

AUGUST/SEPTEMBER 2019

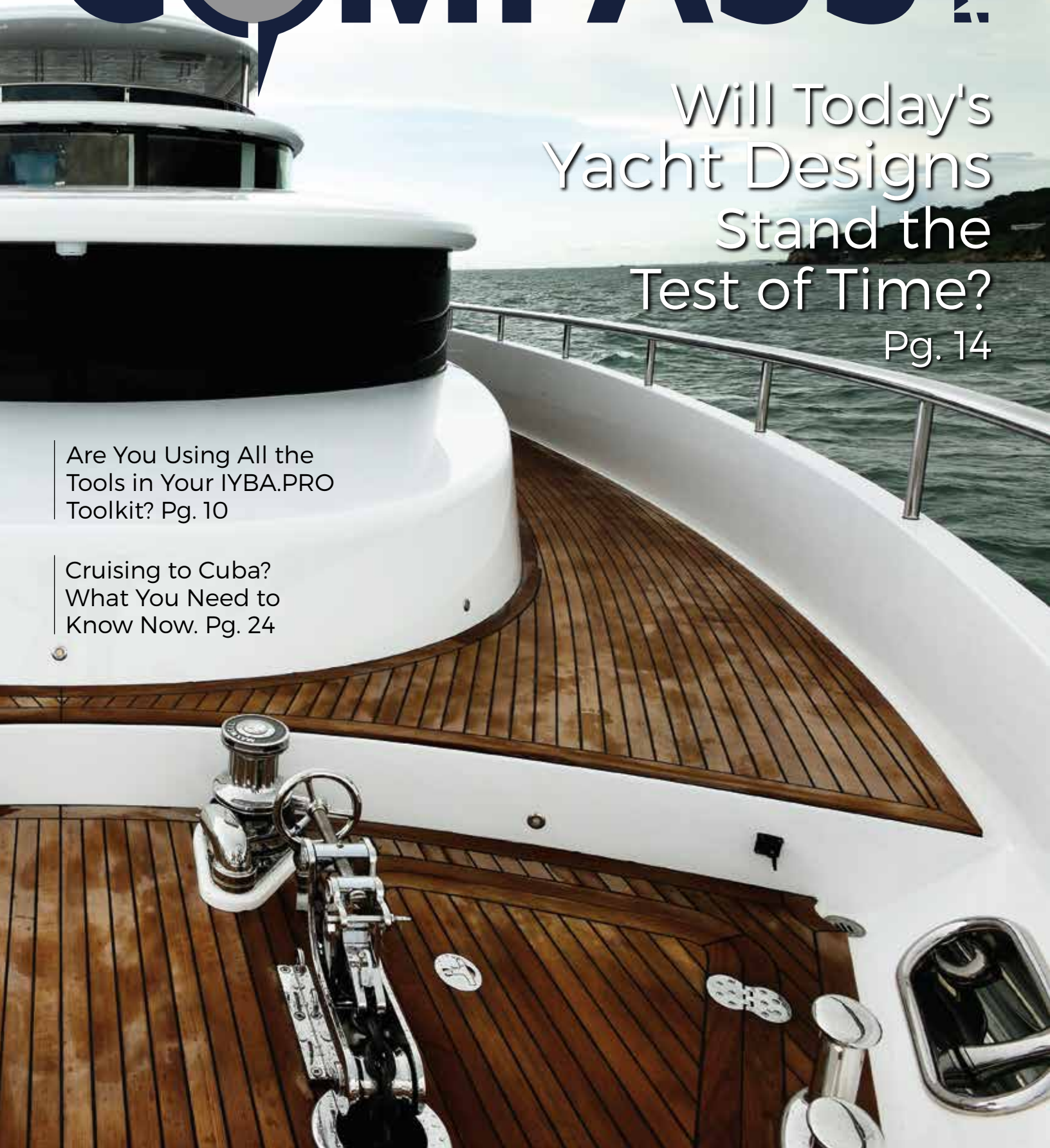
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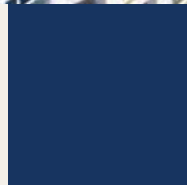
IYBA

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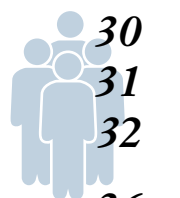
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Bahia Mar Yachting Center, Fort Lauderdale

August 20

West Coast Yacht Sales Summit
Hyatt Regency, Sarasota, Fla.

September 19

Brokers Open House
Bahia Mar Yachting Center, Fort Lauderdale

September 25-27

Monaco Yacht Show IYBA Members' Hospitality Suite
Jack Monaco

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FROM THE HELM

by **Paul Flannery**, IYBA Executive Director

NO MATTER THE SEASON, IT'S ALWAYS A GOOD TIME TO TAKE ADVANTAGE OF YOUR IYBA MEMBER BENEFITS

Summer is in full swing and at least here in Fort Lauderdale, it sure is a hot one! Hopefully you are finding places to hide and enjoyable things to do during this slower time of the year. Fortunately, we have air conditioning at the IYBA office, so we are hard at it.

June held a lot of activity for the IYBA membership with a successful Golf Scramble at Jacaranda on the 4th with 90 golfers and good weather...until it poured! Most teams got in a full round and the team from 26 North prevailed again this year as the winners. Congratulations to them and thanks to all for the continued support!

Also in the month of June, IYBA held the East Coast Yacht Sales Summit at Bahia Mar with 143 members in attendance. An interesting program and a new format held everyone's attention and reports are that the content was useful for all. Topics ranged from a State of the Industry panel to a discussion about the new IYBA.PRO Member Listing Service. These educational opportunities are developed with input from industry leaders and formatted to bring you important and useful topics that will help you in your daily business. I have yet to speak with a person who has attended one of our seminars without hearing something to the effect of: "I'm glad I attended. That was time well spent."

These programs are incredibly valuable resources for the membership and I strongly encourage you to attend when they are offered. The next event is the West Coast Yacht Sales Summit in Sarasota on August 20th. Go to www.iyba.org or look for an email blast from the office and sign up today!

Speaking of IYBA.PRO, if you are not yet signed up for this invaluable member benefit, please do so at your first opportunity. Many of the biggest brokerage houses in the industry, as well as several boutique shops, are fully engaged and we gain more relevance and traction on a daily basis. This is the only truly association-owned Member Listing Service in our industry and your ability

to enhance SEO, create marketing material unique to your company, and plug in other applications through our open architecture is truly without equal. We have API feeds for your inventory to upload in many of the public-facing websites that you subscribe to and are willing and able to provide a link to any MLS that will accept it. Talk to your providers and ask them if they don't take a feed from IYBA, what are they waiting for?

The fall boat show season will be upon us in no time, beginning domestically with the Newport International Boat Show and in Europe with the Cannes Yachting Festival and Monaco Yacht Show in September. As always, IYBA will co-host a networking event at Cannes with Robert Allen Law. We also will be present at the Monaco Yacht Show with our hospitality suite at Jack Monaco. If you have the pleasure of attending MYS, please make sure to utilize this valuable resource as a member of IYBA. Wi-Fi, private meeting areas, refreshments and great networking opportunities abound at the Jack Monaco IYBA Hospitality Suite.

On a more somber note, unfortunately we were unable to bring the IYBA Care health insurance program to fruition. At the U.S. District Court level in Washington, DC, Judge John Bates struck down the administrative order issued by President Trump that had opened the door for associations to offer group health care benefits to their members. The latest news is that the ruling will be appealed at the Appellate Court level and if necessary, will go to the Supreme Court before it is resolved. Florida Blue, the division of Blue Cross Blue Shield that was administering our plan offerings, retracted their offer to provide coverage pending the final disposition in the courts. In a letter to IYBA, they stated that they will continue to position themselves to be ready to offer group benefits if the court determines that it is not in violation of the law.

Obviously, this is a blow to our membership and the other organizations that were watching our progress in hopes to emulate our effort. We pledge to keep you informed of any positive developments and if the door is re-opened, we'll be first to walk through.

In the good news category, congratulations to MarineMax for its acquisition of Fraser Yachts and its appointment as exclusive USA dealer for Benetti Yachts. We wish MarineMax great success and prosperity with this venture and wonder what other big news breaks may be just over the horizon!

That's all the news that's fit to print. Now get out there and sell something, will ya...

Cheers,

Paul

Paul Flannery



At last year's IYBA hospitality suite at Jack Monaco with James Jaffa from Jaffa & Co.



RECORD YACHT REGISTRATIONS ANNOUNCED FOR 42ND CANNES YACHTING FESTIVAL

Yachting industry professionals and enthusiasts from around the world will converge on Cannes in Southern France on September 10-15 for the 42nd Cannes Yachting Festival. This event, which marks the start of the boat show season in Europe, continues to grow in importance for new boat builders and brokerage firms as an international stage on which to showcase their latest offerings.

As of mid-July, 529 in-water boats measuring over 10 meters (32.8 feet) in length were confirmed to be registered for the show, including 119 sailboats and 410 powerboats; an increase of more than 7 percent over the 2018 event.

"We are ... very optimistic about the total number of participating French and international shipyards and the number of associated boats that we will have the pleasure of welcoming this year," Sylvie Ernoul, director of the Cannes Yachting Festival, stated in a press release. "The latter should exceed the previous record figure of 2018 by 8 percent, which will enable buyers and visitors to discover an unparalleled nautical offering in Cannes."

New sailboat venue

The Cannes Yachting Festival extends along the city's historic La Croisette promenade and occupies two ports – Vieux Port and Port Canto. This year, the Vieux Port will feature new powerboats, while for the first time, the Port Canto will showcase sailboats in addition to the brokerage yachts. In order to accommodate its new "Sailing Space", the show will expand onto three new quays in Port Canto: the Quai d'Honneur, the Quai de la Roseaie and the Quai Ouest. The Sailing Space will host 120 new monohull and multihull sailboats from 10 meters and upwards, along with 80 exhibitors.

"For the opening of the Sailing Space, we are creating a new up-scale restaurant called Restaurant Skipper, which will be the counterpart

Cannes Yachting Festival

Location: La Croisette, Vieux Port and Port Canto, Cannes, France

Dates: Tuesday, September 10 to Sunday, September 15

Hours: Every day from 10 am - 7 pm with late night hours on Friday, Sept. 13 until 10 pm Closing at 6pm on Sunday.

of the Vieux Port's Panoramic Restaurant," said Ernoul. "The menu will be sponsored by Dalloyau and Louis Roederer. The terrace will offer a breathtaking view of the masts and hulls of the exhibited sailing boats!"

The show also has added a number of sailing-related events to

support the new Sailing Space. Isabelle Autissier, president of World Wildlife Foundation France and the first woman to sail around the world in competition, will be a Yachting Festival Guest of Honour and talk about her experiences. On September 12-13, the show will host La Regata, with the logistical support of the Cannes Yacht Club. Five teams will compete in the Bay of Cannes on the multihulls from the Tour Voile in a four-round competition. Showgoers will be able view these small racing catamarans and watch the regatta leave from Port Canto.

Another special event is the 5th Edition of the Concours d'Élégance Parade of powerboats, which will take place on September 14th at 4 pm on the Festival beach at the Vieux Port. It will feature a unique selection of day boats up to about 39 feet in length with captains and crews. The boats will be divided into two categories – those built before 1980 and those built after 1980. This year, for the first time, spectators will be allowed to vote live via smartphone for the "Coup de cœur du public", the public's favorite boat.

For further information on the Cannes Yachting Festival, visit cannesyachtingfestival.com.



Photo courtesy of the Cannes Yachting Festival

EVEN LARGER SUPERYACHTS TO BE ON DISPLAY AT 29TH ANNUAL MONACO YACHT SHOW

Photo courtesy of the Monaco Yacht Show



Get ready for the 29th annual Monaco Yacht Show (MYS), which runs September 25-28 at Port Hercules, Monaco. More than 125 superyachts with an average length of about 50 meters (169 feet) and an average value of \$30 million are expected to be on display. Of those, about 42 yachts will be new launches making their worldwide debut, according to show organizers. As an example of how the yachting industry has grown, compare this year's projected figures to the first running of the Monaco Yacht Show in 1991, where just 32 yachts were on display averaging 30 meters or about 99 feet in length.

Show organizers say this year's fleet will feature larger superyachts compared with 2018, with the largest yacht measuring more than 107 meters (351 feet) in length and 21 yachts measuring more than 60 meters (198 feet) in length.

IYBA's popular Monaco Yacht Show hospitality suite at Jack Monaco will return this year. If you have are going to the show, please make sure to utilize this valuable resource as a member of IYBA. Our suite offers Wi-Fi, private meeting areas, refreshments and great networking opportunities.

New Upper Deck Lounge

MYS organizers have announced that the Upper Deck Lounge will occupy two floors under the Parvis Piscine exhibition tent at this year's show, offering top-notch amenities to attendees. A reception and catering area will welcome all visitors in a luxurious environment

Monaco Yacht Show

Location: Port Hercules, Monaco

Dates: Wednesday, September 25 - Saturday, September 28

Hours: 11 am - 7:30 pm

Access for exhibitors starts at 8 am each day.

Closing at 7 pm on Sunday.

furnished by MYS partners. The ground floor is open to luxury exhibitors, and includes a bar with an outdoor terrace, while the first floor will host the show restaurant and a VIP lounge with a panoramic view over Port Hercules. The premier Only Watch 2019 collection of one-off luxury watches will be on display at the Upper Deck Lounge.

VIP Sapphire Experience

The Sapphire Experience program targets premium clients to enhance their show experience and help them to navigate their way through their first yacht-buying experience. Established in 2016, the program includes a Concierge Service that coordinates private visits aboard superyachts on display, as well as a calendar of festivities during the four-day event.

Monaco Yacht Summit

Since its introduction in 2016, the annual Monaco Yacht Summit has become a key event for clients and their advisors. Held immediately prior to the show on September 24th at the Yacht Club de Monaco, it is offered to qualified representatives, family offices and private investors. The Summit includes a series of informative panel discussions with acknowledged superyacht industry experts.

Car Deck exhibit

Featuring an impressive display of classic and customized luxury cars, the Car Deck exhibition showcases premium and one-off automobiles, some of which are available for test drives by prospective clients. Located next to the Tenders & Toys area, it offers a complete superyacht lifestyle environment in a single chic location.

Tenders & Toys

This exhibit features a stable of water toys – from inflatables to electric surfboards and mini submarines – and is always high on the list of priorities for sports-minded clients.

New opening hours

MYS will stay open later this year, with hours from 11am-7:30 pm., except on closing day, when the show closes at 7 pm.

For more information about the Monaco Yacht Show, please visit www.monacoyachtshow.com.

by **Louisa Beckett**, Turnkey Communications & PR, Inc.

THE TOY CHEST – 2019 EDITION

Among the many little luxuries that enhance the life of those aboard today's large private and charter yachts are the toys that keep guests entertained while they are in and on the water. Today's marine toy manufacturers seem to be continually outdoing themselves and one another when it comes to designing cool new products to use from yachts.

"The superyacht industry represents one of the most innovative and affluent markets, paving the way for new and forward-thinking products. Whether it be a towable tube or an electric-foil board, there's an owner or charterer wanting to try the newest and best," said Sam Powell, superyacht toyshop sales manager at National Marine Suppliers in Fort Lauderdale.

"There has been a shift from not only the 'biggest and baddest' to also the most efficient, emission-free and maintenance-free toys," he continued. "Yachts put everything through their paces. Maintenance, reliability, customer service all are put to the test, especially in a charter scenario. Inevitably those products that can withstand back-to-back charters, 18-hour days, zero downtime and in worst-case scenario, can be repaired quickly, are those that become favored onboard."

Powell provided IYBA with a list of the latest "must-have" toys available through the National Marine Suppliers Toy Division.



AquaBanas

Coming late 2019, AquaBanas is "Redefining Water Entertainment" with its innovative concepts designed to expand the usable square footage of your yacht. Manufactured in drop-stitch material, these patent-pending modular platforms include the Dining Bana, Splash Bana and Spa Bana models, all incorporating a cut-out for your cooler. They also are available with optional tents. Introductory offer: each complete AquaBanas purchase includes a JBL speaker and LED light. You also can take the recliners and tent to the beach to lounge

in comfort on land. AquaBanas are designed not only with the guests but also the crew in mind for ease of transportation, functionality, storage etc. AquaBanas offers a 3-year warranty. **Contact NMS for pricing.**

Lift eFoil 5'6 Cruise

Combining the thrills of surfing and flight, this battery-operated board is a more compact, advanced version of the original Lift eFoil. Riders can use it to "fly" at speeds of up to 25 mph. Propulsion is provided by a quiet-running electric motor mounted on a carbon-fiber hydrofoil. Its lithium-ion battery provides in excess of 60 minutes' run-time, depending on rider weight and speed. It comes with a handheld Bluetooth remote control that puts the eFoil's operation in the palm of your hand.

\$12,000; <https://liftfoils.com/efoil/>

Nautibuoy Platforms

Although they are more tools than toys, Nautibuoy Platforms can increase guests' fun exponentially, while at the same time helping to protect both yacht and water toys from damage caused by accidental collisions. These rugged inflatable docks are offered in two series, Voyager and Sport. Both can be configured as long, end-to-end docks extending off the yacht's beach platform, while the Voyager Platforms also can be linked side-to-side, as an L-dock or a T-dock for personal watercraft. Available a variety of sizes from 8'2" to 13'1" in length, they come with either a teak-look or diamond-pattern surface, both durable and non-skid.

\$4,700-\$7,255; <https://nautibuoymarine.com/>





Radinn G2X Jetboard

Jetboarding – riding an electric surfboard – is a hot new sport on the superyacht toy scene. Radinn's G2X Jetboard is billed by its manufacturer as the most advanced battery-powered jetboard on the market today. With a rider on board, it can reach speeds of over 34

mph in near-complete silence. Standard riding time is approximately 35 minutes, and an extended runtime package that lets you ride for up to 45 minutes is available. The complete G2X package includes Radinn's overnight charger. Hang ten!

\$11,490; www.radinn.com

Schiller S1-C

Fans of *Below Deck* may recognize this versatile water bike, which is mounted on two rugged, high-pressure inflatable pontoons. Exercise, speed, stability, water-sports fun – the Schiller S1-C bike delivers



FunAir Flume

Inflatable slides that attach to a rail on the upper deck of a superyacht can amp the fun for guest while the yacht is at anchor. FunAir offers a range of inflatable slides, many of which can be custom-ordered to fit a yacht's particular dimensions. One of the company's latest offerings, developed with UK toy vendor Superyacht Tenders & Toys, is the FunAir Flume. This shorter slide doesn't depend on the yacht's rail-to-water measurements, and is lighter and more compact to store aboard. It comes with RapidFlate, FunAir's patented system that inflates the slide six time faster than conventional methods.

\$10,000-\$15,000. www.funair.com

it all. The bike's innovative Schiller S1 outdrive maximizes steering and maneuverability and retracts automatically when you reach the beach. The frame features stainless steel and anodized performance componentry. Assembly takes less than 10 minutes, and when it's disassembled, the S1-C's small footprint makes for easy storage. Schiller manufactures its bikes in California to be silent, clean and sustainable. **\$5,500; schillerbikes.com**



Spinera Professional Endless Ride

Among the very first water toys to hit the marine marketplace, towables are still hugely popular today. Easy to store when deflated, they provide hours of thrills when you tow them behind the yacht's tender. The Spinera Professional Endless Ride is a towable "on steroids". Available in up to 12-person versions, it is purpose-built of rugged, 1000D reinforced PVC material for professional use, with grab handles designed for continued comfort as the tube spins and twists. Patented H3 valves provide fast inflation, while the new stabilized spin system helps to save fuel.

\$4685 and up; www.spinera.com/spinera-professional-endless-ride.html





TIPS & TRICKS TO OPTIMIZE YOUR LISTING SITES VIA IYBA.PRO

IYBA.PRO, the yachting industry's only association-owned Member Listing Service, is the fastest, most convenient way to feed your listings to popular boat search sites. But it also offers so much more. The IYBA Portal provides members with a wealth of tools you can

use to customize your listing websites and make them stand out from all the rest.

Here are a couple of tips and a trick for the advanced IYBA.PRO Portal User:

TIP 1: Add high-res deck plans and press to your listings

Enhance your listing's web page with eye-catching and informative images that link to your listing information.

- Step 1: Click the "Attach Files" button for the appropriate vessel on the "Vessel" list page
- Step 2: Enter the "Title" for this information
- Step 3: Upload a JPG or PNG image that represents the information you are adding
- Step 4: Upload the PDF file containing the large high-resolution file
- Step 5: Save your settings.

Why do this? Offering more high-quality information is great for attracting buyers, and also excellent for enhancing SEO. Plus – your competition may just be shoving a deck plan into a pixelated slide show and you'll look like a "PRO" compared to them!

Do you want your listing's site to look like this? <http://anywebpage.com> OR this...



TIP 2: Enhance your listing's external links.

Turn those boring external links on the bottom of your listing's web page (<http://anywebpage.com>) into beautiful images that open just like a digital magazine!

Repeat the process you followed in Tip 1 above – then replace Step 4 by simply pasting in a web address.

That's it! You now will have informative custom images on your website that open vital information for buyers, while your clients will be impressed by your advertising of their vessel.

TRICK: Did you know that if you open your email template, that you can directly paste it into your email to be sent out to your clients?

Simply follow these steps:

- 1) Open your email template
- 2) Do a "Select All" by typing Command A on a Mac or Control A on a PC
- 3) Follow this by copying the content by typing Command C on a Mac or Control C on a PC
- 4) Open up a new email and erase any signature information that preloads
- 5) Simply paste in your email template by typing Command V on a Mac or Control V on a PC.

Did you also know that you can type over any information to add a custom message for any vessel before you send? Email platforms make for *awesome* text editors!

Another benefit to doing this is that the email comes from you and will not be deemed as a spoof email coming from another platform's server.

For more tips and information about the IYBA Portal, please visit www.IYBA.PRO.



Mark Elliott –
IYC

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VESSEL PORTAL

Join the revolution...
Visit www.IYBA.Pro today.

IMPROVE YOUR LISTINGS AND BOOST YOUR SEO WITH IYBA.PRO

"When I learned about the IYBA.PRO Member Listing Service, my first reaction was, It's about time."

"Not only are we glad that the industry is taking control of its own destiny by having an association-owned service, but the time it saves in producing elegant marketing material is much appreciated by our staff. Custom templates are available and with the open architecture of the platform, we can feed our website with unique content and boost our SEO in ways we never could before."

"If you're not onboard with the Portal, you're missing the boat!"
–Mark Elliott, *Yacht Sales & Charter Consultant, IYC*

Improve your website's vessel presentations and optimize SEO with IYBA's new MLS.

Did you know that IYBA.PRO is the only MLS platform that includes unique fields for marketing information, metadata, and the ability to create unlimited custom fields to describe your vessels – all at an unbeatably low cost?

Additionally, you can attach files (such as a high-resolution deck plan pdf) with thumbnails to act as buttons, integrate custom events or even add news to your listings. Simply create your vessel and add data that you believe is the best representation of your yacht and the APIs will deliver it directly to your website – no custom CMS required!

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by Alfonso Postorino, Cantiere Rossini Shipyard Director



CANTIERE ROSSINI: TWO LUXURY YACHT REFIT YARDS ON THE ITALIAN ADRIATIC SEA

Three years ago, a group of international investors took over the bankrupt Cantiere Navale di Pesaro on the Italian Adriatic coast and gave it a new lease on life. They renamed it Cantiere Rossini, to pay homage to the town where Gioachino Rossini, the prominent opera composer, was born in 1792 and started a full renovation of the whole facility to create a luxury refit shipyard.

“Based on both my commercial and yachting experience I was invited to become CEO of Lisa Group, the holding company set up to acquire the bankrupt Cantiere Navale di Pesaro with the vision of establishing a world-class refit yard,” says Stewart Parvin. “As a professional captain, I was looking for some specific guarantees. First of all, the port had to be protected in all weather conditions, which is by no means the case with all shipyards. Secondly, the old yard had been closed for several years, which meant we had no legacy or workforce issues to contend with and could restart from ground zero. We also needed plenty of hard standing space and a reliable network of subcontractors located close by. There are indeed plenty of specialist contractors serving the boatbuilding industry in nearby Fano and Ancona. Further, we wanted plenty of berthing space for yachts. I spent 18 months travelling the length of Italy and the site in Pesaro ticked all the right boxes,” Parvin maintains. “The town is an attractive tourist

destination and the center is just 10 minutes away from the yard, and last but not least, when I first came to Pesaro four years ago, the port was in a sorry state; I have no doubt that Cantiere Rossini will breathe new life into the region and establish the town as a yachting hub.”

Innovative facilities

The ambitious project started taking shape rapidly, the first step being the construction of a dock built to the very highest marina standards. It is 120 meters long, lined with palm trees, equipped with a technical passerelle at a lower level that hides all cabling and piping for the services. This solution also allowed positioning the pedestals for the shore power connections, fresh water, and compressed air outlets below the dock level so that they do not interfere with mooring lines and people walking on the dock. The passerelle also hosts built-in piping to collect grey and black waters that are pumped into a large collection tank before being sent to treatment. On this dock, 12 yachts up to 55 meters can be safely moored stern-to in all weather conditions. Pesaro harbor is very well protected by a double system of very effective breakwaters. The dock is separated from the hard standing area where all heavy work is executed by a 3 meter high, 70 meter long, L-shaped wall made of stone-cages covered with a lush vertical garden.

By July 2018, the demolition of all old construction and slipway was completed, and new quays and a 560-tonne travel lift built by Cimolai already were in operation. It was a huge effort as many buildings had to be demolished and a surface of around 15,000 square meters had to be cleared to create a well-equipped hard standing space.

The new travel-lift, specially designed by Cimolai for Cantiere Rossini, is uniquely equipped with a dedicated diesel generator of 22kW which allows blackout-free hauling and launching procedures



with seamless transfer of power from the yacht generator to the hard standing shore power and vice versa.

The hard standing has been designed with great attention to details such as pop-up pedestals for shore power, water and compressed air.

Thanks to an investment of around 25 million Euros, Cantiere Rossini will soon become a top-class refit shipyard where functionality and services go side by side with architectural beauty.

This solution allows the shipyard to have an uncluttered hard standing surface when they are not in use. Each yacht on the hard standing can be connected to black-water discharge piping built-in under the concrete flooring. Some of them also can benefit from seawater supplied to run air conditioning and fridge plants.

Re-painting and refit specialist

While offering a complete range of services, from minor repairs and routine maintenance to complex engineering works, Cantiere Rossini especially wants to concentrate on the re-painting operations. The construction of two 70-meter painting sheds already has started. Each shed is 22 meters wide and 28 meters high so that the travel-lift can very quickly transfer a 50-meter yacht from the water into one of the paint sheds without needing to remove the yacht's radar masts and

other antennas. As for exterior design of the sheds, Cantiere Rossini wanted to avoid the reinforced concrete boxes typical of most shipyards and told the architects to create something Guggenheim-like, meaning more similar to a contemporary museum than an industrial building. The same approach and attention to architectural beauty has been used to design the new offices and the planned crew village comprising gym, wellness center, swimming pool, and pub to entertain visiting crew, that complete the investment.

Cantiere Rossini, despite work that is still in progress, is now fully operational with several yachts moored at its dock or hauled out on the hard standing. Since October 2018, over 15 yachts have been hauled out of the water for refitting work. Among them, three yachts of around 50 meters underwent important refit work such as a total re-paint of hull and superstructure, generators

replacement, huge audio-video systems upgrading, Lloyd's Register special survey, exterior layout modification and replacement of all navigation equipment.

Thanks to an investment of around 25 million Euros, Cantiere Rossini will soon become a top-class refit shipyard where functionality and services go side by side with architectural beauty.

Second yard for superyachts

In order to overcome the limitations imposed by the size of Pesaro harbor, Cantiere Rossini has just signed an agreement with the Rosetti Marino group of companies. According to the agreement, Cantiere Rossini will bring its clients with yachts over 50 meters to Rosetti Marino's dry dock located in Ravenna, just a few miles north of Pesaro. The dimensions of the dry dock, 180m x 27m, allow us to receive virtually any yacht currently in operation worldwide. The Ravenna shipyard also has a 240-meter dock, great storage facilities, project offices, and is located in a secure and very private area.

Although a new shipyard, Cantiere Rossini is laser-focused on the yacht-refitting sector and is delivering quality, value and reliability second to none. The responsibility lies in the hands of a top management composed of experienced professionals such as CEO Stewart Parvin, and a skilled and committed team sharing a passion for excellence.

For more information, please visit www.cantiererossini.com.



by **Íñigo Toledo**, Owner & Managing Director, Barracuda Yacht Design

SOME THOUGHTS ABOUT YACHT DESIGN THESE DAYS...



Naval architect Íñigo Toledo

Like design disciplines such as architecture, car design and interior design, yacht design itself has also evolved. Perhaps the biggest change for yacht designers has come about in the way we are now looking more closely at other design disciplines than ever

before. We are much more open-minded now than we were a few years ago.

There appears to be no limits and not too many constraints within yacht design, either! If you are into the super-futuristic, there's a wide range of cutting-edge designs out there, but most are too automobile-oriented for my own taste.

If you are into classics, on the other hand, there is a duty of care to try to keep up with the standards and the look of the past. If it's all about comfort – which is actually the mainstream requirement – then open views, large windows, apartment-like architecture and sharp design have arrived and are here to stay.

We think that styling is getting too fancy and does not always follow function. Styling should stop as soon as it starts affecting the yacht's behavior while sailing, which, in our opinion, is happening all too often lately.

Styling that lasts

As designers, we have a responsibility to think about what kind of designs will be moored within our bays and marinas in years to come. We need to ensure that styling stands the test of time. At Barracuda Yacht Design, we are not so much fixated about designing the next super-striking yacht, unless that design form follows its function. We are more into combining modern-day style with a respectful nod to the past.

We like practical layouts and simplified architecture, which is relaxing to live in. Then we like to pack it all up inside an exterior that complements the intentions and volume needs of the interior. A yacht's exterior should be a seamless extension of the interior and should fit around the needs and purpose of the style

of living on the inside – always in a simple manner, with exterior lines as simple as possible and, in general, avoiding short-term fashion.

Classic yachts are something we love designing, and when mixed with modern requirements, that is even better. Exploring the past, the reasons for their decisions, and incorporating them as much as possible into the needs of modern new design is a challenge that goes even further beyond designing the aforementioned “most striking yacht ever produced”.

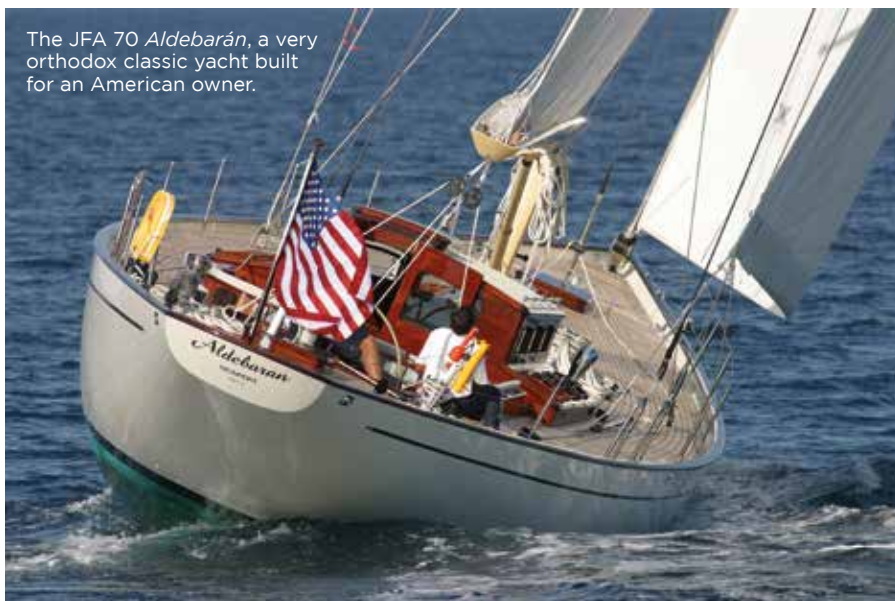
Which, by definition, runs the risk of getting old pretty soon, while a true classic will always remain so.

It's good that some clients are pushing for ever more comfortable yachts; larger interiors, better use of space and more value for money. Other clients care more about seaworthy hulls and an overall more balanced look. The first type of designs are more reminiscent of floating apartments, but the need is there, and we cannot be so “purist” in our way of thinking, as to dismiss the fact that much of the market demands this.

Efficiency is here to stay, and it's only just the beginning. We have all done the faster-faster trip and clients nowadays are much more into normal and more comfortable cruising speeds and more efficient hulls for lower fuel consumption.

As for what the yacht design industry can do collectively, I would respectfully advise that it should keep a close eye on the residual and second-hand value of yachts, by coming up with designs that are more likely to withstand the test of time. An abundance of new yachts devalues the previous ones and all those that went before it. Yachts used to hold their value better in the past, more so than they do now, and we are not winning that battle these days. As designers, that battle starts at the initial design stage.

Owners need to feel they are buying and owning something that still feels unique and incredibly special.



The JFA 70 *Aldebarán*, a very orthodox classic yacht built for an American owner.



The Menorquin 68 has a very efficient hull and a massive flybridge.

Building better yachts

In any case, there is no question that yachts are better built these days. Better finished, lighter, more efficient, and easier to run. Ease of maintenance and simplicity is a key parameter, especially as yachts get more complicated, with electronics and controls more reminiscent of an aircraft at times!

As yacht production becomes more industrialized and less hand-made, however, designers need to make every effort to ensure the “human touch” is always present. Owners need to feel they are buying and owning something that still feels unique and incredibly special.

Modern-day methods can, at times, standardize production too

much. It’s the careful design details, attention to special fittings or unique pieces of furniture, that show that someone has thought about the details carefully and this level of care gives back that all-important “human touch” feeling.

For us, as naval architects, packaging owner-requirements and building constraints into a well-functioning, seaworthy and safe yacht is the ultimate reason for our profession and dedication. We travel through fashion and trends, but the base requirements should always remain.

Barracuda Yacht Design is headquartered in Madrid, Spain. For more information, please visit www.barracuda-yd.com.

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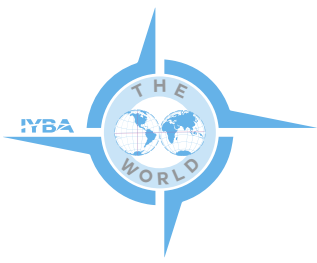
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MARINA REMAINS OPEN AS FORT LAUDERDALE ICON PREPARES FOR REIMAGINED FUTURE

Pier Sixty-Six Hotel & Marina has been a cornerstone of Fort Lauderdale's yachting community for the past 50 years, and soon will be reimagined by Tavistock Group to become the destination's "social harbor." However, one thing needs to be made crystal clear:

Our marina is open, will remain open, and we welcome everyone looking for premier service in a prime location.

This past June, it was announced the hotel was closing temporarily as part of the property's redevelopment process. Lost in all the talk about the future Pier Sixty-Six has been the fact that the property's North and South Marina will remain open during the project, along with its two dockside restaurants, Pelican Landing and Grille 66.

"Tavistock has experience in operating marinas during construction like we have done with Albany Marina in The Bahamas," said Jessi Blakley, vice president of Tavistock Group and Tavistock Development Company. "Captains, crew, owners and brokers should have no hesitancy in continuing to use our marina as their home. Protecting their vessels and offering a seamless, high-quality experience is our top priority as our marina remains one of the finest on the eastern seaboard."

Marina improvements

Currently, Pier Sixty-Six's North and South Marina – located on either side of the 17th Street Causeway Bridge – offer a total of 157 deep-water slips able to accommodate vessels 40 to 400 feet; high-speed, tax-free, in-slip fueling; and 24/7 security. Improvements are also coming to the Pier Sixty-Six Marina soon.

We have recently started the process of dredging on the west side of our North Marina, including where the Intracoastal meets the Mercedes River. The result will be 16-foot depths, allowing for optimal docking and navigation.

The dredge project has been contracted to Poseidon Dredge and Marine, with prep work completed by the Chappell Group, including the relocation of coral from the Mercedes River. The project will be finished by the end of summer 2019.



“Captains, crew, owners and brokers should have no hesitancy in continuing to use our marina as their home.”

Pier Sixty-Six also is planning an enhancement of the South Marina. Slated for completion in 2020, work will include enhancement of the current face dock, including the installation of a modern floating dock that is 300 feet in length and able to accommodate vessels up to 200 feet.

All of this is leading up to what will be the redevelopment of the Pier Sixty-Six North site, where the hotel currently sits. The project recently received approval, and construction will begin this year to create what owner Tavistock calls a “social harbor” where locals, visitors and boaters all come together for a refined, marine-lifestyle experience around one of the world’s top marinas.

Centered around Pier Sixty-Six’s iconic tower, including the reopening of Pier Top to the public, the project also will feature an additional mid-rise hotel building (replacing the former lanai buildings); new residential offerings including luxury condominiums, villas and single-family homes; a signature restaurant, and enhanced pool, spa and meeting facilities. All of this will be enveloped by a marina promenade, which will connect the North and South sites and feature retail shops, offices and dining options. The new Pier Sixty-Six is scheduled to debut in 2022.

And for those who can’t wait that long to see what the new Pier Sixty-Six will be like, they will get a preview during the Fort Lauderdale International Boat Show. Pier Sixty-Six Marina will be home to the new Superyacht Village.

The 3.5-acre Superyacht Village will be framed by a notable display of some of the world’s most spectacular superyachts and exhibits by

renowned shipyards, along with helicopters, personal submarines, exotic and collectible automotive and other luxury items related to the superyacht lifestyle. Plans also include a destination restaurant, reserved parking, valet and private water tender services, along with exclusive, dedicated fine wine and Champagne tastings, intimate concerts, pop-up luxury fashion and jewelry exhibits, automotive and superyacht toy interactives, and the second annual FLIBS Best Yacht Chef Competition.

For more information, please visit 66marina.com.



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NEW IGY SUPERYACHT MARINA NOW OPEN IN THE SOUTH OF FRANCE

IGY Sète Marina on the Mediterranean Sea in the South of France is now open and operational. This represents an exciting phase in the expansion of IGY's global network.

Located within the town's commercial basin, IGY Sète Marina offers alongside berthing for superyachts up to 180m (590') with a maximum draft of 8m (26'). Providing a range of power from 250 to 2000 amps, with new bollards and dockside pedestals delivering 125/250 amps, plug-in fiberoptic Wi-Fi and water, the marina offers huge flexibility of berthing for yachts of all sizes.

Charming cultural destination

Known as the "Little Venice of the Languedoc", Sète is only approximately 30 minutes from Montpellier International Airport. Blessed with a location between the sea and hills, it's a perfect starting point for cruising the southern French coastline and a convenient stopover to and from the Côte d'Azur.

The city itself has an array of attractions and events to entice the superyacht community, and IGY is committed to providing a location for yachts to discover the wider region of Hérault and Occitanie. As well as a seven-and-a-half-mile ribbon of fine sandy beaches and a busy



vessel servicing for yachts up to 180 meters with the bonus of container storage and parking on the quay for berth holders."

Equal attention to crew

With equal attention paid to the needs of yacht crew, a brand-new Sète Marina Crew Clubhouse will be inaugurated this winter with a lounge, fitness center with showers and changing facilities, business center, Wi-Fi, and a rooftop terrace. The marina will provide bicycles and scooters for the crew to explore Sète, and shuttles will be available for trips to nearby Montpellier.

IGY Sète Marina is sure to become a development of major importance, fulfilling IGY's goal to create a premier destination for superyachts planning to visit Spain as well as the French and Italian Rivières.

For more information reservations, visit call +44(0) 7955 267444 or call www.igy-sete.com.

Portions of this article originally appeared in OnboardOnline.

Sète is an easy cruise from some of the world's largest refit and service yards.

calendar of festivals such as the Fête de la Saint Louis (a traditional water jousting tournament), there's plenty of live music and art celebrating the region's maritime and sailing heritage.

Wine and gastronomy are also part of the DNA of Sète; try the famous Bouzigues oysters or lounge at a canal-side café before visiting one of the local art galleries or museums.

Strategic marina location

Positioned halfway between Barcelona and the French Riviera, IGY Sète Marina is a strategic project for IGY Marinas, providing a base for winter or a high-service pre/post-season stopover. Sète is an easy cruise from some of the world's largest refit and service yards, including Monaco Marine in La Ciotat, France, and MB92's facilities in La Ciotat and Barcelona.

"IGY Sète Marina is the ideal winter homeport with opportunities to buy berths with 5-, 10- or 15-year leases at very competitive prices," says Richard Kettle, IGY Sète Marina general manager.

The marina is ISPS-compliant and fully gated with 24-hour security, and provides fueling, internet connection, concierge services, and alongside dockage to facilitate provisioning, routine maintenance and repairs.

Kettle added, "Alongside berthing for the largest superyachts in a protected basin – a rare feature at leading marinas – allows direct-to-

Built for the World's Largest Yachts

The new IGY Sète Marina offers a long list of amenities designed to make it a fully equipped, convenient and secure Med facility for superyachts and their owners, captains and crew. Key features include:

- The capability to berth the largest yachts in the world, including alongside berthing within a protected basin – Max length: 590' (180m)/max draft: 26' (8m)
- Certified ISPS Port with fully gated marina and high level of security
- Alongside dockside crane and provisioning
- Pedestal power 125/250 amps with arrangements for up to 2,000 amps
- Vessel container storage alongside berth
- Long-term slip sale berthing opportunities: 5-, 10- and 15-year
- 30 minutes from Montpellier, France, and its international airport.

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EU FUEL TAXATION AND ITS IMPACT ON THE MED CHARTER INDUSTRY

For yacht brokers and operators in the Med, bunkering options have become a central aspect of charter planning. A decade ago, it used to be possible to bunker duty-free fuel (four dollars per gallon less expensive than the duty-paid equivalent) within the EU borders without much hassle. Individual countries were and are still keen on encouraging the yachting industry through tax incentives to prevent the business from sailing away beyond their borders. So much so that Europe, in charge of maintaining fair competition, had to intervene to curb the enthusiasm of some member states, making it much more complicated to attain the same savings.

Reducing fuel prices for yachts requires mitigating one of the main two taxes that apply on oil products: VAT or excise duty. VAT exemptions were the first to be targeted, forcing Italy and France to clarify conditions under which a yacht could bunker VAT-free. The French and Italian Commercial Exemption (FCE and ICE) schemes define those requirements. Substantially, the yacht operator has to prove that she is used for commercial purpose (hired with a contract) and that at least 70 percent of her voyages in the year N-1 were outside national waters. This has a huge impact for the owner: a yacht that has not met this goal will be denied VAT-free fuel and supplies during year N. Even worse, the owner may be required to pay VAT on the hull value if she has not previously been imported in the Union. This is enough of a motivation to suggest a detour beyond the 12 nautical miles limit or to a neighboring country for every single voyage, which means, in France for example, every time that a passenger joins the yacht or disembarks.

Excise, on the other hand, is a tax levied independently by countries upon specific products like fuel. Countries usually try to exempt companies with a commercial activity from paying excise and were considering Charter a commercial activity but this approach was, alas, the collateral damage of a fiscal war waged between France and Italy.

For decades, the hire of yachts by clients relied on the charter agreement. These agreements (originally called “charter-parties”) are based on contracts that were developed very early on in the shipping industry so that a charterer could hire a ship for the transport of goods or passengers. The European court, however, pointed out that the parties of the charter contract in the yachting industry were not businesses – the client often had private and leisure use of the ship.



Italy, finally, tore open the charter-party “Pandora’s box”. It used this ruling, the *Bacino Case*, as ground to denounce to Europe the French exemptions it considered unfair and following a swift investigation, in 2014, France was prevented from delivering excise-free fuel to yachts using a charter contract. Some bunker companies in France lost up to 80 percent of their business overnight.

As could be expected, French businesses retaliated, and now, Italy is facing the same prospect of losing excise-free fuel for yachts operating under charter contract, on the same grounds. This is why the French

Some bunker companies in France lost up to 80% of their business overnight.

Federation of Nautical Industries (FIN) has developed the new cruise (or transport) types of contracts. The Superyacht Cruise Agreement (SYCA), for example, is not a charter contract; it is based on the Athens Convention for the transport of passengers at sea and

describes the yacht owner as a Carrier selling a Service to the client, who is a passenger and not a charterer anymore. Now that the carrier is a service provider, it is entitled to excise exemption again and we are almost back to business as usual.

With one of the main selling points of yachting being freedom, however, these new cruise contracts, which require pre-planned itineraries and guest lists, originally met with resistance in the charter market. Only now that digital solutions make the SYCA as easy and transparent for brokers to use as a good old charter contract, do they offer a credible alternative and a reasonable path to lessen the tax burden.

While years of competition between countries have resulted in a maze of regulations, the market is now in position to offer new alternatives. We may be at the dawn of a new paradigm where brokers will specialize in choosing the best in a wide range of legal options based on their clients’ destination – instead of choosing a destination based on potential fuel tax savings.

Wolfgang.pro (<https://wolfgang.pro>) is an online application for yachting professionals that assists with drafting and management of charter and cruise contracts.

DISPLAYING A YACHT IN A MED SHOW THIS FALL? PLAN AHEAD

The EU Yacht show season is right around the corner. Non-EU private yachts need to set up a specific customs relief scheme enabling them to take part in the trade show without paying VAT.

The process is straightforward and fast to set up. The yacht needs to file a customs relief scheme application for Temporary Admission for Exhibition (TAE). This suspends her Temporary Admission (TA) status for the duration of the show. After the show is over, the yacht files an importation declaration if she intends to stay in the EU, or an exportation declaration if she intends to leave.

—HV Yachting



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CRUISING CROATIA'S DRAMATIC DALMATIAN COAST



Starting our Croatia fam trip in Split, we were met at the airport by a driver who took us to meet the all the yachts involved in our trip. We tipped the driver in the local currency (Kuna) and my yacht's captain and steward carried my bags to TAJNA MORA (SECRET OF THE SEA), a 31-meter motor sailor designed to look like a traditional Gulet.

The fam trip, organized by Posh Affairs and Summer Breeze, was a fast-paced, very well-executed trip considering we had a couple of days of good weather and rain for the rest. Our itineraries were well planned and of course there's plenty to see!

Croatia is absolutely stunning. The Dalmatian Coast is widely held to be one of the best and least-discovered cruising areas in Europe. It has something for everyone from the novice sailor to the expert.

We were early in the season and I could imagine it getting extremely busy later in the summer. One pointer I would offer is to have your guests fly into Dubrovnik, then travel by car if they'd like to start your itinerary in Split, because the airport in Split is tiny and with one runway. Getting through customs could take a while in season.

1,185 islands

The Croatian Adriatic includes 1,185 islands, islets and reefs with a stretch of coastline 1,111 miles long. It's a perfect stomping ground for anyone wishing to travel here. Our itinerary was Split-Stari Grad-Hvar-Korcula-Mijet-Dubrovnik. Our yachts' crews worked day and night to provide exceptional service and catering local and fresh Croatian cuisine.

The locals make us feel very welcome and I especially loved their dry sense of humor. I kept hearing, "This was one of the more fun relaxed

fam trips," from my colleagues, and I couldn't agree more. It wasn't as expensive as other parts of Europe and it definitely felt more casual and laid back.

I found the crew on TAJNA MORA to be so pleasant and welcoming. The captain was cool, calm, approachable and professional – everything a client is looking for in a charter captain. The chef was clearly passionate about his food and open to cooking requests (we had a vegan on board). Interior crew were exactly what you would expect: available when needed and out of sight when not. As a former stewardess, I feel this is an important part of the job and they executed it very well. The whole crew were very good at explaining Croatia to us and answering a thousand questions; their patience was noted and appreciated.

The itinerary we followed during the week onboard included a

The Dalmatian Coast is widely held to be one of the best and least-discovered cruising areas in Europe.

fantastic array of planned excursions. I feel the Summer Breeze company was very well connected and are tapped into the wellbeing of visitors to their part of the world.

Croatia is hands down one of the most beautiful places I have ever been and as you know us yachties we have been a lot of places. I would not hesitate to recommend the Dalmatian Coast to any of my clients and would feel comfortable knowing they were in the best of hands.

Photo by Nicole Caulfield,
RJC Yacht Sales & Charter



DALMATIAN DELIGHTS

A sample itinerary for cruising Croatia's Adriatic coastline.

Courtesy of S/Y NAVILUX

Day 1: Split – Brac

Embark on your journey in Split, where your crew will welcome you with drinks and nibbles. Enjoy your first lunch prepared by the yacht's culinary chef, then take a walk along the lovely Split waterfront and enjoy the markets.

Head back onboard and get underway for Brac (pronounced "Brach") and a night at anchor. Brac is known for its stone quarry, which provided the limestone column for the White House. Enjoy a swim or a hike ashore.

Day 2: Brac – Hvar

The island of Hvar has two wonderful ports, Stari Grad (Old Town) and Hvar. After your yacht docks stern-to in Stari Grad, take a stroll through the quaint and beautiful town. There are lovely little hidden restaurants and shops, and a beautiful view of the water. Check out the "Poets Palace", which offers lovely gardens, a fishpond and a glimpse into history.

Call in to Hvar, a larger, beautiful port with many shops, bars and restaurants. Popular hotspots in town include Carpe Diem and Pink Champagne. Visit the Dubokovic Winery for a private wine and olive oil tasting, then enjoy a panoramic driving tour of the island with an engaging guide.

Day 3: Dubrovnik

It is best to visit this walled city first thing in the day before it gets busy. Dubrovnik is a city of unique political and cultural history, and is on the list of UNESCO heritage sites. Take a guided walking tour, then



explore the town on your own, visiting shops and churches. Fans of *Game of Thrones* will recognize sites from the show. Make sure to visit the open-air markets and enjoy the lavender which is everywhere.

Day 4: Mijet

This stop (pronounced "Miet") is known for its national park. Take a



quick boat ride on one of the lakes in the park to the island of St. Mary and walk around it, stopping at the Benedictine monastery and 12th Century church. You also can rent bikes to explore the rest of the park, take a swim in the saltwater lake, or explore it by kayak.

Day 5: Korcula

This historic port has a walled "old city" and well as a lovely newer town. It has earned the nickname "Little Dubrovnik". The walled city is a complete circle with one way in and out. Korcula claims to be the birthplace of Marco Polo. It has many hidden little gems to explore on your walking tour. Be sure to top along the promenade, which has many restaurants, and enjoy the view.

Day 6: Vis

Vis is known for its nature, beautiful beaches and blue cave. Since the cave can get quite busy, be sure to let the crew know in advance if it



is somewhere you would like to visit and go early. You also can opt to simply anchor out and enjoy your yacht's hospitality along with the view. The water is clear and there are great spots for snorkeling here. If you are feeling energetic, you can visit the old town and tour the Archeological Museum, housed in a former fortress.

Day 7: Split

Head back to Split for your departure. Your journey may be coming to an end, but with so many beautiful islands, there is always another itinerary waiting on Croatia's Dalmatian Coast!



YACHT TRAVEL TO CUBA: A SEISMIC SHIFT OR MINOR TREMOR?

On June 4, 2019, U.S. Secretary of State Michael Pompeo issued new guidelines for, among other subjects, yacht travel to Cuba. The United States Government's strong action, which for the first time in memory on matters involving Cuba came via an announcement from the U.S. State Department, seemed clearly designed to prevent U.S. travelers from enriching the Cuban military, security, and intelligence services.



At first blush, it appears the United States now no longer permits visits to Cuba via recreational vessels and yachts. But this may not be the case. There appear to be exceptions even though the approach to legal travel by boat has changed.

The U.S. Government states in its June 4th announcement that the Cuban regime should be held to account for what it says is Cuba's repression of its people and for its interference in Venezuela.

The U.S. Government's recent and stepped-up actions likely are directly linked to the tourism industry, which has strong economic ties, like almost everything in Cuba, to the Cuban government. The U.S. Government believes almost all past travel was thinly veiled tourism. It believes this activity lined the pockets of the Cuban military, which it believes is supporting Nicolas Maduro in Venezuela.

The question is, how does the June 4th announcement affect travel by yacht to Cuba?

While the June 4th dictate from the State Department has been interpreted by many as a clear and convincingly shutting of the door on visits to Cuba by yachts, the State Department once again has deferred specific questions on traveling to Cuba via vessel to the Department of the Treasury and the Department of Commerce, two of the same three departments that had control over travel to Cuba prior to June 4th.

The foolproof way to find out whether yacht travel to Cuba is permitted is to obtain express permission from each of the three concerned Departments, listed below.

Department of Treasury, Office of Foreign Assets Control (OFAC)

It has always been true that the Department of the Treasury's Office of Foreign Assets Control (OFAC) had a major, if not primary say, in who could visit Cuba by any means. And it is true that after June 4th, the OFAC amended its Cuban Asset Control Regulations to further implement portions of President Trump's foreign policy toward Cuba.

In accordance with these newly announced changes, non-family travel to Cuba appears to be over as it is expressly not authorized. But OFAC still permits, as one example, environmental projects that fall under the so-called Humanitarian Projects Exception.

What still constitutes humanitarian projects may be the issue and how such projects are defined is the question. As was the case prior to June 4th, travelers to Cuba still need to engage in a full-time schedule of appropriate activities while in Cuba. This much is clear.

Department of Commerce

The new guidelines also seem to require a specific license for travel to Cuba from the Department of Commerce. Before June 4th, this was only necessary for stays in Cuba longer than 14 days. Now, according to the new regulations, all persons who plan on traveling to Cuba by vessel, in this writer's view, must obtain a license from the Department of Commerce.

Department of Homeland Security

The final step in the process of complying with the law in order to travel to Cuba (before and after June 4th), lies with the Department of Homeland Security. Without a Permit to Enter Cuban Waters or an express written opinion that no permit is required, the risk of running afoul of the law is still too great. Accordingly, given these uncertainties, Moore & Co. advises its clients to apply to Homeland Security for a permit.

Only time or new dictates will tell for sure what is going on here. It is thought that the current regulations must be interpreted by the governmental agencies and persons in those agencies. Until such time, we are advising our clients to obtain express approval to travel from all three of the concerned departments. In this way, the yacht traveler and the vessel's owners are protected.

For more information about Moore & Company, marine and aviation law specialists, please visit www.Moore-and-co.com.

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YACHT REGISTRATION BASICS

A BUYER SHOULD KNOW

The single most important decision a buyer must make before closing on a yacht is where the yacht will be registered. However, buyers should understand the benefits and drawbacks of each registry before making this decision. Presently, the best-known yacht registrations are the U.S., Marshall Islands, Cayman Islands, St. Vincent and the Grenadines, and the British Virgin Islands.

U.S. flagging

Concerning documenting in the U.S. with the National Vessel Documentation Center (NVDC), the advantages are as follows:

- There is an affordable documentation fee.
- Renewal each year is free, as long as you renew within 30 days of the expiration date.
- The yacht ownership may be via an individual, a partnership or a company.
- Lenders may record mortgages or debt on the yachts abstract, meaning that anyone will have access to this information.
- Duplicative names are allowed.
- The Certificate of Documentation ("COD") notes all important yacht information and is internationally recognized.
- Yachts can proudly fly the U.S. flag.

The disadvantages to documenting in U.S. are:

- The U.S. Coast Guard reports all newly documented yachts at the end of each month to each State's Department of Revenue.
- In most cases, the owner must be a U.S. citizen.
- Depending on the state in which the company is formed, almost all U.S. companies are now required to list directors, officers, and sometimes shareholders, to the state, diminishing the confidentiality.
- Only U.S.-built yachts may charter in the U.S., unless the yacht owner has obtained a Maritime Administration (MARAD) waiver to overcome this requirement.
- For the most part, when chartering, the yacht's crew must be U.S. citizens.
- Anyone easily can record a debt against the yacht with little or no verification necessary.
- The COD is only valid for one year and must be renewed yearly.
- Obtaining the COD takes, on average, two months.

Florida registration

The advantages of registering in Florida are as follows:

- Any person or company, domestic or international, can register a yacht in Florida.
- There is an affordable registration fee after paying the sales tax and quick turnaround time to receive the registration.
- Assuming all Federal issues are met, yachts registered in Florida also may charter in Florida without concern of taxation on the charter.

- If the sales tax was paid, then the owner may list the yacht for sale without needing to give care, custody and control over to a licensed Florida Yacht Broker.

Concerning registering in Florida, the disadvantages are as follows:

- If not documented with USCG, the owner must display Florida numbers on the bow of the boat.
- If the yacht is not also documented with the U.S., then the yacht may not be a U.S.-flagged boat, as the nationality of the yacht is the same as the nationality of its owners.
- Regardless of being registered in Florida, if the yacht is flying a foreign flag, then the yacht is still subjected to U.S. Customs regulations.
- If the yacht is only registered in Florida, then it is not recommended for use outside of the U.S., except perhaps the Bahamas.
- Although a mortgage can be recorded on the Florida title, the mortgage is only considered a lien, and does not afford the protections of a recorded mortgage.

Foreign registration

Listed below are the advantages of foreign registration:

- In most of the foreign jurisdictions common to yachting, any citizenship of that jurisdiction is not a requirement to form a company in that jurisdiction.
- Most foreign jurisdictions provide better anonymity and asset protection.
- Crew nationality is not an issue.
- It is more difficult to record a maritime lien with foreign jurisdictions.
- Foreign-registered yachts may still opt to pay Florida sales tax and register in Florida.
- There are more options for chartering, particularly in the Mediterranean.

The disadvantages to foreign registration are as follows:

- It is more costly to obtain and maintain than documenting in the U.S. and/or registering with Florida.
- In most jurisdictions, only one name can be used on a yacht per hailing port.
- When cruising within the U.S., the yacht must either clear in and out of each Customs port or obtain a Cruising License which must be renewed each year.
- When cruising within the U.S., even with a cruising license, the yacht must call and report into each USCG district she enters.

The pros and cons listed above are not an exhaustive list; only a snapshot of what a buyer must consider when selecting a registration for the yacht. Choosing a registration jurisdiction is a critical decision and will ensure that the buyer enjoys the yacht and is not burdened with administrative issues post-closing.

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

For more information, contact Danielle J. Butler at 786-543-1141 or dbutler@luxurylawgroup.com.

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DO YOUR BOAT'S ENGINES HAVE THE RIGHT CERTIFICATES?

Recent rules adopted by the IMO and the U.S. EPA have turned engine environmental permits into one of the hottest topics in yacht law. If you're working with a client who is purchasing a new-build yacht, it's vitally important to check to make sure that the engines can be used in the appropriate market and that the vessel will be delivered with the applicable certificates. In brokerage transactions, the certificates commonly are missing (or were never issued), and there's often a big rush to confirm the yacht has all of its engine permits in place. The relevant engine permits/requirements are as follows:

EIAPP Certificates

All U.S.- and foreign-flagged vessels that have a diesel engine with a power output over 130kW must have an EIAPP (Engine International Air Pollution Prevention) certificate and corresponding technical file. Each engine (and any qualifying generator) must have an EIAPP certificate – regardless of the size of the yacht and whether the yacht is pleasure or commercial.

The certificates are a requirement of Marpol VI, which essentially means that they are required for cruising in most ports. Many owners and captains of existing yachts mistakenly believe that they are somehow “grandfathered” in, but EIAPP certificates are required for any boats that have been built, or have undergone major engine upgrades/maintenance, since January 1, 2000.

The only engines that are exempt are non-diesel engines and engines with power output of less than 130kW. Most diesel engines on boats will have a power output that exceeds 130kW, so most diesel engines will require EIAPPs. In the U.S., failure to have an EIAPP certificate/technical file for each applicable engine could result in fines of up to \$25,000 per day.

In order to be eligible for an EIAPP certificate, the engine in question must meet the relevant IMO tier (based upon when the vessel's keel was laid or the engine was installed or replaced). Currently, IMO Tier II is in place for yachts of less than 500GT. Note that IMO Tier III went into effect on January 1, 2016 for yachts greater than 500GT and 24 meters in length that cruise in “Environmental Cruising Areas” (“ECA”s) – which include much of the U.S. and Caribbean coastal waters. As of January 1, 2021, IMO Tier III will go into effect for yachts less than 500GT, but over 24 meters, that cruise in ECAs. It is important to make sure your vessel's engines comply with the

appropriate IMO Tier.

To obtain an EIAPP certificate, you can contact the engine manufacturer, dealer, or the EPA directly if the engine manufacturer is no longer in business.

In our experience, it can take two weeks (or longer) to even determine whether an existing engine is eligible for an EIAPP certificate, and up to several months and up to \$10,000 to obtain the certificate. Note finally that flag states have different requirements for their EIAPP certificates (e.g. most foreign flags require that the engine serial number is on the certificate, and, while the U.S. Coast Guard does not, it does require that EIAPP certificates for U.S.-flag vessels are issued by the EPA).

EPA Certificates of Conformity

Because things weren't confusing enough, the U.S. EPA requires a separate environmental certificate (in addition to the EIAPP) for engines to be imported into the United States. However, unlike the EIAPP requirements, the EPA certificates of conformity are required for every marine engine – both diesel and gas – regardless of power output.

The engines for some older vessels may be grandfathered in (requirements were phased in between 1999 and 2014 depending on the power output and whether gas/diesel powered). Compliant engines should include an emissions sticker on the engine that will say “This marine engine complies with U.S. EPA regulations for model year 20XX.”

Currently, most recreational diesel marine engines must meet EPA Tier 3 requirements (based on the model year of the engines). EPA Certificates of Conformity for eligible

engines are provided for the entire engine family – not for the individual engine – so there is generally no cost or wait to obtain one.

Note that the engines for many yachts are not built to EPA Tier 3 standards. Depending on the model year of the engines, this means that the yacht may not be eligible to be imported into U.S. waters. This is most problematic for owners who wish to U.S.-flag their vessel, or who wish to import the vessel in anticipation of sale/charter.

Larger yachts

Yachts over 400 gross tons – regardless of whether they are commercial or private – also require the appropriate MARPOL certificates, including the IAPP (International Air Pollution Prevention) certificate. Note that this is general advice as to engine certificates – other certificates may be applicable to your yacht. Please reach out to your yacht lawyer to confirm the requirements for your specific vessel.

For more information about Robert Allen Law, please visit robertallenlaw.com.

Many owners and captains of existing yachts mistakenly believe that they are somehow “grandfathered” in.



From left: Paul Flannery, Jenny Wicker, Trevor Carroll, Kristen Engelmann-Klein and Staley Weidman on Capitol Hill

IYBA DELEGATION CALLS 2019 ABC A BIG SUCCESS

IYBA once again sent a delegation to attend the American Boating Congress (ABC), which ran from May 13-15 in Washington, DC. Sponsored annually by the NMMA, the event is co-hosted by IYBA and scores of other industry organizations and companies. Attending this year for IYBA were Paul Flannery, IYBA executive director; Staley Weidman, IYBA Public Affairs Committee chairman; Kristen Engelmann-Klein, IYBA Board member; Jenny Wicker, IYBA Public Affairs Committee member; Trevor Carroll of Fraser Yachts, and Omar Franc of Becker & Poliakoff, IYBA's lobbyist.

"This year's American Boating Congress was the best-attended ever," said Flannery. "Over 250 industry professionals participated in conferences, breakout sessions, Hill visits and networking sessions while working on a number of important agenda items."

Added Engelmann-Klein: "I found the ABC to be an extremely well-organized event with excellent programming. It was an honor to lobby alongside fellow IYBA Board members and peers the issue of Deferred Importation in our industry."

Deferred Importation

IYBA continues to work on passage of its Deferred Importation initiative, which is a major priority this year.

"Our focus still on a three-pronged approach," Flannery said. "First, Rep Lois Frankel (D-FL) has reintroduced H.R. 2269 into the 116th Congress and Rep Brian Mast (R-FL) has reinvigorated the Marine Industries Relief Act, H.R. 2725. These two legislative tracks give us a Bill ready for attachment to the correct vehicle when it presents itself."

The third approach is Administrative. "We have responded to an Administrative request to identify barriers to commerce and are awaiting the remaining interested parties to respond and have the language vetted for presentation to the President in the form of a Bill for signature," said Flannery. "It is an ever-changing landscape in Washington, so agility and hope are our two best assets at this time. It has been a long path to get to where we are, and we remain optimistic that the fruits of our labor will come to bear soon."



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GET TO KNOW YOUR BOARD MEMBERS: KRISTEN ENGELMANN-KLEIN, NORTHROP & JOHNSON

Now in the midst of her inaugural year on the IYBA Board of Directors, Northrop & Johnson Yacht Sales Broker Kristen Engelmann-Klein draws on her business acumen and experience as a senior superyacht crew member to serve her clients and the yachting industry. Prior to obtaining an MBA at the University of Florida, Kristen worked as a chief stewardess on private and charter yachts for six years, cruising in Alaska and the Pacific Northwest, the Caribbean, Bahamas, and the U.S. East Coast. She also managed several interior refits, including being part of the international team that rebuilt the popular 154-foot ex-OHANA charter yacht.

COMPASS: What made you decide to “come ashore” and become a yacht broker?

K E-K: I needed and wanted bigger challenges and accomplishments in my life. I told myself I would go back to school for a master’s degree by the time I was 30. I also wasn’t giving back to society in a meaningful way. I became a yacht broker by pure chance. Kevin Merrigan needed an assistant and I was it! He has been a wonderful mentor and provided me with an invaluable on-the-job education that I am forever grateful for. I am thankful he and N&J were 100 percent behind me when I told them I wanted to pursue a career in sales. We have a fabulous team at N&J!

COMPASS: How does your experience with yacht refits help you in your current sales career?

K E-K: Any experience working on yachts is helpful in this business. Refits, specifically, allowed me the opportunity to work with and form relationships with vendors I normally wouldn’t do business with. I still call on an interior designer I worked with to do small projects for me. I want captains and crew to always know how appreciative I am of last-minute showings, constantly polishing and cleaning, and offering me little things, like coffee and drinks. I know working on yachts is difficult and not always pineapples and pina colodas.



COMPASS: What do you like best about the brokerage business?

K E-K: I enjoy marketing, negotiating, contracts, data analysis, writing, managing, being outside, and of course traveling. I also always knew that I wanted to work for myself. Brokerage encompasses all these, which is great! Additionally, I get to be a “director” when I attend photo shoots. Always a fun day at work to set tables, make fake drinks...and eat the cheese board at the end of the shoot!

COMPASS: What is the biggest challenge?

K E-K: Work/life balance! I work 24/7. I am, however, the kind of person who enjoys and prefers to be working, constantly thinking, and always on my toes. These things give me energy. However, shutting down and recharging is important too. I’ve been gardening and reading more books lately, which is enjoyable to me...and brings me peace and quiet!

COMPASS: What is your favorite boating destination?

K E-K: The Bahamas. I love Harbour Island, the Exumas, and the Abacos. What’s not to love about shallow, crystal clear, blue water? I spent most of my time when I worked on boats in the Bahamas, so that is where my heart is.

COMPASS: What is most important to you about being on the IYBA Board?

K E-K: It’s important to me, personally, to give back to an industry that has been wonderful to me. I never feel like I do enough. I certainly hope, and dislike having to say, that other females out there thinking about a career in sales give it a shot and don’t give up because they think it’s “a man’s world.” When anybody ever reaches out to me with questions about “my path” or “how I got into it”—I always respond: “Go after your dreams.”

COMPASS: What trends are you currently seeing in the brokerage market?

K E-K: My thoughts are that inventory levels are down for brokerage vessels of all sizes. The U.S. economy is strong right now and owners are enjoying their yachts! New build opportunities are plentiful over in Europe. Younger and new owners are entering the industry, which is always encouraging. Boat shows are becoming a tougher sale due to the increasing costs associated with displaying. The internet is taking over. Marinas and shipyards are becoming more creative in assisting brokers with yacht sales, such as by hosting open houses themselves.



YACHT WORLD Q2 2019 BROKERAGE REPORT SHOWS INCREASES IN VALUE SOLD & PRICE

Sales of brokerage boats in the U.S., including Florida, fell during the Apr. 1 - Jun. 31, 2019 reporting period as compared to the same period in 2018, according to Boats Group.* The figures, which are based on information reported to Boats Group's Boating Intelligence Suite of data sources, show that overall U.S. brokerage boat sales declined by 13.35 percent, compared to the same period in 2018. While the number of sales decreased, however, both the total value of boats sold and the average price per boat sold saw increases. Furthermore, boats took approximately 10 fewer days to sell in the second quarter of this year (see the chart for full figures).

In Florida, unit sales of brokerage boats declined by 10.12 percent, while the total dollar value of all sales increased by 18.53 percent. The average time it took a boat to sell slowed by 3.78 percent, taking about 7 days longer.

Brokerage sales in the European market produced similar trends. While unit brokerage boat sales decreased by 10 percent, monetary sales saw an increase of 28.61 percent. Boats also took less time to sell in the 2019 second quarter period than a year earlier, as the average days-to-sale figure improved slightly.

**This report should be used for comparative analysis for period sales. Derived from Boats Group's Sold Boat data sources, it provides a real-time market view of sold inventory. Boats Group's Boating Intelligence Suite, a premium platform of sold boat, consumer and market data, is set to be available to the industry later this year.*

B.I.S. DATA REFLECTS PERIOD FROM APR. 1 - JUN. 30, 2019

U.S.	2018	2019	YoY % Change
Boats Sold	12,289	10,648	-13.35%
Value of Boats Sold - USD	\$1,772,218,090	\$1,800,967,838	-1.62%
Avg Boats Value - USD	\$144,212	\$169,137	-17.28%
Avg. Days to Sale	232	222	-4.31%

Europe	2018	2019	YoY % Change
Boats Sold	2,269	2,042	-10.00%
Value of Boats Sold - EUR	€473,435,403	€608,887,755	28.61%
Avg Boats Value - EUR	€208,654	€298,182	42.591%
Avg. Days to Sale	325	323	-0.62%

Florida	2018	2019	YoY % Change
Boats Sold	2,875	2,584	-10.12%
Value of Boats Sold - USD	\$798,291,822	\$946,195,796	18.53%
Avg Boats Value - USD	\$277,667	\$366,175	31.88%
Avg. Days to Sale	185	192	3.78%

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YACHT CONNEXION, a boutique brokerage located in North Palm Beach, Fla., is excited to announce our newest sales associate Bob Friscia to the team. In 2019, Bob decided to follow his passion and make a transition into the yachting industry from the automotive industry where he spent the past 10 years developing strong customer-relation skills, bringing with him valuable experience and success in client relations to the yachting industry. Bob is excited to start this new journey with Yacht Connexion and looks forward to creating new relationships with clients and helping them find their next dream yacht. To learn more please contact us at sales@yachtconnexion.com.



Bob Friscia

UNITED YACHT SALES is pleased to announce the results from our successful 2nd Quarter. Sales grew 26% over the same quarter in 2018 thanks to our expanding team of new brokers and strong marketing efforts. Visitors to UnitedYacht.com also exceeded 150,000 for the quarter, which was a 28% increase in website traffic over the same quarter last year.

United also is excited to now offer three new yacht brands to our customers – Dyna Yachts, Mares Power Cats, and the new 100% completely solar-powered catamarans Silent Yachts. United broker Frank Wise also recently put under contract the first new Cabo 41.

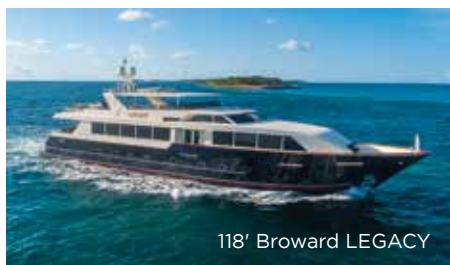


102' Oceanfast HIGH LINE

Nicole Haboush, United Yacht Sales Charter Manager, would like to announce

the 102' Oceanfast, HIGH LINE, with jacuzzi on her flybridge, asking \$39,000/week plus expenses for 6 overnight guests; the 105' Mangusta ALCHEMIST, which sleeps 8, asking \$36,000/week plus expenses, and the 63' Baia PREDATOR, asking \$12,000/week plus expenses for 4 night guests. They all are available for charter out of Delray Beach, Fla., this summer and upcoming fall/winter. For more information please contact Nicole at 561-558-3113 or email nicole@unitedyacht.com.

SUPERYACHT SALES AND CHARTER is pleased to announce the introduction of LEGACY to our charter fleet. She is a 118' Broward 2000/2019, sleeping 8 guests in 4 cabins for charter this summer in New England and Florida/Bahamas Winter 2019/2020, from \$60,000 - \$65,000/week + all expenses. We also are excited to have 6 other charter vessels in the New England area available for charter this summer – ASPEN ALTERNATIVE, 164' Trinity; ARIADNE, 124' Breaux Bay Craft; VIVERE, 116' Azimut; INEVITABLE, 97' Hargrave; CARPE DIEM, 80' Hatteras and ASTURIAS, 63' Nordhavn. For more information please contact Jeff Shaffer at +1 954-551-1329 or email jeffs@superyachtsac.com



118' Broward LEGACY

ROBERT ALLEN LAW is pleased to announce that Claudia Casalis has become a partner in the firm. Bob Allen, the firm's senior partner, said: "She was quick to gain the confidence of our most established clients and has become an invaluable member of our team. We are very proud of her joining us as a partner." Claudia advises on corporate matters, including complex, high-value purchases in both superyachts and real estate.



Claudia Casalis

The firm also welcomes new associate Nick Zeher. Nick is working on complex yacht law related litigation, purchase and sale agreements, vessel construction/refit contracts, brokerage contracts, employment contracts, and vessel documentation. For more information email yachts@robertallenlaw.com.



Nick Zeher

NAUTICAL VENTURES announces it has sold the first limited edition Brabus Shadow 800 in North America! When Brabus Marine showcased this groundbreaking design to America during the Fort Lauderdale International Boat Show, no one expected the fanfare that would result.



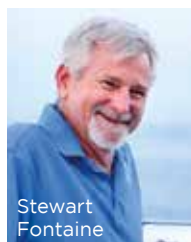
Brabus Shadow 800

With a limited run of only 20 worldwide and only two slated for North America, it didn't take long for boat aficionados, and collectors, to take notice. At a selling price of \$549,000, hull #007 sold through Nautical Ventures, befitting owner Roger Moore who portrays the Bond moniker in

appropriate style. The owner will keep his new boat at his Grand Cayman Island waterfront estate. Please contact: Roger Moore, +1 954-926-5250 or visit www.nauticalventures.com

MERLE WOOD & ASSOCIATES is pleased to welcome Stewart Fontaine, Brent Holleman and Iain Lawrie to its team of yacht brokers, all with over 30 years of industry experience. Stewart was a superyacht captain on notable yachts including SYCARA V, MARTHA ANN, MIA ELISE, and BACARELLA. Brent has logged thousands of nautical miles as a captain and runs CEDAR ISLAND, a 106' Lazzara. Iain has sold yachts in Europe, Asia, the Middle East, and the U.S., and has worked with production builders such as Azimut Benetti, Princess Yachts, and the Ferretti Group.

We are also pleased to announce the sale of EXCELLENCE V, 199'



Stewart Fontaine



Brent Holleman



Iain Lawrie

Abeking & Rasmussen, and LUNASEA V, 95' Dominator. Additionally, new listings include CYNTHIA, 182' Feadship that underwent a \$7 million refit in 2018; LADY VICTORIA, 120' Feadship; DR. NO, 75' Ferretti, and WORTH THE WAIT II, 42' Silverton.

MERRILL-STEVENS YACHTS and RMK MERRILL-STEVENS announce the opening of several new positions at their storied yards. The companies are currently seeking applicants to fill a wide variety of roles including but not limited to accounts receivable and payable, diesel



RMK Merrill-Stevens

engine technician, fiberglass technician, human resources generalist, marine gas engine technician, marine mechanic and mechanical trade lead, marine painter, recruiter full time, shiplift operator, senior accountant, yard supervisor, superyacht procurement manager, as well as yacht sales manager, new boat

sales agent and yacht broker. Applicants are encouraged to submit their resume online at www.rmkmerrill-stevens.com/careers

KAREN LYNN INTERIOR DESIGN has teamed up with Johnson Yachts to completely redesign, build and launch the new Johnson 80. the yacht was completed and launched in March with a totally redesigned custom modern interior in gorgeous and exotic high gloss



Karen Lynn at the Yacht and Aviation Awards

rosewood by Karen Lynn Interior Design and naval architecture and exterior design by Dixon Yacht Design.

Also, Karen Lynn Interior Design was the winner of the 2019 Yacht and Aviation Awards in Venice for the best design under 40M!

INTERMARINE had 14 boats in the West Palm Beach Fairgrounds Show with several sales. Bill Antonelli closed on a 2017 Prestige 560 and Mike Smalley just closed on a 2014 Prestige 500S. InterMarine represents multiple new boat lines including Prestige Yachts and is the exclusive distributor for Dreamline Yachts in the Americas. For more information, contact: Mike Smalley 954-665-7138. Employment opportunities available, inquire within.

ISOTROPIC NETWORKS is pleased to announce the expansion of bandwidth capacity on satellite E115WB to a full 54 MHz Transponder. This expansion is for the increasing number of yachts and vessels, both commercial and passenger, traversing the Northwest Passage and to provide an enhanced onboard user experience with higher bandwidth capabilities. Over the past four years, Isotropic has supported 34% of yachts and commercial vessels crossing the Northwest passage. "We are excited for this expansion and for our ongoing commitment to provide an extraordinary onboard experience to all of our maritime

IN MEMORIAM

JAN BOONE

Bluewater Yacht Sales President Jan Boone passed away on May 29th after a courageous battle with cancer. As condolences pour in from around the world, it is readily apparent how many people Jan moved with her commitment to excellence and genuine friendships.

Jan graduated with a degree in Business from UNC-Greensboro, and shortly after, in 1983 embarked on a

career at Hatteras Yachts. Jan's tenacity and dedication to the company and its customers earned her an appointment as vice president of sales.

In 2008, her proven sales leadership skills were sought out by Randy Ramsey, chairman of Jarrett Bay Yacht Sales (JBYS). Not one to back down from a challenge, Jan accepted the position of president amid the devastating economic downturn. While much of the boating industry was left reeling, Jan parlayed her keen business sense and highly respected relationships with the company's brand leaders and financial partners to point JBYS to safe harbor.

In October of 2012, Jan helped direct the merger between JBYS and Bluewater Yacht Sales to form one of the largest new and brokerage yacht sales companies in the world. Continuing in the role of president, she piloted the new company past many milestones, overseeing the sale of new models from 10 world-class brands, guiding over 50 employees in 10 East Coast sales locations, and facilitating the sale of thousands of listings valued at hundreds of millions of dollars.



CHARLES PARSON IRWIN III

Yachting industry veteran Charles P. "Chuck" Irwin passed away in May. Born in Long Branch, N.J., in 1937, he spent his formative years growing up at the family boatyard in Red Bank, N.J., founded in 1884. In 1953, he moved with his family to Fort Lauderdale.

Following a stint in the United States Army and the United States Coast Guard Reserve, he returned to Fort Lauderdale where he met and married his wife of 55 years, Linda Heep Irwin.

Chuck went to work for Richard Bertram, eventually serving as president of Bertram Yacht Sales and then executive VP of the Richard Bertram Company, which included dealerships for Bertram, Grand Banks, Hatteras and Matthews Yachts.

In 1970, he joined his father in forming Chas. P. Irwin Yacht Brokerage. Chuck served as VP and president of the company, as well as VP of Burger Yacht Sales of Florida, then joined Palmer Johnson as president of its Florida yacht sales division. Later in life, he became affiliated with Sparkman & Stephens, Inc.

Chuck was a past member of the IYBA (then FYBA) Board, as well as a member of MIAAF and YBAA. He also was a member of the Lauderdale Yacht Club, Ducks Unlimited, IGFA, Tarpon and Bonefish Trust and CCA.

clients wherever adventure takes them,” said Melissa Orlick, director maritime communications.

HORIZON YACHTS USA announces the launch and delivery of two RP110 superyachts to their respective owners in the U.S. and Australia. Despite hailing from different continents, these owners have shared a unique yacht ownership path, which began in 2012 when they each purchased a Horizon E78. From there the owners both moved into Horizon E88 motoryachts before commissioning their own RP110 superyachts. Developed in collaboration with world-renowned designer J.C. Espinosa and Donald Blount, the RP110 has been a pinnacle superyacht, nominated for the prestigious World Superyacht Award for its graceful exterior styling, performance and stability.



The two Horizon RP110s



Ashley Platt

GMT – GLOBAL MARINE TRAVEL

welcomes a new member to the Private Yacht Team, Ashley Platt. Ashley grew up in Port Elizabeth, South Africa, where her father owned commercial squid fishing boats. Completing university, Ashley went to Dubai where she took a position as an Emirates Airline Flight Attendant, and after two years joined the private yachting industry as a stewardess. After four years on board, Ashley felt it was the right time

to transition to a shore-based position. The combination of her airline and yachting knowledge caught the attention of GMT, where she was offered a Sales Coordinator position.

GILMAN YACHTS of Fort Lauderdale announces the delivery of WILD DUCK, a 2019 110' Horizon RP new build sold by Wayne Cannava. The firm also announces the following new Central Listings: ENNUI GO, 80' 2002 Lazzara Skylounge by Wayne Cannava CA; TIKI BAR, 66' 2014 Viking S/F by Jim McKee CA, and TRAVIS MCGEE, 65' 1999 Pacific Mariner PH by Wayne Cannava CA.

The first half of 2019 has seen strong brokerage sales activity, and this appears to be extending into the summer with numerous pending transactions in process.

GALATI YACHT SALES announces year-to-date sales growth of more than 21% year over year. Furthermore, the company is on track to exceed unit volume of 450 sales annually.

“We have a good mix of products with both new boat and brokerage sales,” says Darren Plymale, Galati Yacht's COO. “Another area that is performing well for Galati Yachts is our trade inventory; having the ability to work with customers to take in their trade and put them in a new boat is a great benefit to the sellers and potential buyers of that trade.”

FLORIDA COAST MARINE/FCM YACHT SALES in Fort Pierce, Fla., needs powerboat salesperson. We have been in the same location with the same phone number for the last 29 years. Extremely successful yacht brokerage in need of a powerboat broker to handle unbelievably busy yacht brokerage in 300+ marina. Please send in confidence your resume to dkennedy@fcmyachts.com sooner than later!

FLAGLER YACHTS is proud to announce we have been appointed

as a dealer for Vicem Yachts throughout the United States. Vicem builds custom yachts in many sizes and styles from the new fiberglass-composite 46' Classic IPS to the 107' Cruiser.

Along with our Vicem appointment, we currently are recruiting two experienced yacht brokers. If you would like to earn excellent commission splits and join a growing company with more exciting news on the horizon, please email: brokers@flagleryachts.com. All inquiries will be held in strict confidence.

DAVID WALTERS YACHTS

announces that just months after being introduced, the Italia Yacht 11.98, the latest Sport model by Italia Yachts, took home the bullet for the first event of the 2019 D-Mann ORC World Championship, a 126NM distance race on the waters of Sibenik, Croatia. Other Italia Yachts racing at the ORC Worlds included:

- IY 9.98 GIULIA finishing 9th
- IY 9.98 TAKE FIVE JR finishing 19th
- IY 9.98 LADY DAY 998 finishing 11th overall and 3rd in the Corinthian Class
- IY 11.98 SCUGNIZZA finishing 13th.

For more information please contact David Walters Yachts, the exclusive dealer for Italia Yachts in the United States, at sales@davidwaltersyachts.com or call 954-527-0664.



Italia Yachts
11.98 SUGAR 3

COMPASS LOGISTICS & MARINE LLC, a licensed customs

broker, freight forwarder, and international logistics provider to the cruise, yachting and marine industry was recently certified by the Department of Veteran Affairs (VA) as a Service Disabled Veteran Owned Small Business (SDVOSB). Compass Logistics & Marine LLC's owner, Danny James, has served in the Marine Corps for over 16 years and many of the team members are also veterans.



AMERICAN EAGLE UNDERWRITING MANAGERS, a Lloyds' cover holder for over 40 years, is pleased to announce the availability of yacht insurance that is both credible and reliable. The security offered is rated at the highest levels. Both of our lead underwriters are well recognized as foremost leads for this class. The yacht binder is worldwide. The basis of the premium is the vessel hailing port, age of the vessel, experience of operators and physical condition of the vessel. Windstorm coverage as well as excluding wind terms are available. For more information, contact Michelline Septer at 305-676-9806 or email Msepter@aeums.com. www.aeums.com

26 NORTH YACHTS is currently in a big-time growth mode and looking to hire additional Sales Brokers for our main office in Fort Lauderdale, located at Marina Bay, as well as our Miami Beach and Naples offices. We are seeking experienced salespeople who have a strong understanding of the 70' to 140' motoryacht market and, ideally, already are CYPB-certified. In addition, we are seeking to hire an experienced Charter Broker, with preference given to MYBA members.



26 North Yachts Co-owners
Nicholas Scherb &
Mike Carlson

New Members

PROFESSIONAL ACTIVE

Stephen Munive – Stephen Munive Yacht Sales

Martin Sanborn – LTT Motorsports

PROFESSIONAL ASSOCIATE

Milena Pupillo – The Catamaran Company

Kevin Kramer – Northrop and Johnson

Steve Palazzo – Denison Yacht Sales

Freddy Morrison – Blackwell & Associates

Elvis Maldonado Di Battista – 1 Ocean Yachts

Eddie Montserrat – HMY Yacht Sales

John Sapp – Yacht Sales International

Alvin Lartigue – IMS Yachts

Steve Lassley – Galati Yacht Sales

Alexander Marquina – Nautical Ventures

Francois Lopez – 1 Ocean Yachts

Kevin Benner – Borden Yachts

Kaan Tufan – Bluewater Yachting

NON-FLORIDA BROKER

Tyson Viniard – Tennessee Yacht Brokers

CHARTER ASSOCIATE

Michael Nystrum – The Catamaran Company

AFFILIATE ACTIVE

Andrew Lynskey – Datum RMS LLC

AFFILIATE ASSOCIATE

Greg Cox – RMK Merrill-Stevens

Rebecca Lancashire – KVH Industries

Alexandria Horner – Northrop and Johnson

Yoeni Bijker – Van Der Valk Shipyard

SUPPORT

Rachel Petersen – HMY Yacht Sales

Disa Borden – Boden & Associates Yacht Sales

WELCOME LOUDENSLAGER TWINSON



IYBA fondly congratulates our Director of Operations, Shay Loudenslager, and her husband, Dave, on the birth of their twin sons on July 18, 2019.

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by **Jennifer Persson**, *President, Ocean Grants*

OCEAN GRANTS ACCELERATES HELP FOR THE OCEAN

As anyone who spends time on the water knows well, the Ocean is facing unprecedented challenges: her temperature is rising, her coral is bleaching, she's bleeding red algae, her pH is off and she's choking on plastic. Her health and well-being are critical, not just for our jobs and enjoyment but also because she provides half of our oxygen, absorbs a third of human-caused carbon dioxide and feeds 3.5 billion people.

Ocean Grants is helping to fix Ocean problems like plastic, microplastic, marine debris, red tides, dead zones, acidification and over-fishing. There are many organizations claiming to be working on these issues – so many, in fact, it's confusing! Without extensive knowledge of the players in each area, it's impossible to know which organizations are somebody's weekend hobby and which ones are truly moving the needle towards solving these challenges.

Ocean Grants is helping to fix Ocean problems like plastic, microplastic, marine debris, red tides, dead zones, acidification and over-fishing.

That's where Ocean Grants comes in. Started by a small group of concerned individuals from Silicon Valley, we decided to research and validate the many groups working on significant Ocean challenges and to fundraise and support those organizations doing the best work. Our research culminates in our Special Reports, which highlight the organizations we believe are most worthy of our collective support. To date, we have reviewed hundreds of organizations on the West Coast of the U.S. working on the issues of plastic, microplastic and marine debris.

We are proud to recommend the following six exemplary groups:

- **Californians Against Waste** – is the non-profit advocacy group



Plastic pollution and other Ocean debris threaten sea life.

behind successful campaigns to reduce plastic pollution, phase out plastic grocery bags and microbeads and increase plastic recycling. Their efforts have become the model for similar policy across the U.S. and around the world.

- **GAIA** – is an international alliance of organizations that envision a world without waste. “Zero waste” programs in GAIA's network are able to divert and reuse most waste, preventing plastic pollution before it occurs and identifying problematic single-use plastics for reduction or redesign.
- **Project AWARE** – believes in a future where the Ocean no longer needs protecting; it exists to connect the passion for Ocean adventure with the purpose of marine conservation. Through its flagship citizen science program that removes and reports underwater marine debris on a global scale, it has removed over 1.4 million items of debris from the seafloor, building a unique dataset to inform solutions.
- **Surfrider** – turns the tide on marine plastic pollution by deploying its 180 strong grassroots network upstream, while also working on policy changes and promoting Ocean Friendly Restaurants.
- **Sustainable Ocean Alliance** – advances the impact of start-ups and youth-centered initiatives that are developing solutions to protect and sustain the Ocean.
- **Think Beyond Plastic** – leads a multidisciplinary effort to identify and commercialize innovations that eliminate plastic pollution, with focus on innovative product delivery systems, application-specific packaging, bio-benign materials and sustainable chemistry. To secure a rich pipeline of innovation, it is building an innovation eco-system connecting industry, investors and innovators.

If you value Ocean Grants' research and recommended organizations, please assist us by donating through our website at www.oceangrants.org and/or helping us to locate yacht donations. We offer an attractive finders' fee and commission structure to yacht brokers and welcome everybody's help in fixing the Ocean we so need, love and enjoy.

Note: We realize the word “ocean” is not usually capitalized but we believe the Ocean deserves our ultimate respect, adoration and glorification, so it's just our little way of paying homage.



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Photos by Suki Finnerty, YachtingToday.TV

8TH ANNUAL IYBA GOLF SCRAMBLE

Jacaranda Golf Club | Plantation, Fla.
June 4, 2019

Twenty teams turned out to play in this year's IYBA Golf Scramble at the Jacaranda Golf Club's West Course, and 92 people attended. This fun members' event kicked off with a breakfast buffet and ended with an awards luncheon. Hearty congratulations are due to the team from 26 North Yachts, which won the Scramble – and to Rick Obey, who took the honors for "Best Dressed." Our thanks go out to all the sponsors, too numerous to mention here. We couldn't have done it without you!



Photos by Suki Finnerty, YachtingToday.TV

EAST COAST YACHT SALES SUMMIT

Bahia Mar Hotel | Fort Lauderdale
June 19, 2019

A full slate of informative sessions ranging from a State of the Industry Panel to “How to Sell More Boats at Boat Shows” drew 148 attendees to the recent East Coast Yacht Sales Summit. Robert Kelly of Dale Carnegie ended the day with a rousing motivational talk, followed by cocktails and networking. IYBA would like to thank events sponsors AMIKids, Robert Allen Law, Shore Premier Finance, TVPX, Marsh & McLennan, Howard S. Reeder and YachtWorld for their contributions to making this event such a success.



Photos by Tom Serio, Tom Serio Photography and Suki Finnerty, YachtingToday.TV

MAY & JUNE BROKERS OPEN HOUSES

Bahia Mar Yachting Center
Fort Lauderdale, Florida
May 16 & June 20, 2019

A wide variety of yachts ranging from 36 to 152 feet graced the docks at the Bahia Mar during IYBA's May and June Brokers' Open Houses, including both brokerage vessels and new boats. Many thanks to Yatco and Yacht Management for their sponsorship. As always, these events gave yacht brokers the opportunity to inspect the latest offerings on the market, network with peers, and enjoy cocktails and hors d'oeuvres. IYBA's monthly Brokers' Open Houses are free to members. For a list of upcoming events, please visit www.IYBA.org.



Photos by **Suki Finnerty**, *YachtingToday.TV*

CHARTER OPEN HOUSE

Bahia Mar Yachting Center
Fort Lauderdale
May 8, 2019

IYBA's May Charter Open House put a half-dozen large yachts and superyachts with successful charter programs on display. The event, which is free to IYBA members and open to others for an affordable fee, gave the crews of these vessels the chance to show off their hospitality to local charter brokers. DOUBLE DOWN and DOMANI were bound for the Med season, while the other yachts are available for luxury charter vacations in Florida and the Bahamas.

Yachts in Attendance: DOUBLE DOWN – 214' Codecasa; DOMANI – 145' Benetti; PLAN A – 130' Westport; ASCARI 1 – 121' Motoryacht; TIGERS EYE – 98' Hargrave



THE FOUNDING OF FEADSHIP

The Second World War ravaged Europe's industrial landscape – and yacht building certainly was not exempt from the havoc. One of the greatest problems for shipyards in the Netherlands was a desperate shortage of raw materials and specialized skilled labour. And luxury yachts were understandably not a priority for a Europe struggling to come to terms with the aftermath of conflict.

The time had come for those with foresight to look further afield. Despite its crucial involvement in the war, the United States had not been the battlefield, and its industry and economy were, if anything, bolstered by the conflict. Here then was an opportunity for export – and the *raison d'être* behind the establishment of Feadship.

The time had come for those with foresight to look further afield.

Yet, significant obstacles stood in the way of those attempting to go it alone in the seemingly lucrative Stateside market. Recognizing that effective marketing costs money, sharing these expenses made great sense in commercial terms.

This then was the background to an historic meeting in late 1949 at De Roode Leeuw café in Amsterdam, attended by representatives from a number of boat-building companies, including A. Vis, E.G. Van de Stadt, G. de Vries Lentsch, H.P. Akerboom, C. van Lent, and H. and J. de Vries. After lengthy deliberation, it was decided to set up Feadship, the First Export Association of Dutch SHIPbuilders. Its stated goal was, “to promote the export of luxury craft to the United States of America”.

The next formal gathering, held in May 1950, was distinguished by the joining of a new member – naval architect Henri de Voogt. His role was to be the designer of the future new Feadship vessels.



Feadship boat show display



The decision was made to launch the Feadship name on the American market at the largest and most prestigious exhibition of the time: the New York Boat Show of (January) 1951. Three vessels would be transported over to America: A 24-foot Baby Holland Cruiser (already built by Van Lent), plus two yachts built specially for the show by Vis and De Vries respectively – a 32-foot motor cruiser and a Pampus open daysailer.

At the end of December 1950, the completed yachts left the Netherlands. Aboard the BLACK FALCON transport ship were also De Voogt and Vis, a testament to how significantly more expensive it still was to fly across the Atlantic. On the afternoon of January 10, 1951, the BLACK FALCON sailed past the Statue of Liberty, carrying with her the hopes of all connected with Feadship.

Vis' report on the events that followed in New York still gives a real flavour of the excitement at the time: “The show was open from 10 in the morning to 11 at night and an average of 25,000 visitors a day attended. On the [first] evening, the building was packed within five minutes. In the rush hours...there was no respite at all....”

“Both the press and trade were in accord that, as far as finishing was concerned, our boats were of a far higher standard than anything else on display. The consensus was that we had a lot to learn in areas such as the use of corrosion-resistant materials and the finishing of galleys and sleeping quarters. Despite this, our presentation was judged to be highly impressive overall and we gained a good name immediately....”

All three show boats were successfully sold. And the demand for detailed drawings and proposals was such that De Voogt invested in a plane ticket home immediately after the show closed. Vis travelled on to visit prospective clients and yards in Miami, Fort Lauderdale, Chicago and Michigan. Arriving home on February 24, he was pleased to be greeted by a large bunch of flowers from the other Feadship members.



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With more than 3,300 slips under management, the IGY network is a leading yachting tourism destination builder for a

variety of markets including superyacht, sportfish, cruise and sail.

With strategically located superyacht marina destinations, the IGY network is capable of accommodating vessels over 152m (500ft) in each of the regions the company operates – United States, Caribbean, Latin America and Mediterranean. IGY delivers industry-leading marina service standards that have earned strong and lasting relationships with the world's largest superyachts.

The IGY marina network is growing – IGY Sète Marina, located in the South of France, is now open, and accommodates vessels

up to 181m (595ft). IGY 2019-2020 Global Berth packages have also created unique destination itinerary options for superyachts that drive enhanced vessel utilization value from a plethora of customizable options.

IGY Racing is the company's newest crew experience that aligns charity, teamwork and sportsmanship to enhance the brand's commitment to this invaluable sector of our industry.

A warm welcome awaits you at all IGY marinas, and the company looks forward to making your superyacht voyages truly outstanding experiences.



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