESS	BINA	BUSCO VIENTO II
PREMIUM	JAYHAWK	COMMUTER
CORK TRICK	QUEST	WHATEVER





## BULLETIN BOARD

### ◆ YACHT SALES EXECUTIVE: ALLIED MARINE

is looking for an experienced "larger yacht" sales executive to join its new Bahia Mar brokerage and charter team. Come join Bruce Schattenburg and the rest of his winning sales team! You can reach Bruce at 954.328.4329 or email Bruce.Schattenburg@AlliedMarine.com.

### ◆ YACHT SALES BROKER: BRADFORD MARINE

**YACHT SALES** is seeking an experienced yacht sales broker for our Fort Lauderdale office. We're looking for candidates who are professional and highly motivated, with five-plus years of experience listing and selling large yachts; a proven track record as a leader in yacht sales, and a seasoned knowledge of the yachting industry. We provide exceptional sales tools and support for our brokers, including multi-channel marketing campaigns, complimentary dockage in our Yacht Showroom, and Rewards programs. For more information, please contact Michele Allen via email at Michele@bradfordmarineyachtsales.com. All inquiries are kept strictly confidential.

◆ **YACHT BROKER: DAVID WALTERS YACHTS** is looking for a highly motivated, experienced yacht broker who wants a long-term career opportunity with a highly regarded Fort Lauderdale brokerage firm with a prestigious home office on corner of Cordova and 17<sup>th</sup> Street. We are seeking an individual with proven yacht sales experience who wants the opportunity to become part of a growing organization with an exceptional reputation, support services and marketing exposure. All contacts should be directed to David Walters, cell: 954.328.2130 or email david@dwyfl.net, and will be kept strictly confidential.

◆ **YACHT BROKER:** Rapidly exploding South Florida-based dealership selling all types of water craft is in need of an experienced licensed Yacht Broker to join our staff at our shipyard/brokerage location. Lots of in-house listings to start with, and listing leads and buyers inquiring daily. If you are the right person, the income is endless. Healthcare available. Please contact and send resume to ricka@nauticalventures.com.

◆ **YACHT BROKERS:** Sunseeker Florida is looking for experienced brokers to join our new South Florida offices. With current locations in Miami and Ft Lauderdale, candidates will motivated and reputable to represent this premier manufacturer in new sales, brokerage sales and securing listings. Spanish speaking is a benefit. All applications handled in confidence. Please contact Paul Burgess at pburgess@sunseekerfla.com.

*admiralty & maritime law*



# IRWIN LAW FIRM

■ Yacht transactions, domestic and foreign

■ Contracts for new vessel construction, purchase and charter

■ Maritime and commercial litigation

■ Dispute resolutions

**David E. Irwin, Esq.**  
Admiralty and Maritime  
Attorney at Law

750 SE 3rd Ave., Suite 301  
Fort Lauderdale, FL 33316  
**Phone** 954.775.2301  
**Fax** 954.775.2303

[www.irwinlegal.com](http://www.irwinlegal.com)

[david@irwinlegal.com](mailto:david@irwinlegal.com)

# Nova Scotia: Canada's Atlantic Playground



Located on Canada's southeastern coast, Nova Scotia is the most populous province in Atlantic Canada. Its capital, Halifax, is the major economic center of the region. Industries such as fishing, mining, forestry and agriculture remain very important here and have been joined by tourism, technology, film, music and finance.

The British Empire obtained control of the region between 1713 and 1760, and established a new capital at Halifax in 1749. In 1867, Nova Scotia was one of the founding provinces of the Canadian Confederation, along with New Brunswick and the Province of Canada (which became the separate provinces of Quebec and Ontario). It was named after Scotland, and today people of Scottish descent are still the largest ethnic group in the province.

## A LONG SUMMER

Nova Scotia has a fairly wide but not extreme temperature range, and a late and long summer. The province lies in the mid-temperate zone and, although it is almost surrounded by water, the climate is closer to continental rather than maritime. The temperature extremes of the continental climate are moderated by the ocean. The average

temperature range in Nova Scotia in the summer season is from 14 °C (57 °F) to 28 °C (82 °F).

The province is surrounded by three major bodies of water: the Gulf of Saint Lawrence to the north, the Bay of Fundy to the west, and the Atlantic Ocean to the south and east, making it a wonderful cruising destination in the summer months.

However, delivery and cruising can be slower as Nova Scotia can get very foggy in places, with Halifax averaging 196 foggy days per year and Yarmouth, 191.

Charter guests can fly commercial airlines to Halifax International Airport. However, Fox Harb'r Golf Resort in Wallace, Nova Scotia, boasts a 4,885-foot private runway, so you can arrive directly to board our 161-foot Trinity Motor Yacht DESTINATION FOX HARB'R TOO at the resort.

Fox Harb'r is a magnificent blend of both Scottish links and traditional parkland golf. The outward nine lures you away from the sea to sheltered forests, expansive wetlands and deep rock-lined lakes. Winding amidst tall spruce and sculptured terrain, each hole commands its own unique setting and signature. The inward nine is a pure delight to play. The Scottish flavor of the course

is highlighted as you are drawn along the spectacular rugged seacoast of the Northumberland Strait.

#### LINKS AND LOCKS

Here is a sample charter Itinerary from Fox Harb'r Resort to Halifax.

##### Day 1: Welcome aboard!

Enjoy the resort amenities and complimentary spa treatments as you settle in.

**Day 2:** Enjoy complimentary golf or sign up for skeet or trap shooting. Cruise to Charlottetown, Prince Edward Island (25 miles). PEI has more than 500 miles of the warmest beaches north of the Carolinas with water temperatures as warm as 74 degrees Fahrenheit. Enjoy dinner onboard and stroll into town for a nightcap.

**Day 3:** Visit beautiful Charlottetown and some local resorts, golfing for those who would like. Depart after dinner and cruise through St. George's Bay to the Strait of Canso.

**Day 4:** Awake to the locks of St. Peters Canal. Cruise through and head through the Bras D'Or Lakes to Baddeck. Golfing and sightseeing are both worthwhile pastimes in Baddeck, home of Alexander Graham Bell National Historic Site, a great museum! Take a tour of the Cabot Trail or hike one of the numerous other trails, enjoying scenery equal to that of California's Pacific Coast Highway but with the occasional moose sighting! Dock in Baddeck for the night.

**Day 5:** Enjoy all the craft stores in town, go golfing or hiking, or play with the yacht's PWCs and water-sports toys. You also can enjoy scenic walks, colorful flowers, and rich history in the calm warm waters of the Bras d'Or Lakes.



*Opposite page: Welcome to Baddeck, Nova Scotia. This page, top: DESTINATION FOX HARB'R TOO in St. Peters Canal. Above, left: Baddeck Lighthouse. Above, right: A local house.*

**Day 6:** Depart Baddeck for Louisbourg (approximately a four-hour cruise), a re-creation of an 18<sup>th</sup> century French port. The town is located beside the Fortress of Louisbourg National Historic Site. Besides this interesting historic treasure, magnificent seascapes and beaches also await you on this beautiful island. Anchor out, take the tender to the town of Louisbourg and Captain Bill can arrange for a tour of the Fortress of Louisbourg. Depart Louisbourg after dinner, and cruise 10 hours overnight to Halifax.

**Day 7:** Arrive in Halifax and explore the city, enjoy the casinos, rich history, and shopping, or continue cruising south west of Halifax into the Mahone Bay and enjoy the towns of Lunenburg or Chester.

**Day 8:** Guests depart via Halifax Stanfield International Airport.

*For more information, please contact Churchill Yacht Partners at 954.527.2626; email [thoughting@churchillyachts.com](mailto:thoughting@churchillyachts.com) or visit [www.churchillyachts.com](http://www.churchillyachts.com).*



## In Memoriam: Rikki Davis

**R**yoko "Rikki" Davis Vurpillat, the noted charter broker, passed away peacefully with her husband, Jerry, by her side in Daytona Beach, Fla., on June 29.

Born 1938 in Toronto, Canada, Rikki attended McGill University in Montreal, where she earned a BS degree in microbiology. After pursuing a career in the medical research field, Rikki's love of travel prompted a "sea change". She crewed aboard yachts in the Bahamas and Caribbean before relocating to Fort Lauderdale, where she established her own firm, Rikki Davis Yachts, becoming a force in the international yacht charter industry for more than 30 years.

Davis sold her business to Churchill Yacht Partners in 2005, but remained active with the company. Until recently, Churchill's retail charter division was known as Rikki Davis Yachts at Churchill Yacht Partners.

In a statement released after her death, Churchill Yacht

Partners said: "Rikki was an icon in the industry, being one of the pioneers in the world of yacht charter. She quickly became one of the most successful independent charter brokers anywhere, helping to shape the business at a time when it was still developing without the control of large management companies.

"Davis traveled many oceans aboard some of the nicest charter yachts, cruising throughout the Caribbean, Mediterranean, New England and South Pacific. She toured the ruins of ancient civilizations in Turkey, sank her toes into the white sand beaches of Fiji ... and, after taking up golf, enjoyed golf-and-cruising charters as far north as Nova Scotia.

"Her name was respected around the world, and we will always be proud of our affiliation with her. Many important people trusted Rikki Davis with the vacations of their dreams, and for several decades, Rikki made those dreams come true."



**AS A YACHT BROKER,  
YOUR EXPERTISE  
IS TO SELL YACHTS,  
NOT TO PLACE CREW.**

**That's Where We Come In!**

Crew Unlimited has been providing professional crew placement services to yachts since 1983.



- » We don't sell yachts
- » We verify references and maritime licenses
- » We conduct Criminal Background Checks
- » We guarantee our Captains' Placements for 6 months

**31 YEARS IN BUSINESS, 51,000 CANDIDATES,  
6,300 YACHT OWNER CLIENTS, 101,000 REFERENCES CHECKED**

**JOBS FOR CREW, CREW FOR YACHTS, YACHTS FOR CHARTER  
VISIT CREWUNLIMITED.COM**

1069 SE 17 St, Ft. Lauderdale, FL 33316 T: +1 954 462 4624 E: info@crewunlimited.com  
30 rue Lacan, Galerie du Port, Antibes, France 06600 T: 33 04 92 38 05 58

### Keystone Point MARINA



### NEED OFFICE SPACE?

Place yourself in the heart of North Miami in this 725 sq. ft. office space at Keystone Point Marina. Located just off the ICW near Haulover Inlet, this space is perfect for a yacht brokerage or boat sales office.

Our 5-acre marina offers:

dry storage | wet slips and alongside dockage  
travel lift | fuel dock | pumpout | mechanics on site

Contact Trish Hamilton at 305-940-6326  
1950 NE 135th Street, North Miami, FL 33181  
trish@keystonepointmarina.com  
www.keystonepointmarina.com

## CHARTER NEWS

◆ **YACHTZOO** announces that the 72' Hatteras Motor Yacht, **SHOW BOAT**, built in 2009, is new to its charter fleet. The yacht will be available for Florida/Bahamas charters at a weekly rate of \$25,500. She features three cabins accommodating six to eight guests. Day charter inquiries considered. Please contact Melinda Miller at [usacharterfleet@yacht-zoo.com](mailto:usacharterfleet@yacht-zoo.com).



◆ **DENISON YACHT SALES** is thrilled to announce the addition of new yacht charter manager, Leslie Adams.

◆ **NEPTUNE GROUP YACHTING** is please to welcome Mary Lyn Floyd to its Crew Placement Division, Neptune Crew. Prior to joining Neptune Group Yachting, Mary Lyn worked as a Charter Marketer for Bob Saxon & Associates. Contact Mary Lyn at 954.524.7978.

◆ **ALLIED MARINE GROUP**, a division of the Ferretti Group, is delighted to announce the appointment of two staff members to its growing Luxury Yacht Charter Division: Yacht Charter Specialists Katy Carter and Madeline Mancini.

Katy has served as a chief stewardess on yachts from 98 to 200 feet, and in the charter departments at Denison Yacht Sales and Camper & Nicholsons International. Madeline

has crewed as a stewardess on yachts from 100 to 130 feet and also produced a TV pilot, "The World of SuperYachts." Madeline also has worked in the charter departments of International Yacht Collection (IYC) and Northrop & Johnson.

Katy Carter and Madeline Mancini may be reached at 954.760.6530. Katy's email address is [Katy.Carter@AlliedMarine.com](mailto:Katy.Carter@AlliedMarine.com), and Madeline's is [Madeline.Mancini@AlliedMarine.com](mailto:Madeline.Mancini@AlliedMarine.com).

## EXPERIENCE, KNOWLEDGE & PERSONAL SERVICE

40 YEARS SERVING SOUTH FLORIDA • FORT LAUDERDALE • MIAMI • WEST PALM BEACH



**Boat Show Bonds**

**Import/Duty Paid Entry**

**Export Shipping Services**

**Yacht Entrance & Clearance**

**Temporary Import Bond Entry**



**IMPORT / EXPORT / INTERNATIONAL LOGISTICS**

101 SE 21 Street, Fort Lauderdale, Florida 33316 | 954-522-3763 | [www.jpreeynolds.com](http://www.jpreeynolds.com)





### 19th Annual Yacht Sales & the Law Seminar

Wednesday, October 1, 2014 | Hyatt Pier 66 – Fort Lauderdale

#### UPCOMING SEMINARS

*Time:* 8:00-4:30 followed by cocktail reception

\$60 for members & \$240 for non-members

*Registration fee includes:* continental breakfast, seminar, breaks, lunch and cocktail reception

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

and Willis Marine; Cocktail Reception sponsored by:  
Bank United

### Charter Seminar

Wednesday, October 8, 2014 | Bahia Mar – Fort Lauderdale

*Time:* 9:00-4:30 followed by Charter Brokers Open House

\$60 for members & \$85 for non-members

*Sponsored by:* IGY, Boat International, Port Louis Marina and  
Dania Baru Adventures

## Stock Island Marina Village Key West

- ⊗ Largest Deep Water Marina in the Keys
- ⊗ 128 New Concrete Floating Docks
- ⊗ High-Speed Fuel System
- ⊗ Yachts up to 300'
- ⊗ Community Garden
- ⊗ Dog Park
- ⊗ Conference Lounge
- ⊗ Affordable Dockside Living
- ⊗ Beer, Bait & Ice



Shrimp Road Grill

24° 33' 53.09" N  
81° 44' 09.66" W



Best Fuel Prices  
in the Keys!

(305) 294-2288  
Call for Fuel Discounts  
StockIslandMarina.com



## NEW MEMBERS

### JULY NEW MEMBERS

#### PROFESSIONAL ACTIVE

**Joseph Marino** – Atlantic Yacht & Ship; Sponsors: Paul Burgess & Michael Joyce

**Bill Begley** – N.T.B Yachts LLC  
Sponsors: Jon Burkard & Frank De Varona

#### PROFESSIONAL ASSOCIATE

**Richard Meyer** – Gulf Coast Yacht Sales; Sponsors: Lauran Lee & Tom Fischer

**Robert Conway** – Gulf Coast Yacht Sales; Sponsors: Lauran Lee & Tom Fischer

**Fletcher Daves** – Galati Yacht Sales  
Sponsors: Carmine Galati & Joe Galati

**William Krul** – Gulf Coast Yacht Sales  
Sponsors: Lauran Lee & Tom Fischer

**Oscar Mercado** – MarineMax  
Sponsors: Justin Williams & Frank De Varona

**Timothy Smith** – Ross Yacht Sales, LLC; Sponsors: Richard Grajirena & Jeff Stanley

**Ted Egan** – Sparkman & Stephens  
Sponsors: Michael Joyce & Jack Zacks

**Amilcar Martin** – Allied Marine  
Sponsors: Jon Burkard & Chris Burkard

**Nils Florman, Jr.** – Sparkman & Stephens Florida LLC; Sponsors: Jack Zacks & Gary Smith

**John Cernuska** – MarineMax  
Sponsors: Dan Aultman & Justin Williams

**Lindsey Ruggiero** – Galati Yacht Sales; Sponsors: Carmine Galati & Joe Galati

**C. Troy Jones** – Ross Yacht Sales, LLC; Sponsors: Jeff Stanley & Richard Grajirena

**Lee Scheele, Jr.** – MarineMax  
Sponsors: Dan Aultman & Alberto Galante

#### AFFILIATE ACTIVE

**Clint Clouatre** – YATCO  
Sponsors: Thom Conboy & Jeff Partin

**Rick Gladych** – Raven Offshore Yacht Shipping; Sponsors: Cromwell Littlejohn & Jeff Erdmann

#### AFFILIATE ASSOCIATE

**Timothy Murphy** – Premier Estate Properties, Inc.; Sponsors: Cromwell Littlejohn & Phil Burroughs

**Matthew Whelpley** – Lazzara  
Sponsors: Peter Lenton & Rich Lazzara

### JUNE NEW MEMBERS

#### PROFESSIONAL ACTIVE

**Garret Almeida** – Island Trader Yacht Sales; Sponsors: Ted Robie & Bryan Boyd

**Dena Kennedy** – Kennedy Yachts  
Sponsors: Dennis Kennedy & Pete Woods

**Roy Pinney** – Venture Yacht Sales  
Sponsors: Paul Pitre & David Walters

**Andrew Silva** – Yacht Consulting Group, Corp.; Sponsors: Kent Chamberlain & Keith Maling

#### PROFESSIONAL ASSOCIATE

**Lori Goldstein** – David Walters Yachts; Sponsors: David Walters & Jeff Erdmann

**Thomas Murphy** – United Yacht Sales; Sponsors: Peter Schmidt & Neal Morris

**Tom Ricca** – Admiralty Yacht Sales  
Sponsors: David Lash & Frank De Varona

**Richard Rosano** – Sarasota Yacht & Ship; Sponsors: Gary Smith & Frank De Varona

**Tom Sanders** – HMY Yacht Sales  
Sponsors: Steve Moynihan & Jon Burkard

**Scott Schramm** – Bayport Yachts  
Sponsors: Eric Horst & Bill Walczak

**Russ Schafer** – Denison Yacht Sales  
Sponsors: Bob Denison & Jeff Erdmann

#### AFFILIATE ACTIVE

**Julie Jones-Bernard** – Premier Estate Properties, Inc.; Sponsors: Crom Littlejohn & Gary Smith

#### AFFILIATE ASSOCIATE

**Sarah Callender** – Hill Robinson  
Sponsors: Michael Reardon & Christel Lincoln

**Jesse Julian** – Oversea Yacht Insurance; Sponsors: John Jarvie & Roy Sea

**Renee McCullers** – Nautical Ventures  
Sponsors: Neil Emmott & Steve Martin

**Andrew Parkinson** – Yachts International; Sponsors: Bob Denison & Andrew High

**Barrett Wright** – Hill Robinson  
Sponsors: Michael Reardon & Christel Lincoln

#### SUPPORT

**Denise Ciparro** – InterMarine  
Sponsors: John-Henry Falk & Rick DuBois

**Robert Faust** – Northrop & Johnson  
Sponsors: Kevin Merrigan & Chuck MacMahon

**Jill Hogue** – HMY Yacht Sales  
Sponsors: Paul Flannery & Steve Moynihan

**Alfredo Lopez** – Northrop & Johnson; Sponsors: Kevin Merrigan & Bruce Leffers

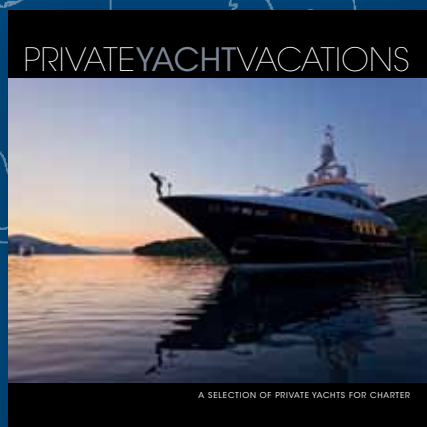
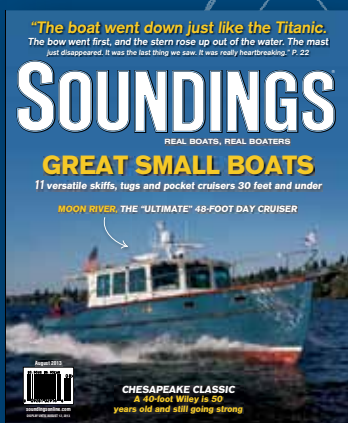
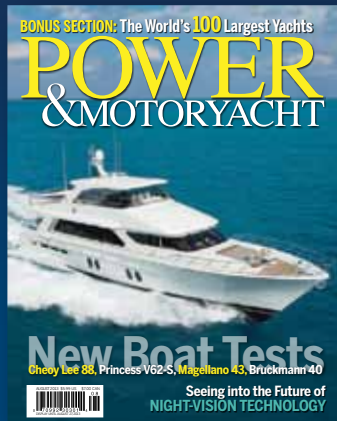
**Marybeth Probst** – HMY Yacht Sales  
Sponsors: Paul Flannery & Steve Moynihan

**Terri Riddell** – Northrop & Johnson  
Sponsors: Kevin Merrigan & Chuck MacMahon

**Nicole Thomas** – HMH Yacht Sales  
Sponsors: Paul Flannery & Steve Moynihan

# AIM MARINE GROUP

# Delivering the Marine Market



TO FIND OUT HOW WORKING WITH US CAN BENEFIT YOU,  
CONTACT ARNIE HAMMERMAN P: 425-789-1024 E: [ahammerman@aimmedia.com](mailto:ahammerman@aimmedia.com)

[www.aimmedia.com/mg.html](http://www.aimmedia.com/mg.html)



**YACHTS**  
INTERNATIONAL

**BoatQuest.com**

**PassageMaker**

**SOUNDINGS**  
THE BOAT BUYER'S GUIDE

**Trade Only**

**SAIL**

**POWER & MOTORYACHT**

**SHOW MANAGEMENT**



# CROSSNET

*Int'l Transportation*

Worldwide Yacht Transport Since 1996



[frosario@crossnetint.com](mailto:frosario@crossnetint.com)  
[www.crossnetint.com](http://www.crossnetint.com)  
Tel: (305)883-0105

SHIPPING AGENTS FOR



**cigisped**

Genoa - Istanbul - Dubai - Hong Kong



NVOCC-FMC Lic. No. 014625N



# WHAT'S THE SECRET TO SELLING NEW CONSTRUCTION?

Did you ever notice when you read the morning sales email reports from Malcolm at Boat International the same broker names keep popping up over and over every time they announce the signing of a major new build contract? A generation ago I noticed the exact same pattern in yacht donations when the same broker names were always in the announcement whenever a nonprofit announced the donation of a substantial quality yacht.

The real secret is the top brokers don't "sell it" they just "present it". In the world of yacht donations, no owner even thinks about "giving his boat away" in the beginning, but the leading broker ALWAYS present that option early in the process, and explain the advantages and disadvantages, run through the math and then they let it go. As time goes on, if the boat hasn't sold, the expenses begin to mount, and the owner is itching to move on with his life, suddenly the owner says, "Let's take a look at that donation thing again."

We have one broker here in Florida who has signed five new builds with Hargrave and we see the same pattern in our world. When the broker has a client looking for a late model used boat in our size range they just stop in with the client, they "meet the family", we explain they can get a new custom boats for about the same price as a late model brokerage boat and why they might want to consider that option, and then they let it alone.

Almost all their clients go on to buy a brokerage boat, but on occasion, there is one buyer who realizes he can't find exactly what he wants and digs in his heels and say, "I'm not paying that kind of money and getting anything less than what I want."

So there's your answer, if you want to be involved with new builds you just need to make it a regular part of your presentations and eventually the law of averages will kick in. Remember this advice from hockey superstar Wayne Gretzky – "I missed 100% of the shots I didn't take."

*FUN*

**HARGRAVE**  
CUSTOM YACHTS